CANADA'S ONLY WEEKLY HARDWARE PAPER

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV. Publication Office: Toronto, Canada No. 16

April 20, 1912



"GOOD CHEER"

Something Different
Something Better
Something Exclusive

Ranges
Heaters
and
Furnaces

The James Stewart Manufacturing Co.
Limited

WOODSTOCK - ONTARIO

Western Warehouse—156 Lombard St., Winnipeg, Man.

Wholesale Distributors:

McLennan, McFeely & Co., Vancouver, B.C.

Wood, Vallance Hardware Co., Nelson, B.C.

Ross Bros., Limited, Edmonton, Alta.



Big Ben Store Helps

In order to enable Canadian dealers to get the maximum benefit from the Big Ben campaign now running in Canadian magazines, we are packing Big Ben specially for Canadian trade, six in a carton with a full set of store selling helps (two posters, two show cards, two metal signs.)

On an order for 12 we add a solid mahogany display stand. On an order for 24 or more, we print your name on dials, give the posters, display stand, and a beautiful metal sign lithographed in five colors.

Big Ben and his selling helps are being carried in stock by 54 wholesale Canadian distributors. We will be glad to let you have their names upon request. Any will tell you Big Ben is the best made and the best selling alarm that's ever been put out.

In broken and dozen lots, $2.15 less 2%. In lots of 24, $2.05 less 2%.

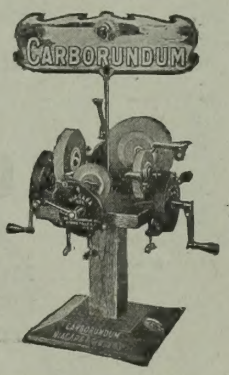
The Western Clock Co., La Salle, Ill.



There is a Grinding Need In Every Household, Hotel, Repair Shop and Garage for a

CARBORUNDUM NIAGARA GRINDER

Every machine is equipped with a Carborundum wheel—the wheel that cuts fast, clean and cool—every machine is mechanically perfect—castings strong, durable—gears perfectly cut, smooth running, uniform—Carborundum Niagara Grinders are assembled under the strictest supervision—every part is machined right—put together right. The machines are handsomely finished in brown enamel—all small parts nickel-plated—It is a machine that will appeal to anyone who has any tool grinding to do—Write for the details of our free grinder display stand offer—The Carborundum Grinder stand is a great sales booster.



Are you a Carborundum Dealer? Let us tell you about our sales co-operation plans.

THE CARBORUNDUM CO.

NIAGARA FALLS, NEW YORK

THE LIGHTNING AND BLIZZARD

FREEZERS



stand ready to serve you in the same satisfactory manner in which they have served both trade and consumer for over a quarter of a century. The construction is of the same high class. They run easy, freeze quickly and take the smallest amount of ice and salt of any freezer made. The extensive advertising from season to season has created a permanent demand. They bring trade and help you keep it.



Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.



MOTOR BOATING

Will be more popular than ever this season

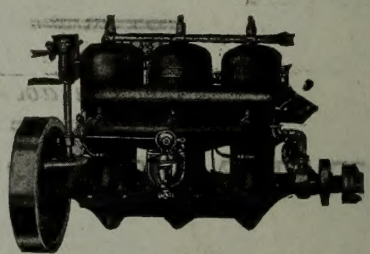
THIS year promises to be a record year in the motor boat field. When the season opens there will be a large number of new boats, and old boats fixed up. What are you doing to reap the benefit of this trade? Every wide-awkae dealer should stock motor boat supplies and marine hardware. We carry the largest stock of accessories in Canada. Our Motor Boat Accessory Catalog is ready for mailing; a card asking for Catalog H. 24 will bring it to you.

If you are interested in Marine Engines you should have our Catalog H 23.

WHEN WRITING FOR CATALOGS ADDRESS OUR NEAREST BRANCH.

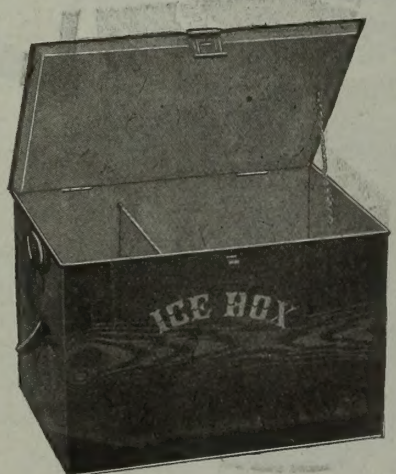
The Canadian Fairbanks-Morse Co., LIMITED

MONTREAL	TORONTO	SASKATOON
ST. JOHN	WINNIPEG	VANCOUVER
OTTAWA	CALGARY	VICTORIA



The S.M.P. Galvanized Ice Boxes and Japanned Water Coolers

Just the article needed for Summer Residences or Camps



Ice Boxes

	SMALL	LARGE
Dimensions	20¾" x 14⅜" x 14"	28¼" x 16⅜" x 16¼"

Water Coolers

Gallons	2	3	4	6	10

Prices on Application

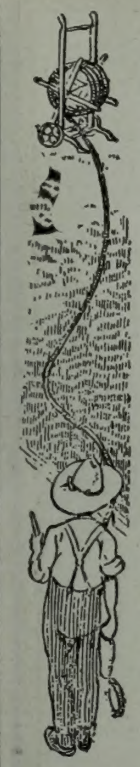


THE SHEET METAL PRODUCTS COMPANY

OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg



GARDEN AND LAWN TOOLS

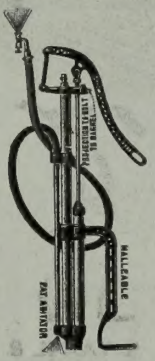
Send for Special Catalogues and Circulars.



REVOLVING TOP
LAWN SPRINKLERS
Have several styles of these.

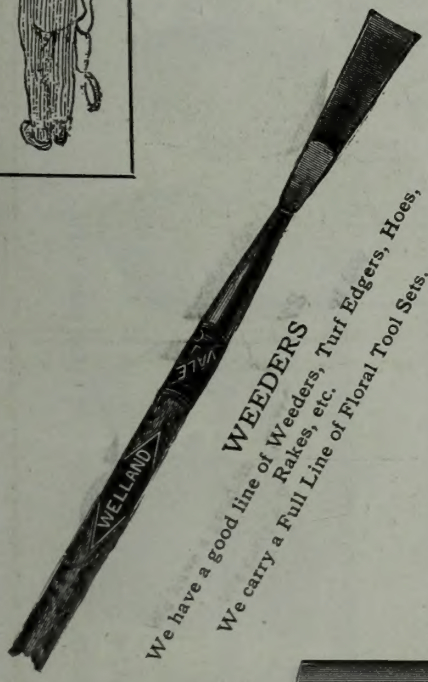


GARDEN TROWELS and
FLORAL TOOLS.

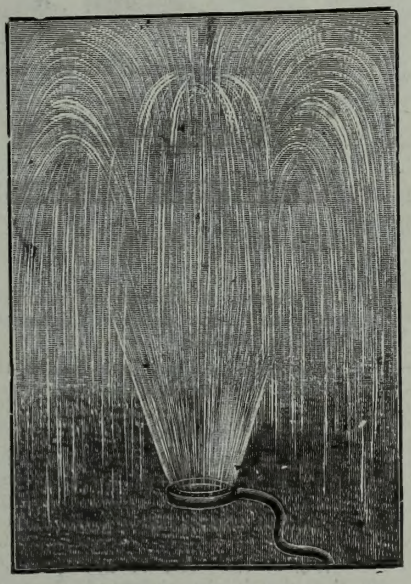


MYERS SPRAY PUMPS.
We also carry Hand Sprayers.

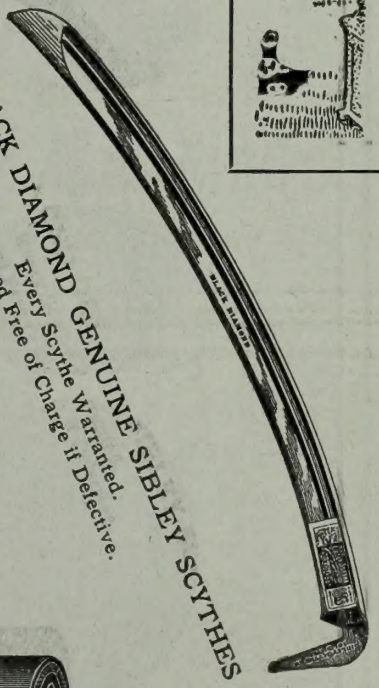




WEEDERS
We have a good line of Weeders, Turf Edgers, Hoes, Rakes, etc.
We carry a Full Line of Floral Tool Sets.



LAWN SPRINKLERS.
We have a nice assortment in this line.
Send for Special Catalogue.



BLACK DIAMOND GENUINE SIBLEY SCYTHES
Every Scythe Warranted.
Replaced Free of Charge if Defective.

We handle all
MAIL ORDERS
promptly.



Send us your
MAIL ORDERS
for Quick Service.

BLACK DIAMOND HOSE
The best wearing value possible in Hose.
4-ply plain or wire bound.
½, ¾ and 1 inch.

BULL DOG HOSE.
Best Quality Low Priced Hose Made.
3 Ply; 3 Sizes.
½, ¾ and 1 inch.

MULTIPED HOSE.
Will not kink.
Does away with splitting and bursting hose. Long lived.

Get in Touch with Us or Our Salesman at Once.

We have the Lines on which you can make some Money—if that's what you want.

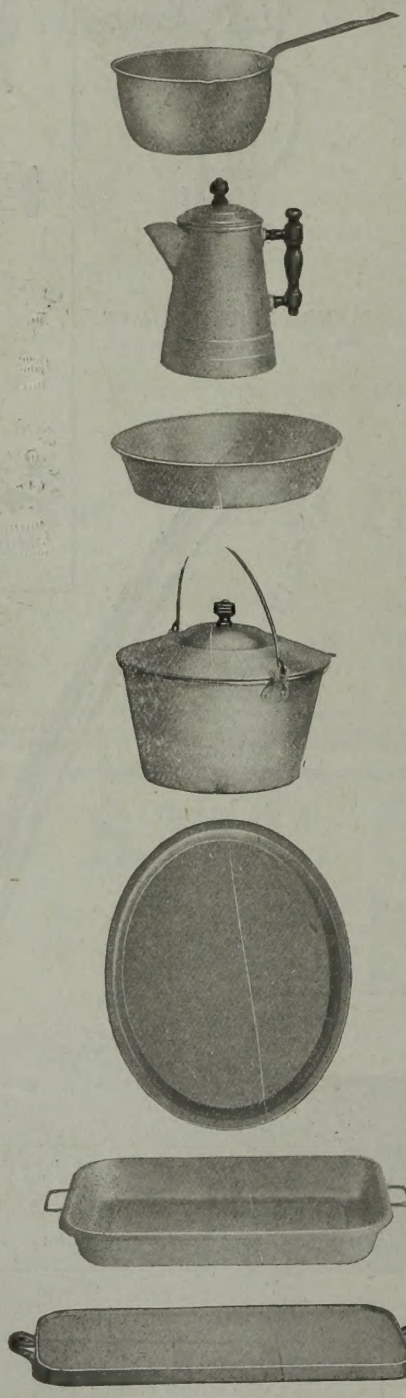
LEWIS BROS., LIMITED, MONTREAL

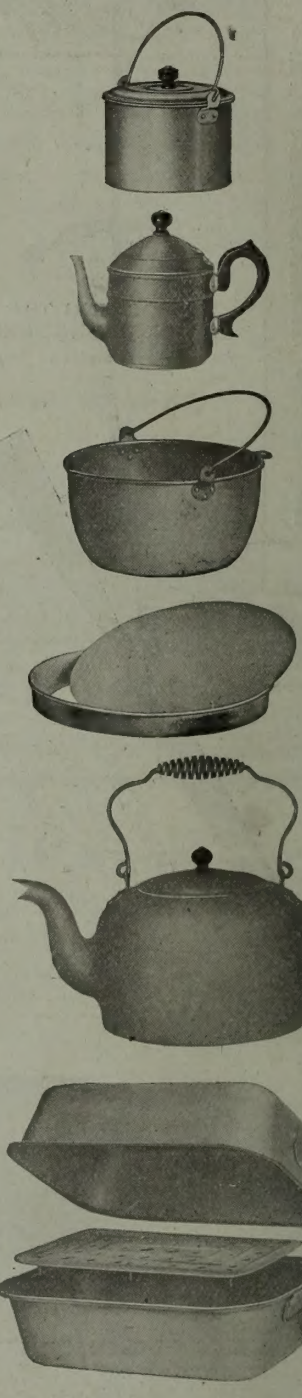
OTTAWA TORONTO VANCOUVER

WEAR-EVER
NA ALUMINUM CO LTD
TRADE MARK

"Wear-Ever" Aluminum Ware







"No! They are not all the same."

"Wear-Ever" Aluminum Utensils *are different.*

Of course, aluminum is aluminum; but utensils may differ in thickness, in handles, in finish.

Thickness. They are made thick enough to prevent denting readily; thick enough to guarantee a lifetime of satisfactory service.

Handles. The handles of **"Wear-Ever"** utensils are made of the best tinned steel. Aluminum handles would become too hot—wooden handles would burn off or break. The handles of **"Wear-Ever"** utensils are gripped to the utensils by aluminum rivets with large heads. The heads are not sunk into the side of the utensil—the side remains of uniform thickness, strong enough to hold the handle on firmly for years.

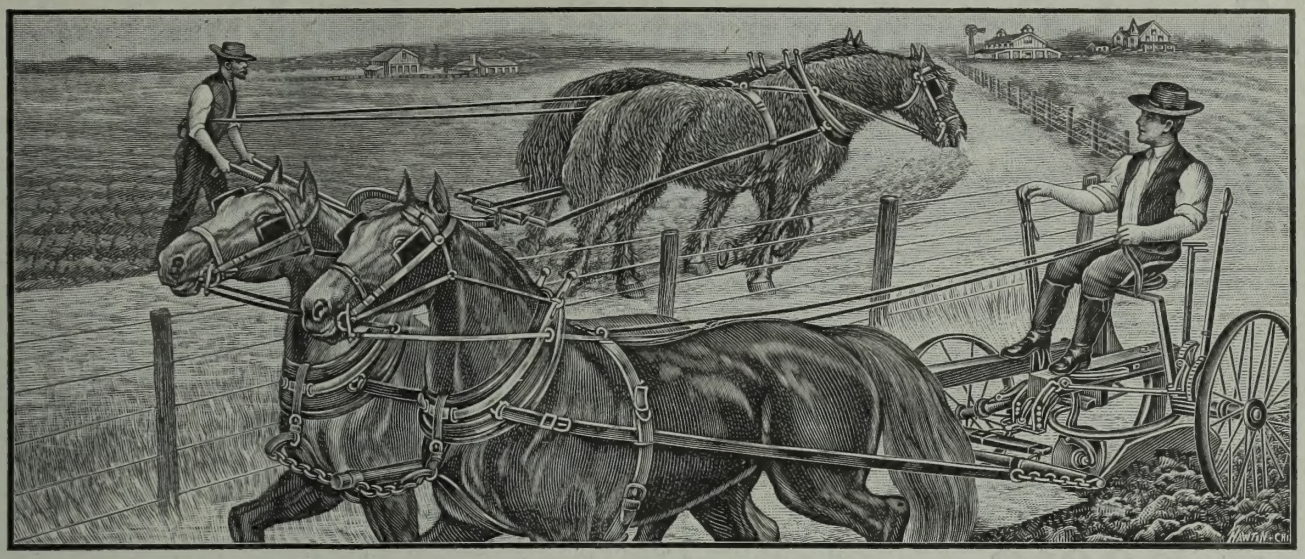
Finish. The outside is polished. The inside is hardened by an electrical process which makes the metal harder, smoother, less liable to be discolored by food or water containing alkali or iron, and more easily cleaned than would be possible if the utensils were not so finished.

Replace utensils that wear out with utensils that "Wear-Ever"

WRITE FOR CATALOGUE AND PRICES TO

The Northern Aluminum Company, Ltd.

TORONTO, ONTARIO



A CONTRAST

There is no Fraud or Deception About the

Stewart Clipping Machines

No Sham—No Pretense—No Imitation. They Are Genuine in Conception and Quality.



When you sell Stewart Clipping Machines, your customers and yourself are backed by the guarantee of the largest establishment in the world making clipping machines. We guarantee every Stewart machine to satisfy the user or we will rufund his money.

No imitator of Stewart Machines has ever offered so strong a guarantee because the imitations are inferior in quality.

Order from your jobber and write for our big new 1912 catalogue.

Business Pirates Find Little Favor with Upright Merchants

The Captain Kidds of Commerce who seek to trade upon an honest manufacturers' reputation by inferior imitations, should have no place in the modern business world.

Handle the genuine Stewart Machines to make pleased customers.

Chicago Flexible Shaft Company

250 Ontario Street, CHICAGO

Steel Company of Canada, Limited

Basic
Open Hearth
STEEL
PRODUCTS

Steel Bars
All Sizes and all Carbons

Horse Shoes — Horse Nails
Stove Bolts — Stove Rods
Rivets — Wire
Wire Nails — Tacks
Bright Wire Goods
Wood Screws, Machine Screws
Railroad Track Equipment
Invincible Fencing

PROMPT SHIPMENT IF ORDERED NOW

WROUGHT PIPE

Merchant, Black and Galvanized
White Lead, Putty, Shot, Lead Pipe

DISTRICT SALES OFFICES:
HAMILTON TORONTO MONTREAL WINNIPEG
VANCOUVER, B.C. VICTORIA, B.C. ST. JOHN, N.B. HALIFAX, N.S.



Samson Sporting Goods

will help you to popularize your store and make quick profits. We have helped many dealers develop a good trade in Sporting Goods by supplying them with the very best values the market affords. Samson Sporting Goods

Stand the Test

of hard playing and have won the appreciation of every sportsman who has used them.

This is a good time to order Sporting Goods, and you will make no mistake in letting us have your

Order Now

H. S. Howland, Sons & Co., Limited

WHOLESALE HARDWARE

We Ship Promptly.

TORONTO

Our Prices are Right.

Graham Nails are the Best

? ? WHY ? ?

Why does **"CRESCENT BRAND" BUILDERS' HARDWARE** have the biggest sales?

Why are **"CRESCENT BRAND" FINISHES** the most sought after??????

Why is it that the majority of doors put up to-day swing on **"CRESCENT BRAND" HINGES**??????

? ? WHY ? ?

Canada Steel Goods Co., Limited, - Hamilton, Canada

"STANDARD" WICKLESS BLUE FLAME OIL COOK STOVES



Sizes 1, 2 and 3 Burners

Made on the "gravity feed" principle

SIMPLE AND EASY TO OPERATE.

Solves the problem of economical cooking in country homes and surburban residences.

We have also in stock

"Buckeye Junior" Gasoline Stoves
"Summer Girl" Oil Stoves
"German Oil" Oil Stoves
"Eagle" Oil Stoves, Etc.



German Glass Bottom Stove

WRITE FOR PRICES.

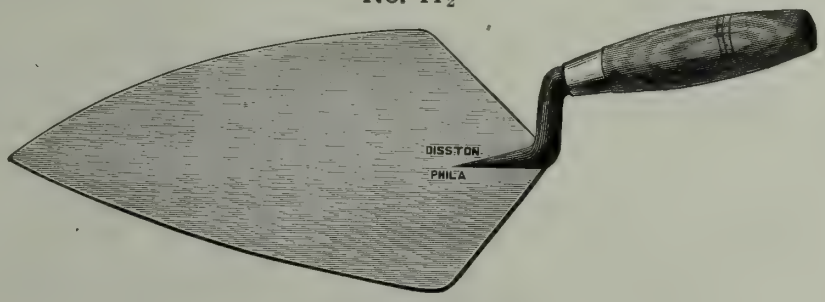
THE THOS. DAVIDSON MFG. COMPANY, Limited

MONTREAL - - TORONTO - - WINNIPEG

DISSTON TROWELS

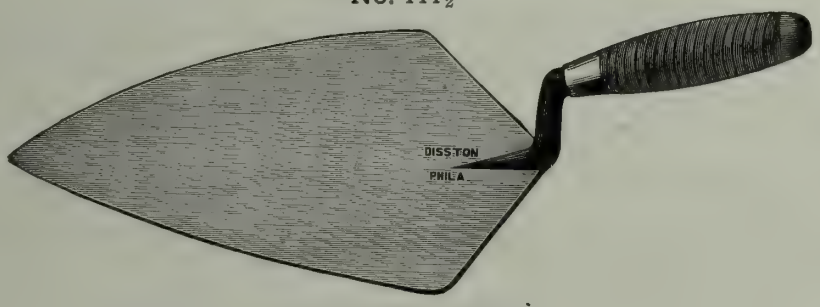
Some users preferring the New York Pattern Brick Trowels with handle having a solid wood end, instead of through riveted tang, we have made up the Nos. 11½ and 111½ to meet these requirements.

No. 11½



REGULAR GRIP

No. 111½



LEATHER GRIP

We shall, of course, continue making the Nos. 11 and 111 patterns, which differ only in having the through riveted tang. Each number made with the LIFT or hang at three different heights.

Our purpose is to furnish the goods wanted and of a quality that will give perfect satisfaction.

HENRY DISSTON & SONS

INCORPORATED

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS

PHILADELPHIA



The Mark That Stands For
The Best in Rope

The Facts About Rope

Why not consider some of the common-sense reasons why PLYMOUTH Manila rope is a good investment for you — a profit-maker in every sense of the word? These facts have started hardwaremen thinking:

PLYMOUTH ROPE

"The Rope You Can Trust"

1st. *Gives more pounds of satisfaction to an ounce of weight than any other rope made.* Isn't it reasonable to expect that when a rope gives good value for the money, the buyer will come back for more?

2nd. *Outlasts all other ropes.* When the marked durability of rope will convince buyers that they want no other, isn't their steady trade fairly well assured?

3rd. *Is the best possible advertisement.* When you get the reputation of handling a *very fine rope*, isn't it natural that you get customers that would otherwise go elsewhere?

Is it good business to offer your customers cheap rope when you know that PLYMOUTH Manila gives them more for their money and at the same time helps to "boost" your trade? Why not ask your jobber to send you PLYMOUTH next time?

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO ST. JOHN MONTREAL WINNIPEG HALIFAX VANCOUVER

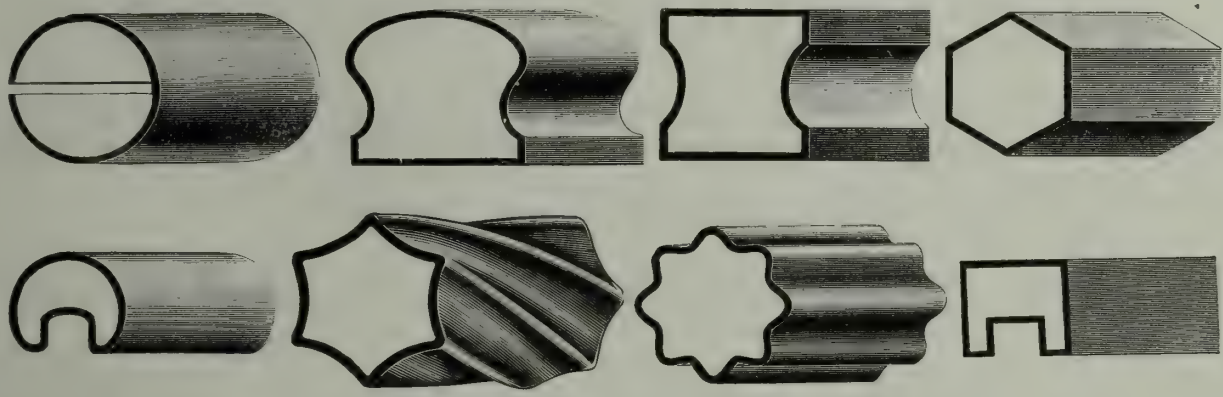


Estd 1809 **EVERED** & Co LTD

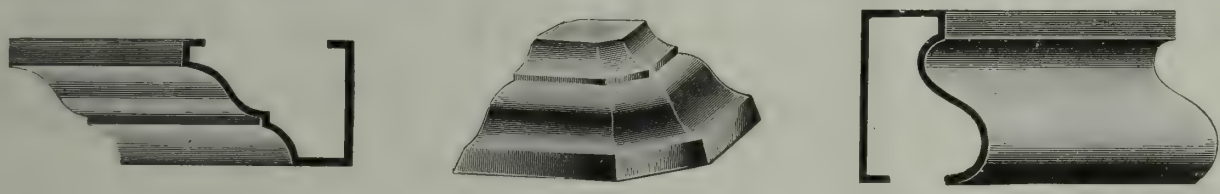
MANUFACTORY:

Surrey Works, Smethwick, near Birmingham, England

BRASS TUBES AND MOULDINGS



BRASS FENDER BASES AND CORNER CAPS



CATALOGUE OF A WIDE RANGE
OF PATTERNS ON APPLICATION.

CANADIAN REPRESENTATIVE:

GEO. H. SAYWELL

HAMMOND BUILDING, 61-3 ALBERT STREET : : WINNIPEG

ALSO AGENTS AT

TORONTO, CALGARY, VANCOUVER AND SASKATOON

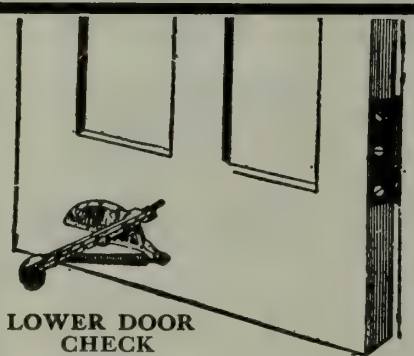
ASK OUR SALESMEN TO WAIT UPON YOU.

"GALT"
CORNICES
SKYLIGHTS
(GALVANIZED IRON AND COPPER)
METAL SHINGLES
FIRE-PROOF WINDOWS
METAL CEILINGS & WALLS

Write for Catalogues and Price Lists

THE GALT ART METAL CO., Limited, Dept. C.

GALT, ONT. and WINNIPEG, MAN.



LOWER DOOR CHECK

The "LE PAGE" Patent OIL DOOR CHECK and SPRING

is a marvel of simplicity and has a mechanical action that is perfect.

It is the only door check made without packing in its working parts, which assures absolute freedom from packing friction.

The door on which this device is used cannot slam, as the oil in the spring cup of the check forms a cushion, which keeps the door under perfect control and allows it to close quietly.

The spring tension is applied by means of the ratchet wheel on top; the checking power is controlled by the thumbscrew at the right.

The bearings are long and the spindle, with crank at lower end, is drop-forged from cold rolled steel.

Toronto public schools, Simpson's, Eaton's, etc., use this door check exclusively.

Write for circular and prices.



WM. KEATING

266 MACDONALD AVE. TORONTO

"ONWARD" VACUUM CLEANERS



HAND POWER

are machines upon which every dealer can absolutely rely to sell well and bring him good profits.

You run no risk when buying from us, as a written guarantee of perfect service accompanies every cleaner.

The following descriptive matter will give you an idea of their quality.

THE "DOUBLE TANK" MEANS LESS WORK

The double tank device (an exclusive feature of the Onward Automatic Hand Power Vacuum Cleaner) separates 95 per cent. of the dust from the air without the use of screens, baffles or water. Only 5 per cent. of the dust is screened, which means that the screening device offers but 5 per cent. resistance to the pump. This machine is the easiest to pump and the easiest to empty, as the reare no complicated screens as in other cleaners.

It has the greatest air displacement because the pump is one-third larger than any other. This gives it a more powerful suction and a strong blow. (This is the only hand machine that blows as well as sucks.)

Do not be deceived by any other claimed to be just as good as the "Onward Hand Power."

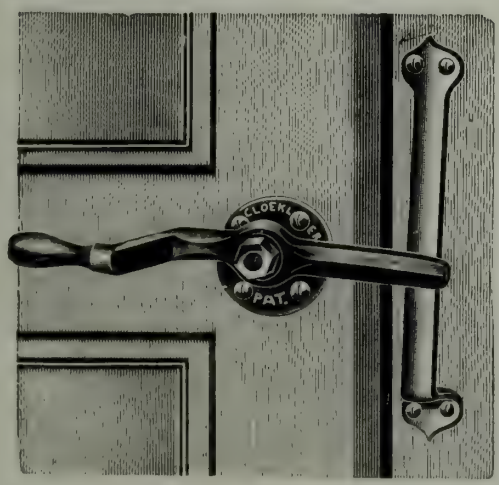
Made of malleable iron and steel, it will last an ordinary lifetime.

WRITE FOR OUR NEW 20 PAGE ILLUSTRATED CATALOGUE DESCRIBING OUR HAND, ELECTRIC AND STATIONARY VACUUM CLEANING MACHINES.

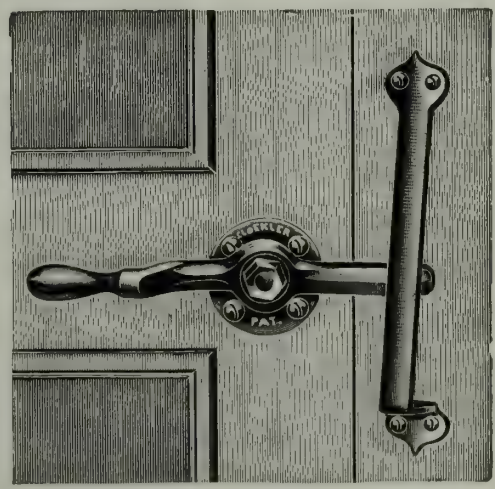
Onward Manufacturing Co., Berlin, Canada

Distributing Agents for Manitoba, Saskatchewan and Alberta, Moncrieff & Endress, Ltd., Scott Block, Winnipeg

Gloekler's Patent Refrigerator Door Fasteners



Forcing Door Open



Showing Door Forced Shut

THIS fastener has been the standard for Refrigerator Doors and cold storage work ever since it has been on the market, and, especially for heavy work, is without an equal. It is made heavy and substantial with nothing about it to break or wear out, and will "last a lifetime." Simple and easy to operate. In closing door, turn lever inside keeper and press down on handle, which seals the door absolutely tight with little effort. To open door, turn handle around until lever comes outside of keeper and lift on handle, which will force the door open without any effort, no matter how tightly jammed.

We also make a line of Spring Fasteners, Hinges, etc., in tinned, brass and nickel plated. Write for illustrated price list.

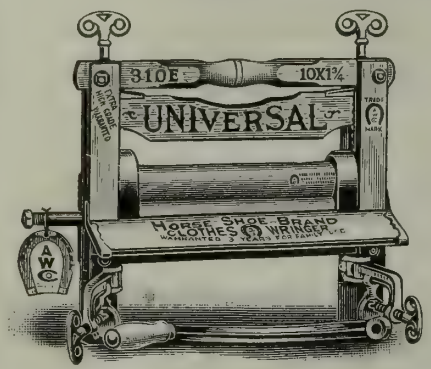
BERNARD GLOEKLER & CO. PITTSBURGH, PA.

NEW LINE

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs Enclosed Cog Wheels



Packed 3 in a case

PLAIN BEARINGS

No. 310E— - - - - Rolls, 10 x 1¾ inches
No. 311E— - - - - Rolls, 11 x 1¾ inches

STEEL BALL BEARINGS

No. 317E— - - - - Rolls, 10 x 1¾ inches
No. 318E— - - - - Rolls, 11 x 1¾ inches

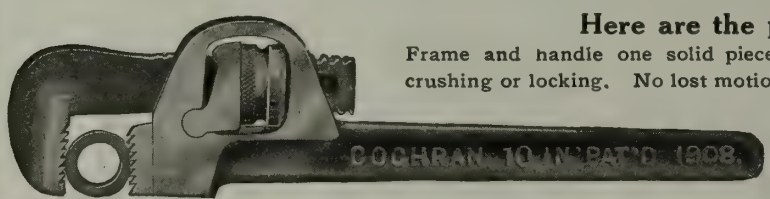
SAME STYLE MADE IN FOLDING BENCH

SEND FOR CATALOGUE "F"

THE AMERICAN WRINGER COMPANY

99 CHAMBER STREET, NEW YORK

The prize dog at a bench show wins on points;
and points would give the COCHRAN first prize at a **wrench** show.

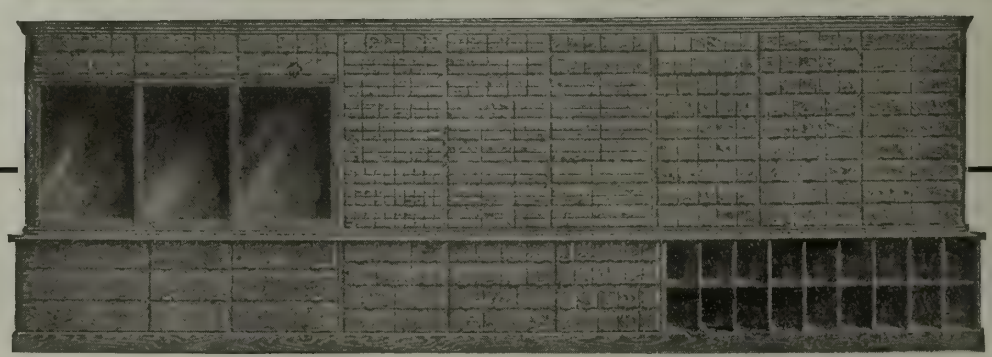


Here are the points. You be the judge.

Frame and handle one solid piece. Indestructible rocker in place of frame pin. No crushing or locking. No lost motion. Perfect grip and release.
Proof against all side-pull injury
Drop forged jaws of highest grade tool steel adaptable to wrench manufacture.

Cochran Pipe Wrench Manufacturing Co.

Canadian Branch: 70 George St., Ottawa



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

Air-O-Lite Lamp



A Necessity in the Modern House.

Never Fails to Satisfy.

Makes its own gas—cheaper than Oil, Electricity or city gas. Just what is required in your house or country cottage—safe—reliable and no chimneys to break.

Write for full particulars and prices.

The Rochester Lamp Company

TORONTO, ONTARIO

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

THE R. McDOUGALL CO., Limited

GALT, CANADA

LEEKNOTT ROOFING

Pays An Attractive PROFIT.

INVESTIGATE

Our Agency Proposition

NOW

"LEEKNOTT" is a product that will keep your competitors guessing.

Its quality is inferior to none and superior to most other roofings.

Made from the very best of Long Fibre Woolen Felt, and coated with the genuine Trinidad Lake Asphalt specially prepared and tempered for the purpose.

The fire and weather-resisting qualities of **"LEEKNOTT"** are far beyond comparison. Service has proved them so.

Absolutely guaranteed to be just as we claim.

Galvanized nails, cement, directions and guarantee packed in every roll.

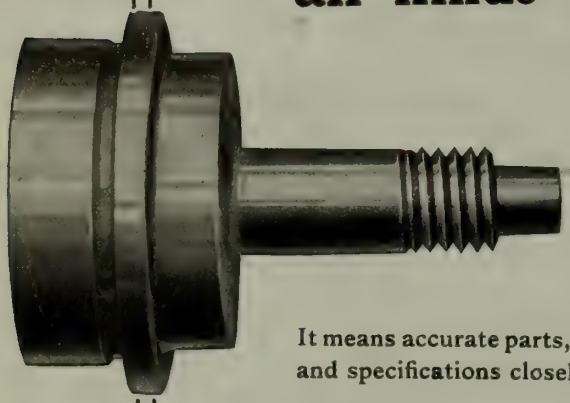
A card will bring our proposition by return mail.

Canadian Supply Co.

WEATHERPROOF CASCO PRODUCTS

220 King St. West
TORONTO
Ont.

Why we can Satisfy you on all kinds of Heavy Milled Work



NOT merely because we have satisfied hundreds of others who use Acme Parts. Your requirements may be different from theirs. That's just the point.

We are in a position to handle any class of work in Brass, Iron and Steel up to 2¼" diameter and 10½" long.

An up-to-date plant equipped with the most improved screw-making methods is at your service.

It means accurate parts, up-to-the-minute deliveries and reasonable prices. Samples and specifications closely followed. May we quote you?

All regular "V" and U.S. Thread, Cap and Set Screws carried in stock.

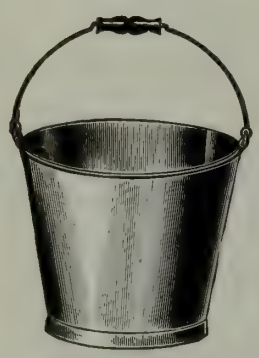
We have a contract proposition you can't afford to miss.

The National-Acme Manufacturing Co.,
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McClary's

"SAMSON" DAIRY PAILS

The Pails That Please



Flaring Pattern
Nos. 144, 164

The bottom is our famous "SAMSON" one piece and seamless. Body made from best quality IXX Tin. Malleable ears, with strong bail handle.

For particulars and prices of these and other grades, see catalogue, page 101.



Dufferin Pattern
Nos. 145, 165

McClary's

Toronto Montreal London Vancouver St. John, N.B.
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Send Your Order to Nearest Branch To-day.

"McClary" on goods is a quality name.

McClary's Ship Quick

Look For This



Trade  Mark

Then Buy The "White" Mop Wringer







WHITE MOP WRINGER CO.
FULTONVILLE, N.Y.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

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PEASE FURNACE



Economy Furnace---300---Series B.
Cased with Vertical Shaker.

Our Motto is not "How Cheap" but "How Good" can we make it.

The result of practising this motto is our unblemished reputation for the last 36 years of producing the **best furnace in every way**.

"Ask the man who has one."

Write for a copy of our new illustrated catalogue.

Let our Heating Engineering Department help you **Free of Cost** on any heating problem you may have to solve.

PEASE FOUNDRY COMPANY
LIMITED
Toronto :: Winnipeg
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PEASE-WALDON CO., Ltd., WINNIPEG
166



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.,

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England



All Bits May Look Alike to You

but there's as much difference between the FORD and ordinary bits as there is between Black and White.

It is unquestionably the finest Bit ever made. No other bit CAN bore as rapid, no other Bit DOES bore as smooth and no other bit has the "accurate to the fraction of an inch" clean cutting qualities the FORD possesses.

FORD BITS will bore straight through the hardest knots

without turning off the least. The FORD Patented Concave Twist is a marvel. As it works it throws all borings to the centre, thus insuring a free, easy action from the moment the screw point starts until it bores out.

Enthusiastic Ford Users have termed it "The Twist that saves the wrist" and once you try a Ford you'll agree that it does save many a twist, bores as easy again and leaves a smoother hole than any bit you ever used.

Progressive dealers everywhere sell this money saving, labor saving bit. Insist upon the FORD—each one fully guaranteed.

Write for our free descriptive Catalogue G—and descriptive circulars

FORD AUGER BIT CO.
HOLYOKE, MASS.

Sure ! It sells without trouble

McClary's

STYLE C

GAS RANGE

It's the Quality that does it

TWO SIZES:
16 inch Oven
18 " "

The Favorite Household Style Gas Range



Large Oven

Ample Broiler

Large Cooking Surface

The material, workmanship and finish of the C Range is in keeping with McClary's 1912 series high-grade ranges. These are the factors that make sales easy.

If you have not ordered, do so to-day.

ASK FOR SPECIAL COOK BOOK CATALOGUE.

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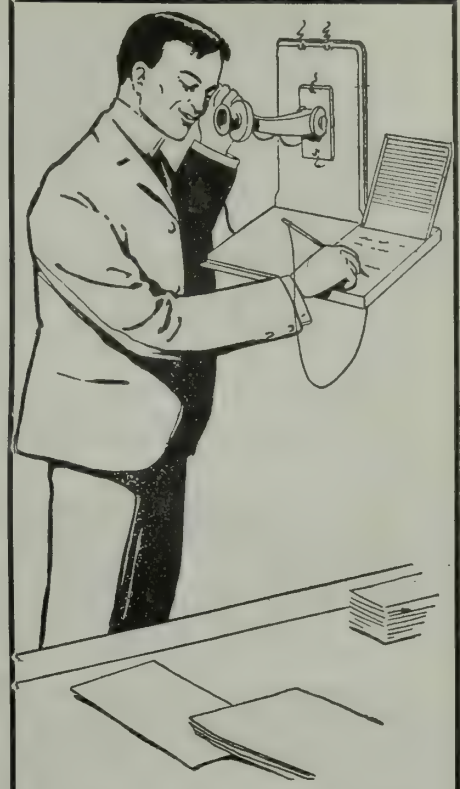
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is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
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Reliable QUALITY



THE ORDERS FOR ERMALINE Cooking Bags COME ROLLING IN ALL THE TIME

What share are you getting of this trade?

Have you yet investigated this new system of cooking?

Are you not willing to carry a line which is a sure money maker?

Write for Samples and Particulars to-day to

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NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

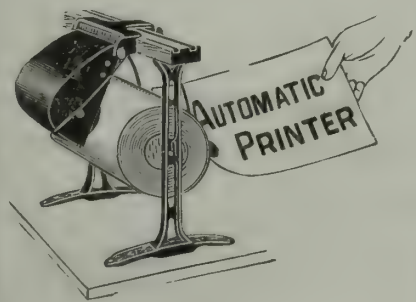
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ASHLAND, OHIO

PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS
guaranteed by our reputation for fair dealing.
The name means "QUALITY"
LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

ADVERTISE YOUR STORE

This attachment will print your ad. on the paper automatically, as you pull it from the roller.



Type Matter can be changed as often as desired.

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Utilities Limited
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HOCKEY STICK SPECIALISTS

1912 Pice List Just Issued

St. Mary's Wood Specialty Co., Ltd.

Branches :
WINNIPEG and MONTREAL



Just the Thing for Gift Hunters

These three pieces in a neat satin-lined box, are the very thing you should handle as they are certain to attract the attention of gift hunters.

This ware is heavily plated with pure silver. It is very artistic and durable and makes an excellent set for a child.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Ont.

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Simonds "Crescent Ground" Cross-Cut Saws



Dealers and Jobbers should place orders at once so that their stock may be complete to supply the great demand for Simonds Crescent Cross-Cut Saws, that begins about the middle of Summer. Write us about the quantity you can use. Give specifications and shipping date when delivery would be desired. If you take this matter up now, it will be the surest way of protecting your sale of Simonds Crescent Ground Cross-Cut Saws. FACTORY IN MONTREAL.

SIMONDS CANADA SAW CO., Limited. Montreal, P.Q., Vancouver, B.C., St. John, N.B.

Reap Good Profits

and retain your good reputation by selling rifles that create enthusiasm among old and young users through their accuracy, balance and dependability. When it comes to delivering the goods, the



This rifle is excellently finished—the working parts are made of the strongest and most durable metal, and can be easily kept in order.

HAMILTON 22 CALIBER RIFLES

have no equal, and they sell at a price that appeals to every buyer, assuring quick sales for the dealer. Write us for circulars and prices.

For Sale by All Jobbers

C. J. Hamilton & Son, Plymouth, Mich.

HERE IS A WELL ADVERTISED LINE

Send for our New Folders and Window display.

There is 50% profit on every package you sell. Goods guaranteed.



PRICES NET:

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10c. Packages, 6 doz. in case	.80
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THE "CONVERTIBLE" PATENT FANLIGHT OPENER

Simple

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Compact



1796 IRON

⅜ screw 4/-
½ " 6/6

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BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

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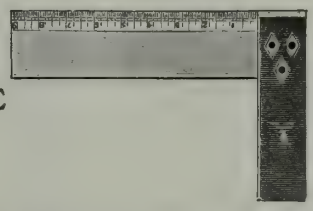
Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.

"KANGAROO" BRAND TOOLS

MADE  BY

ROBERT SORBY & SONS, LTD.

SHEFFIELD .:. ENGLAND

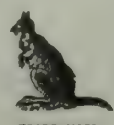
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The "KANGAROO" can be relied upon for satisfactory service. Every tool guaranteed.

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MONTREAL, QUE.



No. 400 RICHARDS-VICTOR

One of the popular ball bearing grindstones live dealers recommend to their trade.

The R-W line of grindstones offers the widest choice in design and price to suit your most exacting customers.

Shall we send Catalogs and Prices?

Richards-Wilcox

MANUFACTURING CO.
AURORA, ILL. U.S.A.

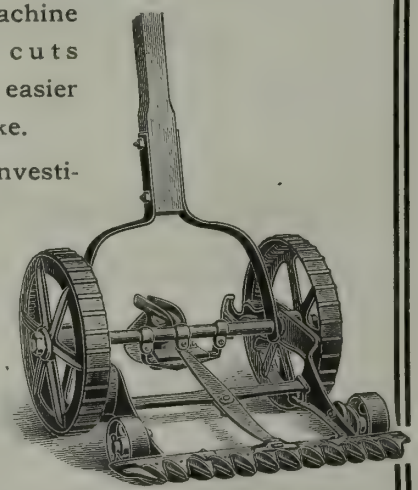
Door Hangers and Hardware Specialt es

Clipper Lawn Mower

Is Recognized As A Trade-Winner By All Dealers Who Sell It.

This is a lawn mower that gets away from the ordinary type of machine—a mower that cuts cleaner and works easier than any other make.

It will pay you to investigate this clipper as it has proved wonderfully effective as a money-maker wherever sold.



Write for testimonials and get the verdict of other dealers.

Clipper Lawn Mower Company

DIXON, ILLINOIS, U.S.A.

BUSHLIN PATENT Knocked Down Rakes

ALLOW GOOD PROFITS

Buy your hay rakes knocked down. It is the most economical way.

In this form they occupy much less room, enabling you to carry a fairly large stock, which would otherwise be impossible.

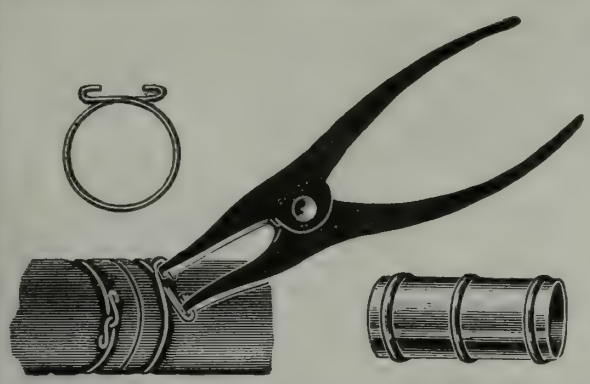
These rakes are easy to set up, and are sold under a written guarantee. Their finish and design are certain to attract farmers.

Made in both wood and wire bow.

Get our prices and particulars at once.

J. H. STILL MFG. CO., Ltd.

ST. THOMAS, ONT.



MONARCH HOSE MENDER

(HUDSON PATTERN)

Simplest and Best on the Market for Repairing Garden Hose.

Packed in paste-board boxes, each containing 1 pair pliers nicely japanned, 6 brass mending tubes, and 20 brass wire bands. 1 gross in a case. Weight per case, 100 pounds.

JOBBERS—Write for prices on this good seller. We will give exclusive selling rights to one jobber in each province.

Monarch Hardware Company

Buffalo, New York, U.S.A.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL



Salem Kingston Morrow Turenne Irwin Avon Stratton

"New Designs"

Peterborough Lock Mfg. Co., Ltd.

PETERBOROUGH ONTARIO CANADA

"New Designs"

See Our 1911 Supplement

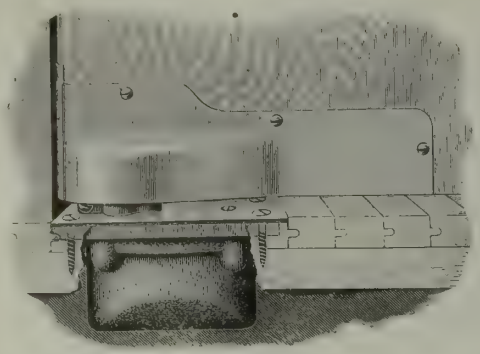
THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

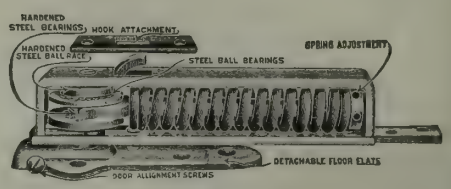
COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.



Standard DOUBLE ACTING SPRING FLOOR HINGES

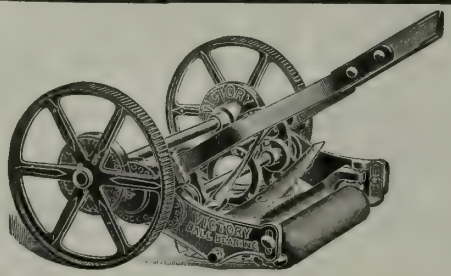
It is a door check and hinge combined.
It automatically closes the door without a slam.
It prevents children from being knocked down.
It prevents injury to hands if caught when door is closing.
It stops door exactly at center.
It holds door open automatically when desired.
It renders the action of door absolutely noiseless.
It will outwear three of the spring hinges now in common use.



REGULAR KIND

Patented—Canada, February 20, 1912.
" —United States, October 31, 1911.

THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

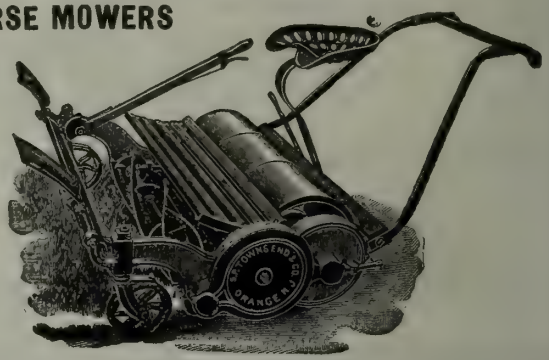


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

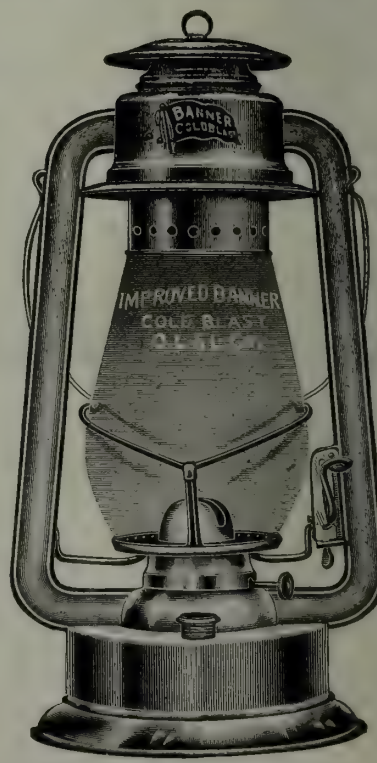
S. P. Townsend & Co.

ORANGE, N. J.

Satisfied Customers - - Successful Store!

Your customers expect a lantern that gives a bright light, needs little care, has plenty of oil capacity, windproof and without mechanical defect.

You look for these points and a good profit.



BANNER COLD BLAST LANTERNS

meet all these conditions.

THEY COST NO MORE THAN INFERIOR LANTERNS

ASK YOUR JOBBER

ONTARIO LANTERN & LAMP CO., Limited

Head Office, Factory } HAMILTON

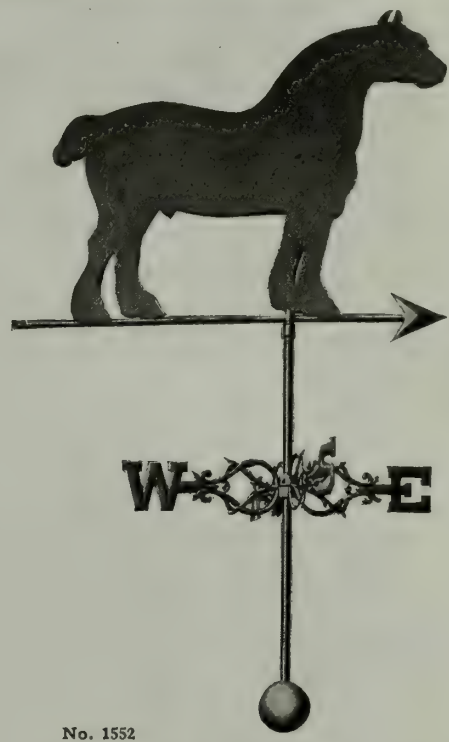
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MONTREAL, 30 St. Dizier St.
WINNIPEG, 56 Albert St.



Money in Metallic?

Look at these figures on

Weather-Vanes



No. 1552

COST TO YOU, $12.00
RETAIL FOR $15.00.

(These are Eastern prices—Address Winnipeg Office for Western Canada figures)

$3.00 PROFIT OR 25%.

No carrying in stock—Quick, clean turnover.

Send us a card for a supply of attractively printed circulars on this line, for leaving on your counters.

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

C 89

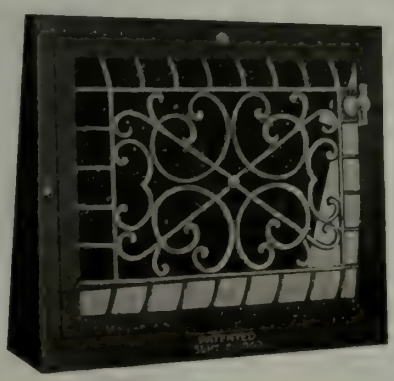


OUR eavetroughs and conductor pipe are absolutely uniform in make and easy to fit.

Corrugated iron skylights, elbows, ridge roll, valleys and ventilators.

WHEELER & BAIN, The Quick Shippers **TORONTO**





"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

H. BOKER & CO.'S "Tree Brand" Pocket Cutlery

Practically every buyer of cutlery wants the best for his money, appreciating the fact that there's little economy and satisfaction in the purchase of inferior quality goods of this class.



The Finest Steel is Used in Every Piece

Forging and tempering are expert, and the keen edges hold sharp for the maximum length oi time. Your stock of Pocket Knives, Scissors, Razors, Shears, etc., will give greatest satisfaction if it is the "Tree" Brand. They take a keen edge and they keep a keen edge. "Tree" Brand Cutlery will withstand every test to which it can be readily put. **Designed right, made right, finished right.**

For Sale by all Leading Wholesale Hardware Houses

Now is the time to Push Churns

and the Churn to Push is the **LEADER**

Made in 2 styles, 6 sizes.



Style F.

It's a name familiar to the Butter Makers of both hemispheres.

Why?

Because they combine every Requisite of a Rapid and Perfect Butter Maker and are a combination of Simple Construction, Massive Strength and Easy Manipulation.

Barrels made of seasoned Oak. Run on steel ball bearings, are easily drained and conveniently detachable for cleaning.

All Steel Frames

Combination Hand and Foot Drive. Fitted to Run by Power if Required.



Style E.

Made by

Cummer-Dowswell, Limited

HAMILTON, CANADA

Agents:
W. L. Haldimand & Son, Montreal
H. F. Moulden & Son, Winnipeg

Corrugated Iron Prevented Spread of Terrible Fire

The thousands who watched the terrible fire in Toronto a few days ago, when thousands of dollars' worth of property was destroyed, had a chance to see what corrugated iron would do to prevent the spread of flames.

In The News" the next day it was reported that the firemen could not reach the flames on account of the iron coverings of the buildings, but as an official put it afterwards: "I tell you if it hadn't been for the iron coverings on those buildings this entire neighborhood would have been destroyed. Some of those buildings were huge furnaces and the last thing to fall was the metal sides."

And that is only one instance of the protection afforded by Corrugated Iron.

How about your buildings? Supposing some building near yours should burn, and the burning pieces fell on your factory, how many chances have you of saving it?

Use corrugated iron for your covering. Let us tell you about ACORN QUALITY CORRUGATED IRON—the iron with the trade mark—the kind that lasts practically forever.

If you intend building, write to us to-day for our prices.

MENTION HARDWARE AND METAL

THE METAL SHINGLE & SIDING Co. LTD

PRESTON ONT. MONTREAL QUE.



GOODS THAT LAST

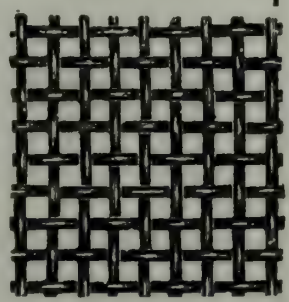
WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

Perforated Sheet Metals

General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.



Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

Canada Wire and Iron Goods Company

HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

"ATLAS" BRAND

EMERY CLOTH, Blue Twilled.

SAND PAPER, Very Flexible.

GLASS PAPER, High Cutting Surface.

GARNET PAPER, in Rolls and Reams. (Strong Manilla Back),

"ATLAS" EMERY, in Packages and Casks.

USED BY ALL THE LEADING

GOVERNMENTS

BRITISH, COLONIAL AND FOREIGN.

AND "THEY KNOW."

LONDON EMERY WORKS CO.

London, Eng.

Canadian Representative:

W. FRANK MURPHY

55 St. Francois Xavier St.

MONTREAL, QUE.

MORRISON'S ENGINEERS' SUPPLIES

(ABSOLUTELY GUARANTEED)



STEAM COCKS



GLOBE VALVES



LEVER THROTTLE VALVES



SWING CHECK VALVES

The Hardwareman is judged by the variety and quality of the Engineers' goods he supplies.

Do not risk your reputation by selling inefficient articles, when Morrison's guaranteed goods are procurable at a reasonable price.

Consult us at once and get full particulars. Catalogue to the trade.



HEINTZ STEAM TRAPS

The James Morrison Brass Mfg. Co., Ltd.

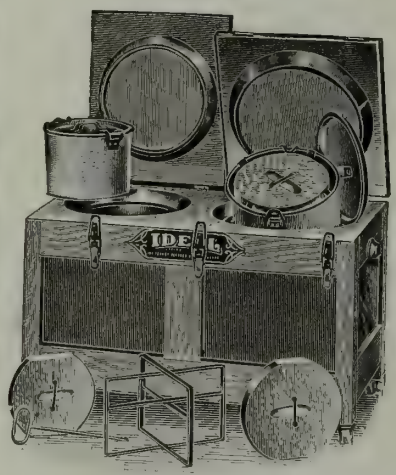
93-97 Adelaide Street West, - - TORONTO



STEAM EJECTORS

The Cooker that Takes and Holds the Leadership

"IDEAL" FIRELESS COOK STOVES



have the merit that makes them the choice of every buyer—man or woman. Superiority of construction appeals to the mechanical mind—handsome appearance appeals to the artistic mind—the ability of the Cooker to *imprison the heat* and establish a positive cooking unit appeals to the scientific mind—their better cooking, and money saving, time and labor saving qualities appeal to all. You can prove the superiority of the "IDEAL" from any angle of argument.



Triplicate Pails of Pure Aluminum — Seamless —Self-Locking Covers.

Another "Ideal" triumph. It's what the people have hoped for—a three-set aluminum utensil that would permit cooking several things at one time in one compartment over *one* radiator of a fireless cooker —any kind. Also splendid over one burner of oil or gas stove. Each pail has capacity for two quarts. Three together, 9½ inches in diameter.

Lined with Pure Aluminum

There is nothing about an "IDEAL" to "handle with care" —the lining being *Pure Aluminum* the cooking compartment will not crack, chip, flake or peel. Will not rust, corrode, pinhole.

The "Water Seal" Top

Our invention—is the final perfection of Fireless Cooker construction. It *prevents* the heat escaping, therefore the "IDEAL" cooks better, faster and keeps the food hot longer. It ROASTS—BAKES—STEAMS—STEWS—BOILS better than a stove—better than any other cooking device.

Dealers write for catalog, wholesale prices, etc.

THE

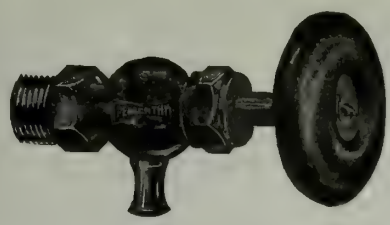
Toledo Cooker Co.

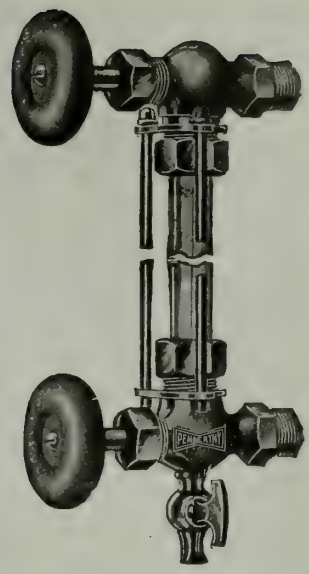
Sole Manufacturers of
"IDEAL" Fireless
and Steam Cookers

1608 WEST BANCROFT ST.
TOLEDO, OHIO



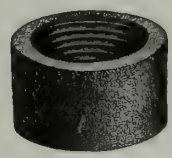






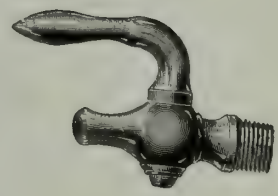








HIGHEST QUALITY
Steamfitters' Supplies
Valves and Fittings



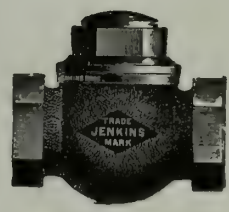
Steam Whistles
Oil Cups Gauge Glasses





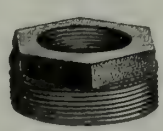




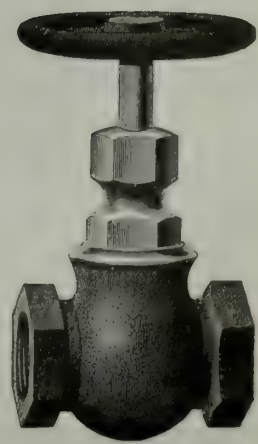












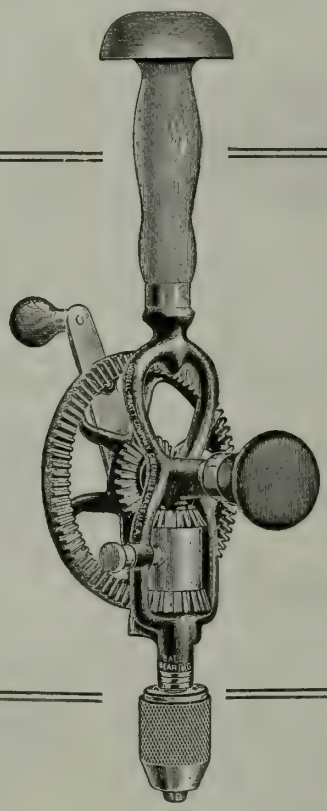
Caverhill, Learmont & Co.

WHOLESALE DISTRIBUTORS

MONTREAL and WINNIPEG

The Cost of Quality

in the first cost of a tool is so small in comparison to the extra value received that no mechanic can afford to buy any but the best.



Goodell-Pratt's

HAND DRILLS

represent the highest quality in the tools of their class.

Discriminating mechanics prefer them for their practical design and durability.

Every drill is thoroughly well made by skillful workmen and different parts are carefully fitted to each other as in a machine.

Are YOU selling them to YOUR customers?

Goodell-Pratt Company

Toolsmiths

GREENFIELD - MASS., U.S.A.



National Steel Rim Locks

ASSURE GREATEST SECURITY and DURABILITY

The locking mechanism is very simple and cannot get out of order.

They are very popular with builders who demand the best locks.



Give the "National" Lock a trial and watch your lock trade increase.

Write at once for particulars.

NATIONAL HARDWARE CO., Limited

ORILLIA, ONT. CANADA

Is This Worth Selling?



Our Up-to-date RESTAURANT URNS

are so simple, so attractive and so convenient that they sell rapidly at all times.

Many live dealers are selling them and netting big profits. Why don't you? The highest class restaurants and hotels buy them on sight, and are always satisfied.

We guarantee our urns to give the best of service and command the best trade.

Try them once and you will come again.

Write To-day

THE BUFFALO MFG. CO., Buffalo, N.Y.

Canadian Representative
H. F. McIntosh & Co.
28 Toronto St., Toronto

CANADA

"QUEEN'S HEAD"

Galvanized Iron

Its popularity never diminishes.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

INGOT METALS

Aluminum **Antimony**

Copper **Spelter**

Lead **Tin**

For Lowest Prices and Prompt Deliveries

Enquire from "The House for Metals."

A. C. LESLIE & CO., Limited

MONTREAL



ROGERS' PORTLAND CEMENT

PROFITS
Will Appeal to YOU

If you have not considered the cement problem you should do so at once as Rogers' Portland Cement allows you a profit worth while.

A little advertising in your vicinity will draw the builders' trade your way.

The Great Strength, Wonderful Stability and Uniform Set of this product are known everywhere.

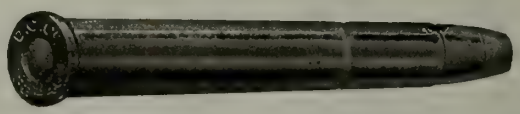
QUICK DELIVERY *PRICES RIGHT*

ALFRED ROGERS LIMITED

28 West King Street, TORONTO

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG

SWIFT **DOMINION** **SURE**





If you want to shoot to kill

Use Dominion Cartridges

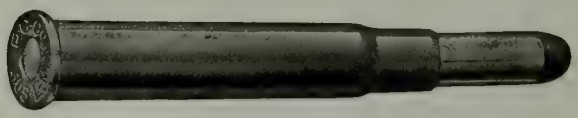
Bigger Bags  **Better Results**



DOMINION

DOMINION

You Save Money on Canadian Made Cartridges



RIGHT **DOMINION** **RELIABLE**

SWEEPING WITHOUT DUST

This can best be accomplished by the use of

SAPHO ANTI-DUST

The only sweeping powder that disinfects.

KEEPS DOWN THE DUST
SAVES HALF THE WORK
KILLS MOTHS AND MICROBES
IMPROVES THE APPEARANCE OF THE CARPETS

A MONEY-MAKER FOR THE DEALER

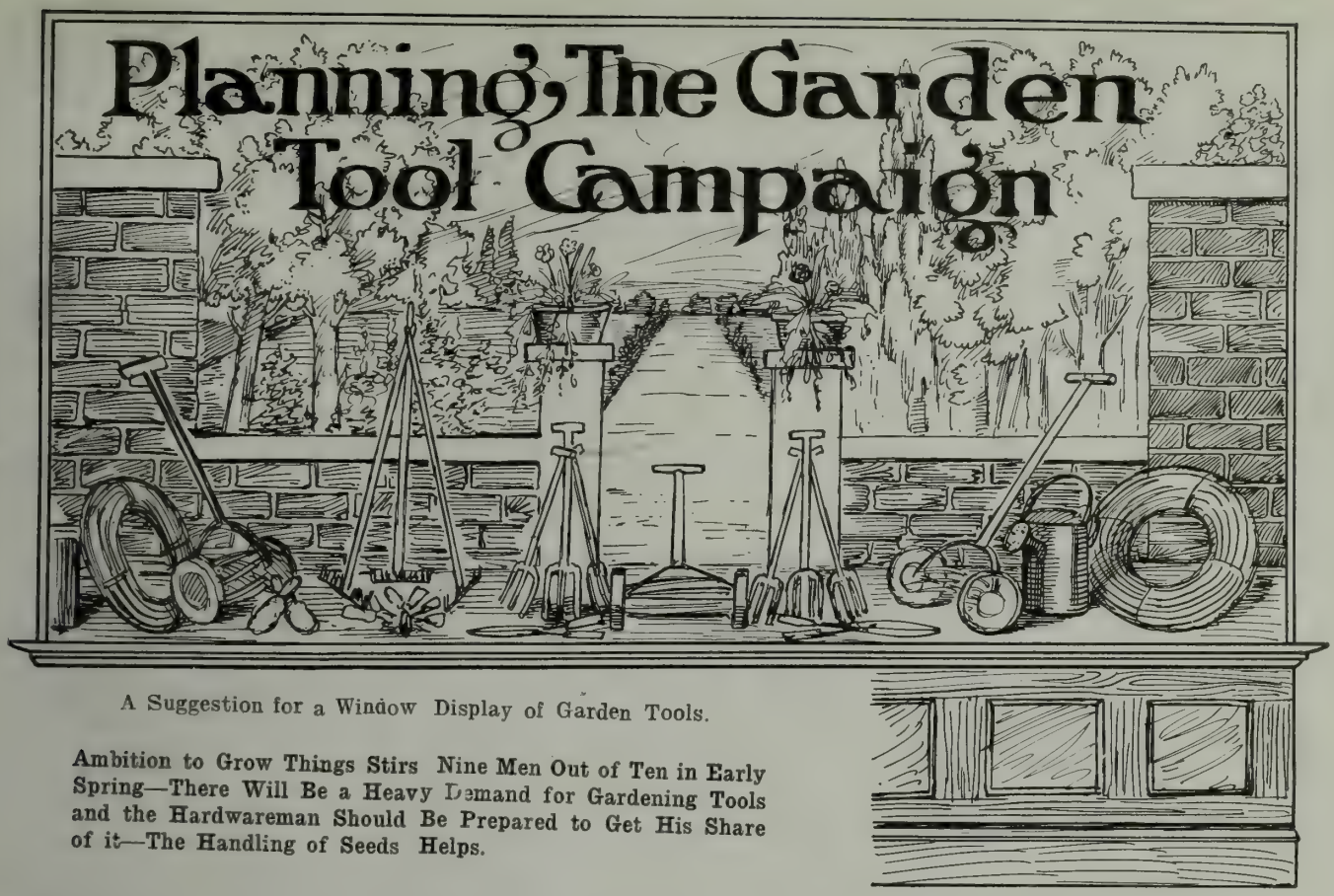
Send us a postcard to-day and we will send you full particulars of our selling scheme. A large number of dealers are handling this line and making large profits. You can do the same.

SAPHO MFG. CO.,

586-588 Sanguinet St., Montreal

Toronto **Winnipeg**

Planning The Garden Tool Campaign



A Suggestion for a Window Display of Garden Tools.

Ambition to Grow Things Stirs Nine Men Out of Ten in Early Spring—There Will Be a Heavy Demand for Gardening Tools and the Hardwareman Should Be Prepared to Get His Share of it—The Handling of Seeds Helps.

It may be an inherent desire for fresh air and exercise; it may be a mild form of atavism which brings about a "throw back" to the primeval instinct for tilling the soil. Whatever the reason may be, the fact remains that nine men out of ten have an unappeasable desire to keep a garden. The mechanic who works hard all day seems to find relief in handling a spade and hoe at night. The jaded business man forgets his troubles in an absorbing devotion of his spring and summer evenings to the frequently impossible task of raising flowers and vegetables from a four by ten plot of arid city soil. The ambition to grow things is not limited to any class, nationality or section.

Perhaps, no pursuit is more generally indulged in or more persistently pursued. The amateur gardener has an unquenchable ambition, and he can't be discouraged. Year after year he struggles with the problem of raising radishes and beets from soil composed of three parts ashes and one part gravel. The meagre results do not discourage him.

An enthusiast seldom counts the cost. The writer has known men who were stingy and grasping to the last degree in everything else, spend $20 or thereabouts on tools, seeds, manure and other garden necessities; and they haven't been discouraged when the sole result of that expenditure has been a row of withered lettuce, half a dozen stunted carrots and a handful of fireproof beets.

The object of this rather lengthly preamble is to establish the fact—which probably does not need to be established, after all—that the spring brings a heavy demand for everything pertaining to garden culture, and that it is clearly "up to" the hardware dealer to make the most of this profitable trade. Before proceeding to elaborate that point, another digression will be necessary.

An impression exists among certain dealers—it is pretty general, in fact—that regular lines sell themselves and that it is only necessary to feature the specialties, the new goods and the highest priced articles. Here is how one hardware man expressed it recently:—

"There is always a demand for straight hardware, you see. I know that people need nails, hammers, shovels, pots and pans. They know where to come when they need them. Consequently I take business in staple lines as it comes and devote all my time to looking after the side lines, which need all the attention I can give them."

Another dealer makes the remark:—"I never put the kind of goods in the store window that everyone knows can be bought here. I use the goods which people will not be so sure of. Besides, you can't make an attractive display of plain hardware goods."

Both men are sadly mistaken. The demand for ordinary hardware lines is not of such a fixed quantity that it cannot be increased by live methods or lessened by the neglect of the dealer. Hardware is the same as everything else in this respect. Demand is stimulated or checked according to the methods adopted by the dealer in placing his goods before the public. The hardwareman who simply keeps staple lines in stock and makes no attempt at advertisement or display, gets only the demand which arises from sheer necessity; in other words the minimum.

It is quite as erroneous to suppose that staple hardware lines cannot be used for display purposes as well as specialties and household goods. Arrange a display of tools, of builders' hardware, of farm supplies, and watch the interest it will create among the "men folk." A practical window will prove just about as effective in point of sales as an artistically arranged display of more catchy goods.

Which brings us back to the question of garden tools. The hardwareman should not take it for granted that there will be a certain demand for tools, and wait for the customers to come in. He should proceed to push that line and kindred lines for all they are worth. He can increase his sales in direct proportion to the effort that he puts forth.

Don't Forget to Advertise.

In the first place, he should advertise. It never pays to underestimate the value of suggestion. Mr. Suburban

Resident is suffering from the restlessness which spring engenders. It is too nice to stay in the house in the evenings, but too chilly to sit out. He has no place particular to go. How is he going to occupy his evenings? If suggestion, in the shape of an advertisement in his evening newspaper, calls his attention to the superior quality and cheapness of garden tools at Jones' hardware store, he gets the gardening fever again. Witness Mr. S. R. making his way to Jones' hardware store for the necessary tools, feeling quite cheerful because he has found some way to allay his restless desire for something to do.

Advertising is not a more necessary feature of the campaign than suitable display in the store and in the store windows. The power of suggestion is forcibly exerted by a good window trim. An illustration is herewith presented of a display of garden tools shown in the window of a hardware store for the space of one week with strikingly good results. It will be noted that no device was used other than to merely place a good assortment of various sizes in the window. It was a display with a purely practical appeal and as such brought ample returns.

It is desired, however, to make a display with scenic qualities, designed to attract attention, it is not hard to strike an idea which would be in keeping with the nature of the goods.

The window display suggested in the accompanying drawing may appear at first glance to be rather more elaborate than the average window dresser cares to attempt. In reality, it can be arranged with little expense and not a great deal of trouble. The posts on each side of the gateway are the only solid parts of the background. The rest is made of muslin, or some similar material, stretched over a framework and kalsomined to represent bricks, a reddish yellow striped with white being the best color combination. The scenery can also be done with kalsomine but, if the window dresser does not feel that his artistic capabilities are equal to it, this part can be dispensed with entirely.

The placing of flower pots on the top of each of the posts lends a realistic and at the same time softening effect. The sketch as shown provides for a window about 20 feet wide, but the arrangement could be altered to suit any width.

Who will deny that there are possibilities for striking window displays in garden tools?

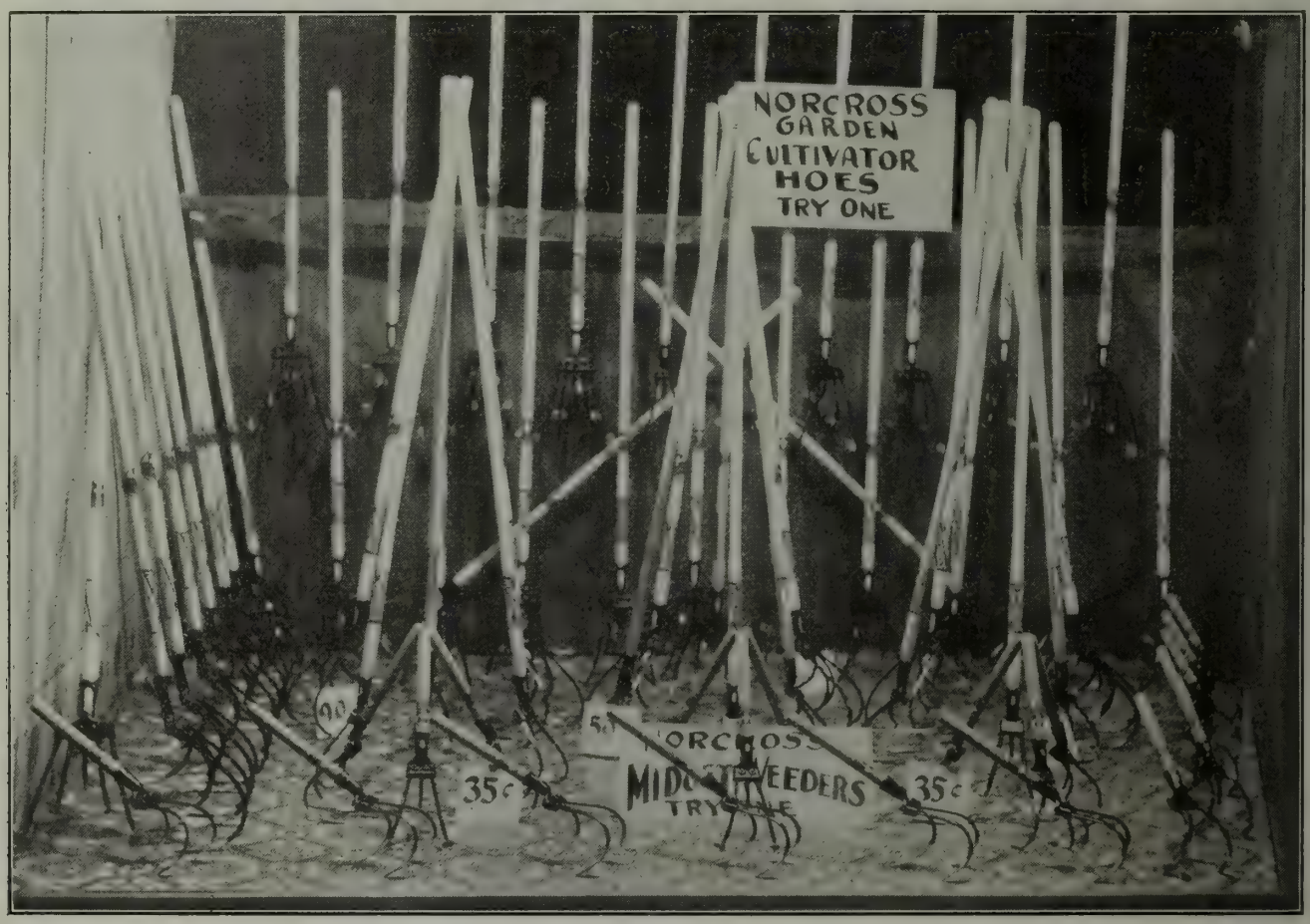
Offer Complete Equipment.

Some dealers get first-class results by offering complete equipments of garden tools. They get together a collection of articles which are needed in gardening, ranging from a wheelbarrow to a trowel, and offer the assortment at a certain figure. They make a reduction in the price on account of the large number of articles included, and as an inducement for customers to purchase a complete outfit.

It pays to have a proposition of this kind to offer. A customer enters to buy some one article and the dealer finds out that he lacks one or two other necessary tools. "You will need a trowel and a rake," the dealer states. "By the way, I am offering a complete equipment here at a figure which certainly makes it worth your while to lay in the lot. It's a bargain and it will make your gardening work doubly easy. A man can't do really good work without the tools, you know."

It makes a splendid talking point, and has been known to bring large sales during the spring season.

Another important consideration is the handling of seeds. The amateur gardener may be willing to worry along with a broken-backed spade and a superannuated rake but there is one commodity he must purchase, and that is seeds. If he goes to a feed store for his supply, the necessity of buying new



A Window Display With a Practical Appeal—This Window Brought Splendid Results.

tools will never be presented to him. If, on the other hand, he buys the seeds at a hardware store, the clerk can soon get out of him the fact that he needs new tools and the chances are that he will make a purchase or two. This is a strong reason why hardwaremen should handle seeds. The trade leads to other business.

The case is recalled of a hardware dealer, who conducted a most energetic seed campaign one spring. He put seeds in the window, used all his advertising space to talk seeds, offering price inducements which brought every farmer and city householder to the store. He sold a tremendous amount, and lost money on it.

But he had a record sale of implements and tools, and the profit made in these lines more than compensated him for what he had lost on the seeds. The seed sale, in fact, was more or less of a "blind" to bring people to the store and pave the way to a profitable trade in tools and other supplies. It paid the dealer, and he has repeated the idea every spring since.

It would not do to dismiss the subject without a word as to the farm trade.

The farmer needs a great variety of tools in the spring, and it pays the hardware dealer to keep in touch with him through the weekly newspapers and by special efforts to capture the market day trade.



By "Mack."

Something upon which I pondered this week after reading a volume written by a well-known authority on business and social success, was the importance of his chapter relating to fear.

Almost any of us may be qualified by experience to claim a somewhat intimate acquaintance with this emotion in some form. I shall assert that possibly no more acute manifestation of fear shows itself in our daily round of living that in the misgivings entailed in our efforts to attain success.

People who are familiar with the shifting conditions of a modern business know how quickly unforeseen reverses may occur.

A sudden depression in the market price of some staple may find us with extra stock unsold, and the germ of fear of loss dominates the mind.

Generally speaking, when we anticipate losing anything a pessimistic condition is set up that is difficult to overcome. Failure and loss are almost certain unless we succeed in re-establishing hope.

I could enumerate a long list of business worries or fears but only one probable assumes the chief place in the catagory. It is foredooming oneself to failure if persisted in fostering while engaged in business.

The retail hardware man who feels a lack of confidence either in his goods or capacity to exchange his wares for money has, in my view, fused all his fears into the one most insidious form of apprehension.

The fears that sales are going to be lost.

This feeling progresses until it is extended in such a manner that the clerk's efforts to sell their customers fall under its influence, and much wasted energy results.

Many times these fears may be shown to be only imaginary. Goods fluctuate in value and rise again to our ultimate profit; therefore, we had no cause to believe in the ogre of ruin being at the store door.

Also it can be shown that your goods and prices are fair and really the equal of any competitor.

The remedy lies in readjusting our own mental balance and resting our faith on our own ability.

We hear quite frequently of slaves to business and not often enough of the masters of it.

Be a Master.

Advances Made in Glass Prices

The Margin of Profit Has Been Small for Some Time Past, and the Increased Cost of Glass, Due to English Coal Strike, Made Upward Revision of Prices Necessary.

Montreal, Que.—Glass has taken a bound upward in the last week. That there would be an advance has been predicted for some time, but it was not known that the rise would be one of from 10 to 15 per cent. However, there is a cause for this—and that cause is not greed. At least it is not greed on the part of the handlers.

This advance may apparently be attributed to two things. One, the low price at which glass has been selling for some time now. The other, the English coal strike.

From what can be learned, it is evident that glass has been handled of late at a very narrow margin of profit. So, when the English coal strike began to cause trouble, it at once became apparent that there would have to be an upward revision of prices. It could not be otherwise. The handlers had to pay for their glass, and they had to commence selling this glass very shortly, since the interference with shipping caused by the strike has greatly reduced the stocks.

Since they were selling glass which was costing more, the handlers had to charge more for it. Had their previous profit been large this would not have been immediately necessary, but when business was previously carried on upon a narrow margin of profit there was no alternative.

At a meeting held last week, therefore, it was determined to strike a higher rate on all classes of glass. That this rate will remain in force for some time is generally believed. "There may be a drop in four or five months," remarked one handler. "It is doubtful if this will come, though, and it is certain the drop will not be large, for the business carried on upon the old lines was unprofitable."

The new rates struck are as follows:

Star.

Break	Price
1	$3.05
2	3.25
3	3.65
4	3.90
5	4.15
6	4.65
7	5.10

Double Diamond.

Break	Price
1	$4.40
2	4.75
3	5.55
4	6.00
5	6.50
6	7.00
7	7.85
8	9.10
9	9.90
10	11.00

These prices refer to Montreal and district. The Toronto price list is the same as formerly, but the discounts are 25 and 30 per cent. for proved specifications.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

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SUBSCRIPTION

Canada, $2; United States, $2.50; Great Britain and Colonies, 8s 6d; elsewhere 12s.

PUBLISHED EVERY SATURDAY.

A REVIEW OF BUSINESS PROSPECTTS.

The general outlook at the present time in Canada is very bright. Business in all lines and in all sections is good. In fact, there is every promise that in some branches of industry, the year 1912 will be a record one. This is true of hardware and kindred lines. From present indications more hardware will be sold than in any previous year.

A feeling of complete confidence is manifested among manufacturers, wholesalers and retailers alike. They can see sure evidences of prosperity, coupled with growing demands, and are planning to meet the resultant increase in trade. Nineteen twelve should prove a splendid year for the hardwareman.

The prosperity of the country as a whole depends in no small degree on conditions in the west. While opinions differ to some extent, there is every reason to believe that the western provinces are striking a record gait. A contemporary makes the significant statement that, "there has been considerable activity in placing fall business for some weeks, and if seeding will be completed without any serious mishap there is no doubt that the demand for merchandise for the next season will be by far the largest in the history of the country. Each week sees the volume of building operations in the west loom larger."

Another satisfactory feature, bearing on the prospects for a busy year, is the fact that collections have improved. Money is easier and in freer circulation, thus pointing not only to brisk business conditions, but to the existence of a pretty general feeling of confidence.

MAKING THE STORE ATTRACTIVE.

No one likes to think of winter more than is necessary at this season when the trees are commencing to show some signs of renewed life. Thoughts are all of the summer, yet memories of the cold weather may give the progressive merchant some ideas which will enable him to make his store attractive during the hot months.

In winter every dealer saw to it that his store was well heated. Some had steam heating plants. Some secured warmth by hot air furnaces. Some used big heaters placed on the floor of the store. But though the method differed, the result secured was always the same. The store was kept warm and pleasant.

In the months to come the opposite result is to be striven after. The thing is to keep the store cool, so that passers-by will be attracted and will want to drop in. Some dealers—a large number—have secured this result by means of electric fans placed at various points in the store. It keeps the store cool, thus encouraging people to enter; it also lets those who do enter see the fans in action. "Delightfully cool in here," a woman will remark. "Those fans do give a refreshing breeze." She will compare her own hot kitchen with that store, and the comparison will probably result in this question: "How much does such a fan as you have there, cost?"

It is a great thing to make a store attractive. One dealer, in the north, went so far last summer as to have a large pitcher of lemonade standing on his counter, that all might quench their thirst. He, in this way, helped make his store popular, and the summer visitors went there whenever they wanted any fishing tackle, or any of the articles which are continually in demand about a camp. A man who by making his store attractive, can also make it suggest purchases, is achieving a great end. He is doing that exceedingly difficult thing, killing two birds with the one stone.

THE CO-OPERATION OF THE MANUFACTURER.

This is the day of co-operation. We have come to realize that it pays to work in concert with others. We can accomplish a great deal when we avail ourselves of the assistance of others when alone the task would prove impossible. In the field of commerce it does not pay to plow a lone furrow.

In the hardware business, there must be co-operation between the manufacturer, the wholesaler and the retailer, if the best results are desired. If the manufacturer neglects to do his part, the sales of the retailer will suffer. If the dealer fails to live up to his responsibilities, the manufacturer finds that his output is restricted.

The duty of he manufacturer does not stop when he has sold a bill of goods to the dealer. It devolves upon him to give the dealer all information needed to handle those goods to the best advantage, and further, to give assistance in selling the goods by creating a demand for them.

The duty of the retailer is to avail himself of the help of the manufacturer in every possible way. He should endeavor to learn all that he can about the goods that he handles. He should watch the advertising of the manufacturer, and take advantage of it to push sales in his territory of articles which are being familiarized to the public.

Working together the retailer and the manufacturer can accomplish a great deal. The failure of the one to live up to his responsibilities, can sometimes almost minimize the efforts of the other.

It is a fact that many dealers do not endeavor to take advantage of the assistance proffered by the manufacturer. By their neglect, they are missing splendid opportunities for increasing their trade.

EFFICIENCY IN SELLING.

"Any fool can take a horse to water," it is said, "but it takes a wise man to make it drink." The saying is correct, except in one particular, that is the reference to the fool. Any fool cannot take a horse to water. It takes a man with considerable common sense and tact to do even that with some horses.

Certainly it takes a wise man to attract customers into a store, and it takes a still wiser man to make them buy. A salesman has need of the very highest qualities of tact and persuasion. A good salesman must know two things well—the article he is trying to sell and the person he is trying to sell it to. Often there is to be seen the sad, sad spectacle of a clerk trying to sell a round plug for a square hole. So much waste energy that. Just waste energy.

Conservation is the cry of the age, and there is as much need to conserve energy as anything else. Conserve it and apply it properly. It is useless to attempt to sell a ten dollar tool to a two dollar mechanic. There is no wisdom in offering a laboring man a fifty dollar gas range. "Talk quality" is a fine maxim, but every maxim has to be tempered with common sense.

Efficiency is wanted, and efficiency is that which enables a purpose to be accomplished. If the purpose is to make a sale the salesman will do well to remember that the first necessity is to size up the wants and the means of his customer; then he may present in his most attractive way the goods which will appeal to that man.

THE RESTRICTIONS OF CREDITS.

The foundation for many big credit accounts is laid in the spring. The farmer has not a great deal of ready cash after the winter's inactivity, and is not always in a position to pay for what he requires. And his requirements in the spring are heavy. The result is that, starting about the present time, accounts are begun with the hardwaremen, on which settlement is problematical before the crops are threshed.

A word of warning may not be amiss. Although the agricultural customer can be relied upon to pay up in time, he can often be pretty slow, and the hardwareman may be seriously hampered if the amount of money outstanding is allowed to reach unduly large proportions. Customers who are slow, but are certain to pay in time, can often wreck a business. It is well, therefore, to exercise considerable caution in the matter of credit extension. Dealers should see to it that the amount of money outstanding is not allowed to exceed a safe margin (if such a thing exists), and, to insure this, they should carefully supervise personal accounts, making sure that no customer is allowed to get too deeply into the debt of the firm.

POINTED EDITORIALS.

Goods, like talents, should never be hidden under a bushel.

* * *

The automobile is rapidly coming into favor for retail delivery.

* * *

The price of glass has gone up. The advance is fully warranted in view of trade conditions.

* * *

Wallpaper is finding ready sales at present. It is a good time to bring this line well forward.

* * *

"Make your store attractive" is perhaps the very best advice which could be given the hardwareman at this juncture.

The paint trade is one exception to prove the rule that everything comes to him who waits. The dealer who waits is liable to be kept waiting a long time.

* * *

This is a good time to bring lawn mowers and garden tools into the window. Those who have lawns and gardens are thinking of them now.

* * *

Kitchen ware displays, wherever made, are attracting attention. The spring fever seems to be contemporaneous with a demand for these lines.

* * *

The June bride will soon be here. It is time that dealers should bring forward a variety of goods which will make suitable presents for her.

* * *

Efficiency is required in salesmanship as in everything else. Energy, tact and perception are the three qualities which go to make up efficiency in this respect.

* * *

It has been co-operation between all classes of business men which has made possible the wonderful commercial and industrial development of late years.

* * *

Wholesale houses are experiencing some difficulty in getting men at all skilled in hardware. At present there appear to be more positions than there are competent men to fill them.

* * *

The rapid development of the country is indicated in no surer way than by the increased consumption of metals. So heavy has the demand become that shortages of a more or less serious nature have developed in a number of lines recently.

* * *

Some fetching samples of hardware millinery were shown in the window of the Abercrombie Hardware Co., Vancouver. The hats designed are quite as attractive as some we have seen in millinery stores, and they would certainly have the wearing qualities.

* * *

May first is the recognized moving day in most cities, and stove dealers are urging their patrons to make their purchases early, so that they may be sure of securing their range without any delay. Such advertising hits every one who is contemplating a move.

* * *

"Mack," our retired hardwareman, whose reflections are perused each week by Hardware and Metal readers, hints that there is something in the old age theory of Osler after all. We don't agree with Mack. Some of the most aggressive and up-to-date hardwaremen we have ever met will never see sixty again. We have in mind one dealer who thinks of a new idea every day in the year and he is getting close to three score years and ten.

* * *

The Titanic, the most gigantic and powerful machine that man had ever turned out, collided with one of the thousands of icebergs which drift down from the north each season, and the wreck of the man-made monster resulted. What a striking manifestation of the wonderful powers of nature!

Be Prepared for Wedding Present Trade

The Hardware Store of To-day Can Really Offer a Better Selection of Suitable Articles than any other Establishment—There can be Purchased the Useful Gifts, and How They Are Appreciated—There can be Bought the Casseroles, the Cut Glass, and the Solid Brass Goods which Are Ornaments, Not for the Day, but for Many Years.

Soon the small town papers will be bringing out that old headline, "Marriage Bells." The "June Weddings" line will also be popular, for the season of marriages is approaching. Even before June there will be a number of weddings, but with that month will commence the annual matrimonial boom, which will mean the buying of many wedding presents and the making of much money by those who display the class of goods suitable for gifts.

There was a time, oh a number of years ago, when hardware stores pursued the even tenor of their way, irrespective of such events as weddings. What had they to do with affairs of this kind They were to supply the stern realities of life—the articles needed for building or for repairing. They met the every day needs of the men, but nothing had they which appealed to woman in her softer moments. They had pots and pans, but none of those finer goods—the dishes which placed upon the dining room table add to, rather than detract from the daintiness of its appearance.

Great Change of Late.

But now there has come a change—the only lamentable thing is that it is not yet a complete change. There are yet dealers who do not carry the many lines which are in demand at the Christmas season and at this approaching time of weddings. Some do not carry them of a purpose. They prefer to specialize on other lines. But still other dealers neglect these specialties because they have not seriously considered them as money makers. They have time and space to give to such goods, but they have never seriously thought of adding them to their stock. Still others there are who have contented themselves with one or two specialties. It would seem they might well broaden out, for others have made money from carrying a wide selection, and there seems no reason to suppose that they might not do the same.

Demand for the Practical.

The hardware store offers exceedingly practical presents. There is a tendency, of late, to favor such. Young people standing on the verge of matrimony, contemplating the high cost of living and the low cost of giving, feel like sending to their friends a warning. "Kindly omit jewelry and all trinkets, pretty but of no practical use." There is a house or an apartment to be furnished, and there is no denying that wedding presents may help a lot with the furnishing.

But sad as it may seem, the prospective bride and groom can not suggest what is to be given them; but they can hope that the store keepers bring forward the variety of articles which will appeal to them.

There is the carpet sweeper, a present well worth while. It is going to be needed in every home, and while it may not look terribly imposing among the other gifts, it will show that the giver wanted to make a present which would fill a real want. A carpet sweeper will undoubtedly be appreciated, and is a line which might well be brought forward at this season.

Bringing Goods Forward.

But for those who regard carpet sweepers as too prosaic gifts, there are a wide line of other articles from which presents may be selected. To begin with, there is cut glass. It is handled in many hardware stores now, and handled to great advantage. Tumblers, caraffes, knife rests, these and many other articles are to be had. Ornamental they are they, yet not ornamental only. They fill a need— a very actual need—in the newly established household.

Silverware is another class of goods popular at this season. By bringing trays, knives, forks and spoons to the front, trade is at once attracted. It is a fine thing to arrange a silverware window at this season. The advertising helps sent with the line handled may be used, and a trim prepared which will make hundreds pause. Of these who enter many will buy silver — others will see something else which they think even more suitable and will decide for it. But the end will have been achieved by the window.

Better Than Jewelers.

A number of hardwaremen declare that they have worked up a business in silverware which excels that of the jewelers. It is not strange that this should be so, for the hardware men are often able to buy to better advantage than are the jewelers. Also by installing somewhat similar lines, they can attract custom to their silverware counter, and make their silverware department lead people to look at other lines.

Brass ware works along hand in hand with silver. Jardiniers, coal scuttles,



A Splendid Display of Goods Suitable for Wedding Presents by E. A. Whitten, Bracebridge.

book ends, these and many similar articles attract great attention and bring business. Then there are curates—those three deckers so necessary to the growingly popular form of sundry afternoon tea. Brass ware is a splendid line to play up prominently at this season.

Remember the Carvers.

Nor must cutlery be forgotten. A carving set will be absolutely necessary in the new home. A handsome carving set will be a much appreciated gift, and if it is brought to the attention of the distraught present hunter it is sure to exert a strong appeal.

Then there are electrical specialties. A reading lamp or a brass fixture suitable for the top of the piano will to many seem the exact thing wanted. Electric irons, too, are worth keeping before the shoppers. This is a gift which will appeal to women buyers. They realize, as men can not, what an electric iron means in energy saved.

Chafing dishes, spirit lamps of copper, brass or aluminum, these are other things which will appeal strongly to the woman. Such articles are both useful and ornamental. Hardly a week passes but they are needed. They are a constant delight to the bride. And, of course, in bringing forward goods to attract the wedding present trade the dealer must remember that it is the bride who counts. It is the bride that every one wants to please. Will she like this, they ask themselves?

The groom—he is only a necessity to whom no one pays much attention—a sort of accessory before and after the fact.

A Good Window Display.

The accompanying illustration is of a window display of just such goods, designed by E. A. Whitten, of the Whitten Co., Bracebridge.

The background was green paper checked with twisted red crepe paper. About six inches from the wall was a fence and lattice work all in white. On the lattice work were tied knives, forks, spoons, scissors, etc., and in the squares were suspended different pieces of silverware and cut glass that would hang, each neatly priced.

The bottom slanted gradually to the glass, covered with white cheese cloth on which was displayed carvers and all kinds of silverware with price tickets attached.

Traveler's Duty Towards the Retailer

Something Said on Another Side of the Question—It is the Duty of the Good Traveler to do What He can to Further the Interests of Those With Whom He Does Business—Instances Where Travelers Have Been of Service to Their Customers and to Their Firms.

Of late there has been a good deal said regarding the duty of the retailer toward the traveler. Something deserved to be said upon this point, for though the majority of merchants have remembered that the golden rule applies to their dealings with the road representatives of the firms from which they buy, a few have overlooked this, But while the retailers have a duty toward the travelers, it must be remembered that the travelers also have a duty towards the retailers, and towards the house which they represent.

A traveler has more to do now-a-days than to sell goods. The man who only goes to those firms from which he knows he can take an order, is not doing the greatest service for his firm. The traveler should be the connecting link between his house, and those with whom his house deals or hopes to deal. He should keep his house before these retailers; sell them goods when he may; and help them in turn to sell the goods. The traveler has more than his own interests to look after. He must look after the interests of his firm, and of the firms to whom he sells. This is necessary from a mere selfish standpoint, for it is only through the advancement of his firm and his firm's customers that the traveler can hope for his own advancement.

Travelers' Great Opportunity.

Perhaps no man has it more in his power to help those with whom he does business than has the traveler. Perhaps no man has it more in his power to give useful suggestions to the firm from which he draws his salary.

An instance shows something of the work which an enthusiastic traveler may do for his firm. This happened some little time ago. The traveler was working through Ontario, and on his trips noticed a young man behind the counter in a Hamilton hardware store. The young man impressed him as having considerable ability with his pencil. The traveler reported this at the head office of the firm, and an offer was made to the clerk who shortly moved to the concern's advertising department.

The Sequel.

Thus ended the first chapter, but listen to the sequel. The young man showed more and more ability with his pencil. He arose in the advertising business. He moved from one office of the company to another. He established a reputation among advertising men for the artistic quality and forcefulness of the advertising matter he turned out. For some years now he has been managing this large concern's advertising department, doing good work for himself and his firm.

This young man had ability above the ordinary. Probably he would have come to the front in time without the assistance of that traveler, but the traveler through his watchfulness and interest, both in his firm and in the clerks with whom he came in touch, secured for the young man his start, and for his firm a man who had the capability of developing until he was able to fill a big man's position.

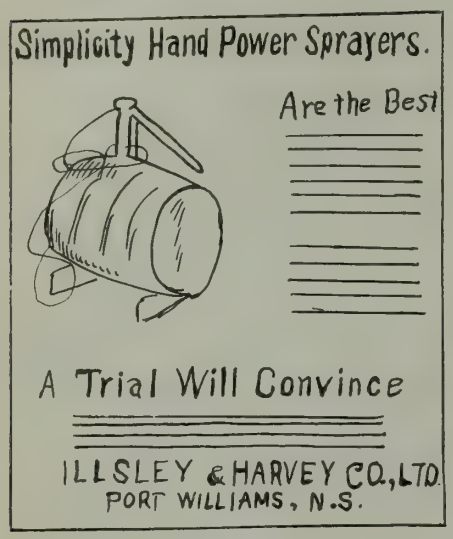
The day has gone when a traveler may enter a store, take an order or two, and move out with a brief expression of thanks. He may not seem to do more than this, but the traveler who is worth while is the one who notes how his customer's business is progressing, and who studies the need of that customer. A traveler to-day is in need of special training that he may be able to represent his firm as well as sell for his firm. It is not for him to silently listen while retailers abuse the firm which he represents. He must investigate the trouble, and see where the fault really lies. He must suggest an adjustment to his house.

"I think a traveler should go to a customer with something worth his attention besides his goods," remarked a sales manager of one of the largest wholesale houses, in speaking on this subject. "He should have a closer touch of certain markets than the retailer can have. He should be able to offer suggestions as to the best time to buy certain lines. He must know, moreover, how to make these suggestions. There is a way of doing this which would be nothing short of impertinence. On the other hand the same thing can be done in a way which will not make any wrong impression upon the retailer, but will convince him that the traveler has his interests at heart."

Criticisms of Some Retail Ads.

Suggestions for the Improvement of the Lay-out in Two Instances — The Wisdom of Quoting Prices—How Illustrations Should and Should Not Be used.

A number of retail hardware advertisements are herewith appended, together with criticisms and suggestions, which may prove of value, not only to the dealers whose advertisements appear, but to all other hardwaremen as well.

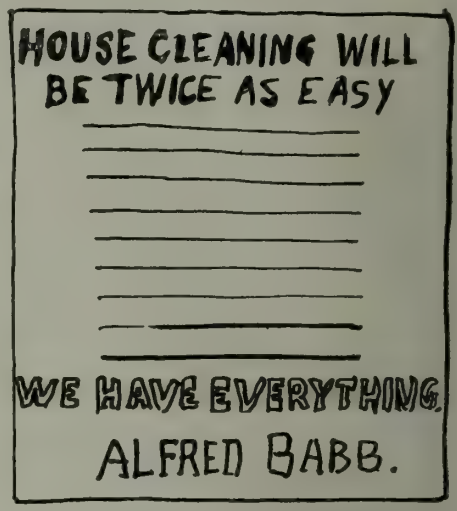


An Improved Lay-out Suggested for Ad. No. 1.

No. 1 (3 col. adv.)—Illsley & Harvey Co., Port Williams, have an ad. which has one outstanding quality. It is striking. It cannot be said, however, that the writer showed much idea of the economy of space when he planned his lay-out. A certain amount of white space helps the appearance of an ad. but the extravagance shown in the present instance is not commendable. The lay-out would have been much improved if the idea shown in the accompanying sketch had been followed out. The cut is shoved over to the side, thus making room for the reading matter which appeared under the cut in the original. The space left vacant is open for additional reading matter.



Advertisement No. 2.



An Improved Lay-out Suggested for Ad. No. 2.

This arrangement not only improves the appearance of the ad. very considerably, but has the advantage of leaving more space for reading matter.

No. 2 (2 col. adv.)—Alfred Babb, of Portage La Prairie, deserves credit for having designed a seasonable ad. with a forcible argument to give it point. One serious criticism can be voiced, however. The cut is too big for the space. It monopolizes everything, and the reading matter has to be scrimped into so small a space that it is not easily read.



Advertisement No. 1.



Advertisement No. 3.

We think also that the heading used is not as strong as the first phrase in the reading matter, viz., "House cleaning will be twice as easy."

This ad. would have been better had the cut been left out. Striking though the illustration is, it should not have been used unless the space were considerably enlarged. The lay-out suggested in the accompanying sketch would have been more effective. By eliminating the cut, space is left to suitably "play up" the arguments contained in the reading matter.

No. 3 (3 col. adv.)—M. Weichel & Son, Waterloo, have an ad. here which presents many good points. A commendable feature about the retail advertising of this firm is the continuity of form and lay-out observed. The heading "Weichel's Weekly Store News,"



Advertisement No. 4.

with the phrases, "good goods" and "low prices," bracketed at the side, has become familiar through long usage and, therefore, has a distinct value.

The lay-out is not all that might be desired, but, owing to the size and shape of the cuts, it is probably the only one possible. An improvement could have been effected had some means been taken to separate one cut and the reading matter belonging to it from the other. The rather jumbled and uncertain appearance which the ad. has now would have been avoided in that way.

A creditable feature is the fact that the prices are prominently marked.

No. 4 (2 col. adv.)—Jas. N. McGregor, Oakville, has adopted a style which has many good points. The writer confesses to a predilection for a good length ad. divided off into sections, and each section devoted to one article or line of goods. The idea has not been carried out very well in the present instance. The diversified arrangement of type gives a broken-up appearance to the whole, and the lack of specific statements is a drawback. If uniform headings had been used in each section, and prices had been clearly marked, the selling powers of the ad. would have been increased.

Might we also add that skates, hockey sticks, hand sleighs, et al., are hardly seasonable now?

The printer deserves a reprimand for his treatment of the border in this ad.

Hardware Letter Box

Hygiea Dustless Crayons.

J. A. Steacy, Seeley's Bay.—"Please let me know where I can procure Hygiea Dustless Crayons, also colored crayons for blackboard use."

Geo. M. Hendry Co., 215 Victoria St., Toronto.

Automatic Centre Punches.

Cochrane Hardware, Limited, Copper Cliff, Ont.—"Please advise us who are the makers of Automatic Centre Punches." L. S. Starrett Co., Athol, Mass.; Browne, Sharpe Mfg. Co., Providence, R. I.

Original Cook Stove Lining.

Jas. Flett, Wiarton, Ont.—"Kindly advise me where I can procure lining for the Original Cook Stove."

Write M. A. Caswell, 380 Queen St. E., Toronto.

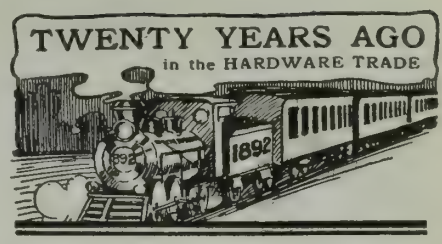
Alligator Steel Belt Lacings.

The Geo. Taylor Hardware Co., New Liskeard, Ont.—"Kindly advise us through your columns the manufacturer of Alligator Steel Belt Lacings."

Crescent Oil Co., 18 Grenadier Road, Toronto, are agents for this line.

BANQUET POSTPONED.

Owing to the marine disaster which has cast a gloom over all parts of the world, the annual dinner of the Kingston Old Boys of Montreal, which was to have been held on April 19, has been postponed indefinitely.



The following items are taken from the issue of April 16, 1892:

"McMurtry & Co., have received the contract for St. Thomas waterworks supplies for the present year."

Editor's Note.—There are now two hardware firms of that name in St. Thomas McMurtry Hardware Co., and Geo. A. McMurtry Co.

* * *

"Fire destroyed the stable and sheds of Thomas Davidson & Co., St. Cunegonde street, Montreal, last week. The loss is estimated at $1,500."

* * *

"The Barb Wire Association at its quarterly meeting in Montreal reduced the prices of barb wire, plain twist and staples by 25c per hundredweight, the reduction to take place from the first of the month."

* * *

"The wire nail manufacturers met and confirmed for another quarter the list they adopted on January 8. The table of net prices, that is the price remaining after the 75 per cent. discount is deducted, ranges from $3 per keg for 6-inch 3-gauge to $6 for 5-inch, 86 gauge."

NEW BUSINESS LARGE.

Cleveland, O., April 18.—The Iron Trade Review to-day says:

New business has not been so large in the iron and steel trade during the past week, but prices have shown the influence of well filled order books for some time ahead, and have advanced in most finished lines of steel, while pig iron has shown substantial strength and generally better prices. This is true in spite of the fact that a Cleveland firm has sold about 28,000 tons of basic at a cut of 75c to $1.00 below prevailing prices. One of the largest pipe orders of the year was placed with the leading interest. Coke production has become more normal and fancy prices for spot coke have diminished. Sheets advanced from $1.00 to $2.00 a ton, merchant bars have advanced $1, the semi-finished steel market is stronger and more active and production is continuing at the record-breaking rate of March, thus far into April.

Complete Course of Sheet Metal Work

By L. W. KOSER

In problem 19, plate 17, Fig. 1 A, B, C, D, represents a collar flashing around a pipe going through a pitched roof.

What we want to develop in this case, is the opening H, Fig. 3, so that will fit close to the pipe when the collar A, B, C, D, is set at the angle shown by Fig. 2.

First draw the elevation Fig. 2 having the line P.P. equal to the diameter of the desired pipe, and the line S, S, at the desired pitch, and equal to the length of flashing wanted.

Then draw Fig. 1, which is a plan view of the pipe and collar as it would appear if seen from above.

Then draw the outline N, M, R, S, of Fig. 3, having N. M, and R, S, equal to the line S, S, of Fig. 2, and the lines N, R, and M, S, equal to A, D, and B, C, Fig. 1.

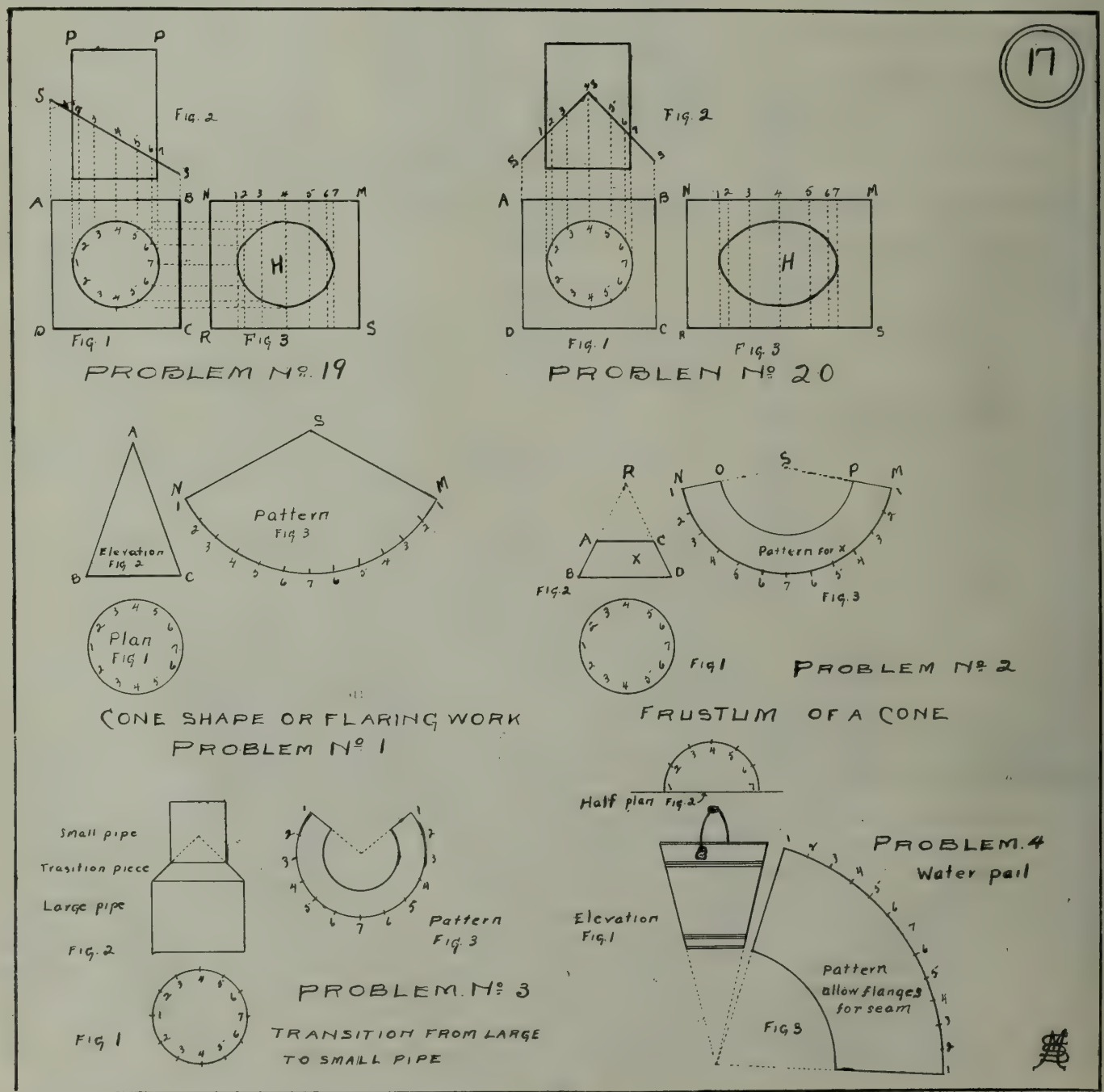
Now divide the circle of Fig. 1 into equal spaces and project lines from each point up to the line S, S.

Now, place one point of the dividers at S and the other point at I, Fig. 2, and transfer this distance to the line N, M, Fig. 3, as N, I. Transfer the spaces 1 to 2, 2 to 3, 3 to 4, etc., from the line S, S, to the line N, M, until all the spaces are transferred, and draw the usual measurement lines.

Now place the T-sqr. parallel to the line N. M. Bring it against No. 4 on Fig. 1 and cut No. 4 measurement line on Fig. 3. Then bring it against No. 5 and cut lines 3 and 5, then against No. 6 and cut lines 2 and 6, then against No. 7 and cut lines 1 and 7. Trace a line through the points of intersection, and develop the other half of the pattern in the same way.

In problem 20, Fig. 3 is a collar flashing to fit over a pipe going through a ridged or double pitched surface, the method of developing being the same as explained for Prob 19.

Concluded on page 50



Current News of Hardware Trade

To Represent Manufacturers.

Montreal, Que.—W. H. Evans is in New York this week, making arrangements to represent some New York manufacturers as their agent in Montreal.

An Explosion.

Montreal.—An explosion in the varnish room of the building on Congregation street used by George Wolfe & Son, manufacturers of shovels, caused a fire this week. Prompt work on the part of the firemen saved serious results.

Hockeyists Dine.

Montreal, April 19.—The fourth annual dinner of the Wholesale Hardware Hockey League, was held last evening in Cooper's dining room. The officers, and members of the various competing teams were present, and there was a right good time all round. During the evening the Fuller Cup and the Gillette Shield were presented to the champion Canadian Fairbanks-Morse team, while the runners up, Thomas Robertson & Co.'s players, were presented with a handsome trophy.

Want Half-Holiday.

Fredericton, N.B.—The matter of the weekly half-holiday is agitating the clerks and employers of Fredericton and it is probable that a decision in the matter will be reached some time very soon. The clerks are requesting the same favor accorded last year, namely, the closing of business houses on Thursday afternoon of each week during June, July and August, and most of the employers are inclined towards the demand. In St. John it is expected that, beginning with June, the hardware houses will close on Saturday afternoons until Septmber, as has previously been the case.

In Larger Store.

Trenton, Ont.—Bailey & Reynolds, hardware dealers, are moving into new quarters. They have secured a double store which will give them practically double the floor space which they formerly had.

News From Regina.

Regina, Sask.—J. Walton Peart, of Peart Bros. Hardware Co., and Mrs. Peart left last week on an extended visit to Louisville, Kentucky. They will also visit several other points in the East before they return.

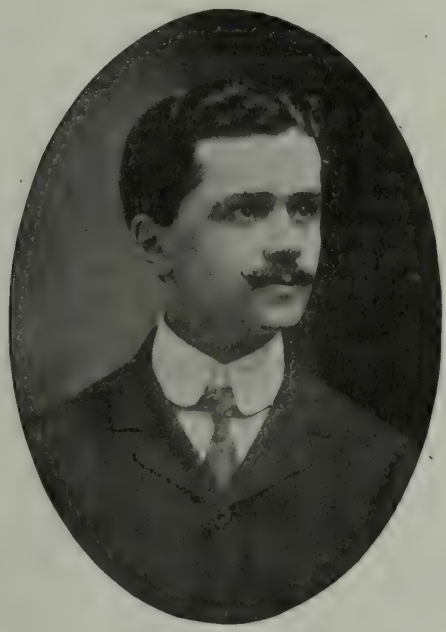
Wm. Munro has purchased the interests of Mr. Marshall, of the firm of Dunlop & Marshall, and the business will be continued under the name of Dunlop & Munro. The interior of the store has been generally improved, including the installation of cases and silent salesmen.

Agricultural activity has commenced in this locality. The farmers are busily engaged preparing for spring seeding. Seeding will be general in a few days.

H. A. Bernier to Open Store.

Montreal.—H. A. Bernier, for twenty-three years general manager of the hardware firm of L. J. A. Surveyor, has severed his connection with that establishment, and is starting the Bernier Hardware Co. at 126 St. Lawrence Boulevard.

Mr. Bernier is skilled in many lines, having devoted particular attention to newspaper advertising and to window dressing. He was one of the judges in The Hardware and Metal Christmas window dressing competition. Mr. Bernier states that he is going to handle only high class lines, and his store when



Hector A. Bernier.

opened in May, is sure to be up to date in every respect.

Traveling in West.

Winnipeg.—C. E. Beckett was in Winnipeg last week on a business trip through western Canada, representing Thomas Jowett & Sons, Sheffield, England.

Winnipeg.—W. Bruce Morrow, manufacturers agent, Toronto, called on the trade in Winnipeg last week and has planned a three week's business trip through the west.

Business Changes.

Sewan, Sask.—Walter F. Collins is opening up a hardware store here.

Mitchell, Ont.—Fred. A. Moses, formerly of New Liskeard, manager of the Cobalt Hardware Company, has moved to Mitchell, Ont., where he has bought out a business.

Weldon, Sask.—A hardware store is being opened here by the firm of Larsen & Targeson.

Gainsborough Sask.—The hardware stock of J. B. Wilson has been sold to I. A. Burke.

MacNutt, Sask.—N. P. Threinen, hardware and implement dealer, has been succeeded by Mr. Wagner.

Kronan, Sask.—Synder & Eberle have bought out the hardware and implement business of Schultz Bros.

Watrous, Sask.—The Watrous Trading Co. have disposed of their hardware department to Robins, Saunders & Robins.

Napinka, Man.—H. S. DeWitt, dealer in hardware and furniture, has been succeeded by Wood & Jack.

Teeswater, Ont.—D. Ferguson, hardware dealer, has disposed of his business, and is leaving for the West.

Personal Notes.

T. H. Jordan, vice-president of A. C. Leslie & Co., Montreal, is spending a few days in New York and Atlantic City.

W. Bates, once with J. Corbett, of Kingston, but who has been living in the United States for the past twenty years, is moving to Montreal.

HARDWAREMEN ELECTED.

St. John, N.B.—The vote taken in the election of last week was entirely favorable to the two hardwaremen, candidates for the offices of commissioner. Miles E. Agar and C. B. Allan were endorsed by a large vote polled in their favor as candidates on the "Citizen's Ticket," and they appear to stand a promising chance of being amongst the four winners for office in the finals to be held on Tuesday next. W. S. Fisher was one of three candidates for the office of mayor but, although considering the forces against him he polled a large vote, he was defeated. Had he been in the city and been able to make a canvass in his own behalf, there seems little doubt but that he would have been one of two to try the finals in the next election. As it was he was accorded a fine vote, and from Saskatoon, where he is establishing branches of his company, he telegraphed his hearty thanks to the electors who supported him.

Progressive Hardware Retailing

Easter Millinery in Western Hardware Store—Montreal Firm are Using Automobile for Delivery Wagon—A Splendid Hardware Display in Departmental Store—Regina Firm Make Saturday Sales Very Successful—Other Live Methods Adopted by Canadian Dealers.

MOVING STOVE DEPARTMENT.

Montreal.—R. and W. Kerr are now announcing their intention to separate their stove and kitchenware department from the sporting goods section of their business. A store is being built at 38 Cathcart Street, into which the ranges and kitchen utensils are to be moved about September 1st. This will give more room for the display of these lines, and also for the sporting goods.

HAVE MOTOR DELIVERY.

Montreal.—The James Walker Hardware Company are the first in Montreal to purchase an automobile delivery wagon. It is a big red car, of fine appearance and of large capacity.

A SPLENDID DISPLAY.

Toronto, Ont.—Inasmuch as the ways of the large departmental stores are interesting to the smaller dealers, if only for purposes of emulation, it is worth describing a window display shown in this week in the T. Eaton store. It is quite a remarkable display in its way and has attracted the attention of many thousands of housewives during the past few days.

Three window spaces are used for a display of household goods, most of the articles being particularly useful for housecleaning. There is a tremendous variety of goods shown, ranging all the way from tins of hand cleaner to motor washing machines and vacuum cleaners. Many signs are found containing announcements, such as "cleaning requisites for the housewife," and "now for the busy days." If there is a single article which could be needed for housecleaning purposes missing from the collection, the writer failed to detect the omission after a close scrutiny of over a quarter of an hour.

In the first window is a wax figure of a woman in kneeling position with scrub brush and pail, a placard referring to this method as "the old way." In the third window is another wax figure standing and operating a vacuum cleaner; this being placarded as "the new way." In the centre window is a washing machine with wringer attached, both being operated by a small motor.

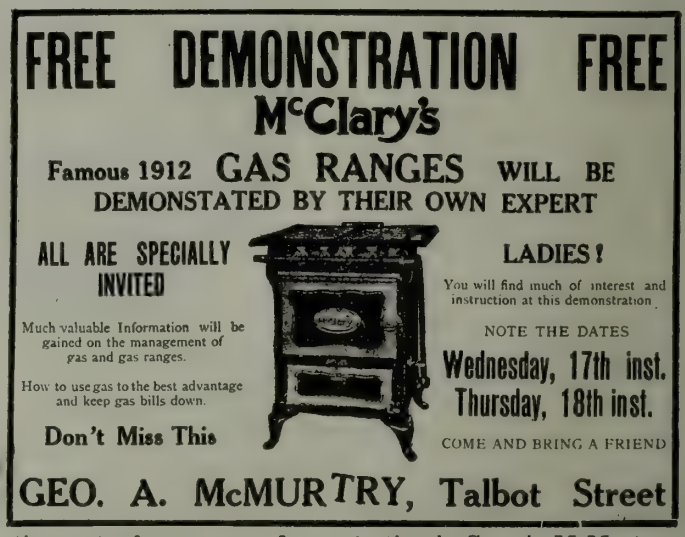
The background of the window was built up with an assortment of brooms, paint brushes and whisks. Good use of step ladders, clothes horses and dryers is made for the display of the countless variety of smaller articles.

Everything in the window is hardware —except the gowns and dust caps of the wax figures, the prices of which are labelled the same as everything else in the window.

That a display of this kind has an absorbing interest for women was evidenced by the large numbers who can be seen studying it at all times. Retail dealers who have not already had a window display of this description should lose no time about arranging one. It will prove well worth while.

GAS RANGE DEMONSTRATION.

St. Thomas, Ont.—The gas range trade is now large and dealers are making efforts to get householders interested. As a great deal of moving is being done, more gas stoves are bought now than at any season of the year.



Advertisement of gas range demonstration in Geo. A. McMurtry store, St. Thomas.

Geo. A. McMurtry, hardware dealer, Talbot street, held a gas range demonstration at his store on Wednesday and Thursday of this week. He had secured an expert from the manufacturer to demonstrate the ranges and the latter gave talks as well on methods of getting the best results from the stoves and using the gas to the best advantage at the same time.

The event having been well advertised in the local papers, there were large crowds at the demonstration on both days.

BUSINESS IS GOOD.

St. John, N.B.—Business with local hardware dealers during the past few weeks has been exceptionally encouraging, and there is every reason to believe that the spring trade this year will be well above the average for this city. Already outside orders have been particularly heavy with the wholesale houses while the retail trade have had no cause to complain at their share. St. John and Fredericton merchants, however, complain that they have been held up in their receipts of orders this spring, not only from Upper Canadian houses but from across the water as well. Various reasons are ascribed for this delay, but practically all orders are entirely filled now.

The spring housecleaning campaigns are now in progress and every possible effort is being made by the various hardware firms to secure as large a share as can be had. The displays in most of the windows of the local stores are calculated to attract the attention of the passing housekeeper who sees featured such lines as she needs most particularly in helping her in renovating her home. Certain kinds of polishes and veneers

in particular are accorded especial attention and their sale is being pushed to almost every visitor to some of the stores.

OFFERING RANGE AS PRIZE.

Guelph, Ontario.—The Guelph Hardware Co. have placed a quart jar, containing tacks, on display in their store window and are advertising the fact that a steel range will be given away free to the person guessing nearest to the actual number of tacks in the jar. The rules of the contest are announced as follows:

Any person purchasing goods to the value of $1.00 will have the right to guess.

The range is a No. 9 Jewel Cook, and is valued at $40. Guaranteed the best. On display all next week.

Guesses will be received up till 9 o'clock Saturday night, May 11th, 1912.

Outside men will be chosen as judges. In case of two guesses being the same the one received first will be counted, so buy your goods early and have first guess.

One guess only.

ISSUES A CATALOGUE.

Montreal.—A. E. Bregent, 192 St. Catherine street east, has just issued a finely illustrated catalogue of spring and summer sporting goods. Baseball gloves and bats, lacrosse sticks, tennis rackets and golf clubs are all shown, and prices at which these may be obtained quoted.

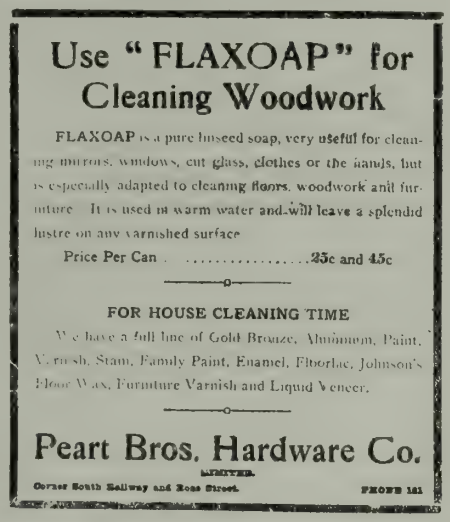
Another booklet deals with baseball uniforms, giving samples of cloths and prices at which these can be supplied.

HOLD SATURDAY SALES.

Regina, Sask.—Saturday special sales are conducted regularly by the Peart Bros. Hardware Co., with considerable success. Each sale is of articles priced at the same figure. The sale prices vary each week from 10 cents to one dollar.

Last week a fifty cent sale was put on, consisting of kitchen utensils, cutlery and tools. The articles placed on sale were priced regularly from fifty to seventy-five cents. One of the store windows was filled with an assortment of sale goods a couple of days previous. A large show card was hung in the window with the words, "Saturday Special 50 cents." On Friday night liberal space was used in the papers to advertise the sale. As a result of the publicity thus given, the store was crowded practically all day, and there was an exceptionally heavy sale of the goods offered. Although the margin of profit was smaller than is usually secured on the goods, the amount sold was large, thus affording compensation. In addition, the sales of other goods was increased by the presence of the people who attended the sale. Many who came to buy bargain goods made liberal purchases of other goods as well.

Peart Bros. have been carrying on a seasonable advertising campaign, as the



accompanying sample shows. They have been advertising paints heavily and also paying attention to soaps and other articles in use during house cleaning time.

EASTER HARDWARE MILLINERY.

Vancouver, B.C.—An Easter display that attracted more than ordinary attention was that of the Abercrombie Hardware Company on Granville Street. Generally hardware stores confine their displays to hardware lines, but on this occasion some excellent hats, or rather imitation hats, made a winning window. From the opposite side of the street one would never have known but what the hats were some of the peculiar shapes of the day, though closer inspection revealed the fact that they were cunningly devised of the materials to be found only in a hardware store.

Nine models were laid out in the window. Griddles, roasting pans, wash basins, dish pans, etc., were used, the trimmings being mostly wool dusters which did excellently in place of long willow plumes. Perhaps the most attractive was that in the corner the shape of which was a carpenter's tool basket, which was trimmed with a wool duster. At first glance one would not have recognized that it was a parody, the shape being altogether right, and the plume showing up well.

Rolls of wire cloth were used for stands on which to display the clever creations. No fixtures were in the window with the exception of hardware, rolls of wire, and such material as entered into the composition of the display. Crepe paper was used on the bottom of the window and for the background, against which the hats showed well.

The display was put in by one of the members of the store staff, and it was gratifying to note that people came in autos on Good Friday and Saturday and Sunday. Many sales were traced directly to the display.



Display of Hardware Millinery in the Store of the Abercrombie Hardware Co., Vancouver.

Weekly Market Report --- Metals

A FIRM TONE.

The dominant tone on the metal markets is the distinct tendency towards firmness. It seems quite probable that the near future will see higher prices in practically all metals.

Proof of the heavy consumption of metal in this country is found in the fact that shortages have developed in many lines. Supplies generally are light while demand continues heavy.

MONTREAL.

Montreal, April 19.—If there is anything in signs it would appear that this is a good time for those needing metal to buy. During the past week there have been a number of advances, and from the shortage of supplies, and the high price which the manufacturers will have to pay for coal, it seems practically certain that there will be further advances.

Tin has risen in value slightly in the past few days. Lead is not only scarce but high in price. Spelter is practically unobtainable. Copper is none too plentiful. This metal is likely to rise in value, but even should it not do this the jobbers are likely to feel the necessity of advancing their prices. At the present time they are able to keep their figures fairly moderate because they are selling stock which they secured at a more favorable market. Lead is exceedingly scarce. Orders, indeed, cannot always be filled. Even iron is scarce. The possibility of an advance here is being freely spoken of.

Transportation Improved.

Trade generally is fairly satisfactory. The transportation problem has improved somewhat, though still there are cars long over due.

Tin.—The advance here has not been great. Locally stocks are fair. Higher prices are spoken of as likely, but it is not at all sure that these will come in the immediate future. Those needing tin however, might do worse than buy now. Such is the opinion of the closest students.

Copper.—Stocks in the States are considerably lower than for some time past. This may be making some difference here. Anyway, certain it is that lead is advancing, and the expectation is that the price will continue in an upward direction.

The jobbers have advanced the price of bars and sheets 2c a pound. Brass rods have been advanced 3c, and rods and tubing 2c a pound.

Ingot copper is still quoted at $17 a cwt., a remarkably low figure in view of the high prices now being paid for the material in car load lots. If the 17c a pound which has been predicted is reached, the price of ingot metal in such quantities as are usually ordered from the jobbers will of necessity be considerably raised.

Borrowing the Fashion.

Antimony.—Stocks are low, indeed almost exhausted. Users are borrowing the one from the other. There is no likelihood of immediate relief.

Spelter—There is something approaching a spelter famine in Montreal. The handlers have next to none. The demand for the metal is quite considerable. Conditions are none too good. But some carloads are on the way. The price asked for this metal will be quite high, but it is hardly likely that there will be much complaint because of this.

Lead and Iron Going Up.

Lead—Stocks here are low. There has been an advance in lead pipe, the discount having been changed from 25 to 22½ per cent. Pig metal is not marked up, yet it is known that 4½c a pound are being given for remelted pig, and this in large quantities. Until some lead arrives there is going to be some trouble locally, but it is expected that a cargo will dock slightly before the end of the month.

Iron—This metal, usually staple however the others are fluctuating, is causing some uneasiness now. The makers have been shipping from stock, and therein lies the trouble. Their reserves are now well nigh exhausted. On account of the higher price of coal their new stocks will cost them more to make, and they will not, moreover, be willing to sell all they make. They will naturally wish to re-establish their reserve.

The tendency in this direction is already evident, for one local firm which placed an order for 10 tons was unable to secure this.

It begins to look like higher iron.

TORONTO.

Toronto, April 18.—There is a firmer tendency noted in all metal lines. While there have been no distinct price advances since last writing, fractional increases have been made, and all prices are firm. There is reason to believe that higher quotations will be made in some lines before long.

The feature of the market is the continued shortage in some metals. While the transportation situation has improved somewhat, great difficulty is still being experienced, and this adds to the troubles of the metal houses arising out of the paucity of stocks.

The demand is growing larger every day, and it is now generally recognized that the country is on the eve of a record year. Industrial development is indicated by the ever-increasing consumption of metal. Business so far this year has been much larger locally than during the same period last year.

Tin—Locally there has been a heavy demand for tin, and the price is firmer, 47 cents being the prevailing quotation. The primary market at London has felt the effect of the loss of the Titanic, but prices have remained steady throughout. A despatch reads:

"It is very evident that the appalling marine catastrophe has overshadowed the trading in the foreign markets. The serious loss of life and wealth naturally come home with much more force to England than America, and it is only natural that traders should stand on one side for the day, leaving the market steady and unchanged."

Scarce and High.

Lead—This metal remains scarce and high in price. There is a steady demand here, and it would cause no surprise if further advances were to be made shortly.

Copper Becoming Scarce.

Copper—There is not as much copper in sight as the metal handlers would like to see in view of the continued heavy demand. A report from New York gives some interesting figures in this regard: March showed approximately 5,000,000 pounds less of production than the 130,000,000 pounds of the preceding March, and the returns of the first quarter of 1912 of about 361,000,000 pounds in output, are only about 5,000,000 pounds larger than the production for the same quarter a year ago. In other words, 1912 so far has shown only a nominal increase in output, in spite of the fact that there were at least five important mines sending metal to the refineries this year that had not reached production stage a year ago.

Local stocks are light, and the price, as a result, is firm.

No Spelter Here.

Spelter—The shortage continues practically as complete as ever. There is none in sight, and any prices quoted are purely nominal. It is hoped that new supplies will be received by the first of the month, but there does not seem to be much hope of replenishing stores before that time.

Weekly Market Report --- Hardware

RUSH IS ON.

The spring rush is on in wholesale hardware circles. The improvement in the weather conditions has brought a complete stimulation of the retail demand and the dealers are losing no time, therefore, in getting stocked up to meet the trade requirements.

MONTREAL.

Montreal, April 18.—In the States, where many have become stampeded by reason of the approaching election, they are asking, "What's the matter with business." Well in Canada there is nothing the matter with business at all. In hardware lines all is well. The retailers are now being called upon to meet a large demand, and the wholesalers are naturally busy as a result.

It is of course for the spring lines that the demand is especially heavy; but for builders' hardware too, the call is satisfactory. The floods which were reported from several sections last week, have now abated. They interfered with business to some extent, yet what was lost will likely be secured later. When there is mild weather in the early winter. and the sale of skates and winter goods is small, the result is serious, for experience has shown that people then think, "Oh winter is well advanced now, I'll make what I have do." With spring goods, however, it is different. The summer is going to be of long duration, therefore though cold weather has retarded the start, there is yet great need of lawn supplies, garden tools and similar lines.

Stocking Wedding Presents.

Sporting goods are moving better all the time. The weather is becoming finer and the retailers are selling largely.

The open season for marriages is approaching. This means business to the hardware man, and that he may secure this busines he is now laying in a supply of goods suitable for presents. Some are rather delaying this action, but a large number of orders for this class of goods have already been received.

There has been but little change in prices of late. Owing to competition from the United States a drop of 10 per cent. has been declared on wooden screws and brass tacks. Some changes are also noted in tinware, but otherwise the market remains at the old figures.

Lawn Furniture Moving.

Spring Goods.—Lawn hose, clippers, mowers and sprinklers have been moving rapidly of late. So big have been the orders, indeed, that some of the jobbing houses have been compelled to renew their stock thus early in the season. Garden seats, and all kinds of lawn furniture have been selling well. The reasonable price at which these are now marketed has caught people's attention, and they are making purchases readily.

Kitchen Ware.—There has been no falling off in the demand for this class of goods. Still the retailers are displaying the good lines, and they are reaping their reward in large sales.

Builders' Hardware.—Nails, which are being sold at a remarkably small profit, are in good demand. Cement is moving well, too. It is time for the use of this now, and farmers who have become accustomed to handling it are making needed repairs about their buildings. or are laying the foundations for new buildings. Various roofings are moving well, too, at this season. It is a time of activity in all lines connected with new structures.

Decrease of 5 Per Cent.

Here the change in price alreay mentioned might be more fully explained. In addition to a 10 per cent. reduction in wooden screws the discount on round head bright, flat head brass, and round head brass tacks has been changed. The decrease is about 5 per cent.

Sporting Goods.—Baseball goods are usurping a good deal of window room these days. Lacrosse and tennis necessities too are finding a place. and fishing tackle and golf clubs are being shown. The sale is becoming heavy. It is indeed a great season for the sporting departments.

The rivers are becoming clear of ice now. Thoughts of canoes and boats are occurring to the young men, and purchases are being made. Nor is the bicycle being overlooked. It seems that a movement back to the wheel has started.

TORONTO.

Toronto, April 18. — The pleasant weather of the past week was just what was needed to bring business in hardware lines along with a rush. While there had been no reason previously to complain of the volume of trade, the unfavorable conditions undoubtedly limited the trade of the retailer. Some dealers, as a result, were backward about sending in their orders. Now all this is past. The dealers are not losing any time about stocking up such goods as they lack and the wholesale houses are experiencing a healthy rush of business.

The situation in respect to freightage is not improved at all. The wholesalers are still finding difficulty in getting new supplies, particularly if the shipments are from the other side, as much difficulty is found in making shipments, and dealers are complaining of the slowness with which goods reach them.

Collections are reported to be better although they are still a little slow.

Spring Goods. — Demand centres to some extent in spring goods. Garden tools are an active line at the present moment. There is a heavy call for everything pertaining to garden culture and already quite a large demand has been met for wire netting, screen doors, hose, lawn mowers and so on ad infinitum.

Household Goods.—Articles for use in the household are selling quite as briskly as outdoor lines. There is, for instance, a particularly heavy demand for goods which are required for housecleaning purposes. Among the lines moving are: Brooms, mops, pails, mop handles, step ladders, washing machines, wringers, clothes dryers, vacuum cleaners, polishes, gloves and whitewash brushes. While most dealers have already laid in their first spring stock of such goods, the run of sorting orders has begun, evidencing an active retail demand.

Some demand is also reported for refrigerators. Quite a few large orders have been placed, mostly in the city, however.

Builders' Hardware.—Building operations are proceeding apace and the hardwaremen are finding that they need complete supplies of everything pertaining to builders' hardware. The jobbers report an unusually heavy demand for this time of year. It is stated that cement is in steady demand and the same is true of roofing and building paper. An active spring trade is promised in all these lines. The jobbing houses are meeting with a very satisfactory call for tools and mill supplies generally. Hardwaremen seem to be handling more belting than ever before.

Heavy Hardware.—There is a steady demand now in most lines. Supplies have been more readily forthcoming this spring than usually, despite the fact that the demand has been heavier. Price quotations are:—Discounts on carriage bolts, $\frac{3}{8}$ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and $7\frac{1}{2}$.

Sporting Goods.—The demand for sporting goods has reached to full spring proportions. There is a steady call for guns and ammunition as well as baseball, lacrosse and tennis supplies.

The bicycle trade is proving quite a strong feature. Hardware dealers are handling bicycles and repair parts largely this spring. The motorcycle and everything pertaining thereto are also coming within the ken of the retail hardware dealer.

Stoves, Furnaces and Accessories

Advantages of Handling One Line Continuously

This Gives the Self Advertising Qualities of the Stove a Chance to Work—It Enables Repairs to be Made with Ease and Profit for the Parts Will be at Hand—Advisability of Tinshop.

What stove am I to carry? Is it a good policy to handle a number of lines?

Never, probably, was there a question drawer at any hardware convention where subjects like these were not brought up and discussed.

Opinions vary. In a multitude of council there is wisdom, so those who listen to the discussions doubtless go home with something to think over. As a result of this thought a number reach definite decisions—the kind of definite decisions upon which they are ready to act. Opinions may vary also on the correctness or incorrectness of these decisions, yet they are worthy of consideration by all, and it is therefore well worth giving space here to recounting the beliefs of a Peterboro hardware man.

Poor Policy to Change.

A. P. Brown, of the Higgins Hardware Company, is one who thinks it wise to stick to certain lines. He thinks it is much better not to handle too many and believes that to change a line unless for some good reason, is the poorest kind of policy. He argues this way. Stoves advertise themselves. If you handle one line this year and another next, there is need of pioneer work; whereas if one line is kept continuously people know that their neighbors have it; that they are getting satisfaction from it; and that it should be a good purchase for them. There is no uneasiness about the satisfactoriness of the stove, the question is merely one of price.

Mr. Brown cites an example of the manner in which stoves help to sell stoves.

Remembered Sister's Range.

"A man came in here last fall," he said, "wanting a stove. He was a stranger in the city. I did not know him and he did not seem to know any one. He had not a very clear idea of what he wanted in the way of a stove either, but suddenly he went over and examined a steel range. 'I'll take this one,' he said, 'my sister has one like it. I never heard her complain and I guess this will give us good service all right.'

"That was all there was to that sale. The sister did not live in Peterboro, but the man remembered the appearance of her stove and bought one like it."

From the viewpoint of repairs also there is an advantage in carrying one line continuously, according to Mr. Brown. A person comes into the store wanting a part. If this is for a stove which was carried years ago, but which now has been given up, there will be difficulty in filling the order. Where the old line is still carried, however, the part is at hand, and it can be put in with little trouble and with a good profit to the stove dealer. The ability to supply parts, moreover, gives the hardware man a good name. It leads people to come there when they want other things, whereas if the part could not be put in the range immediately, the customer would be disgruntled and would feel like trying another establishment when something else was wanted.

How Tinshop Helps.

Mr. Brown also ranges himself with those hardwaremen who affirm that it is a good plan to carry on a tinshop in connection with the regular hardware store. Mr. Brown's contention is based upon his experience with stoves. He believes that a tinsmithing department helps in the sale of ranges. It enables stoves to be installed.

People to-day like to have a job completed as quickly as possible. If they can have all the work done by one man they are better satisfied than if they have to see two or three about the work.

SOME GOOD AGENCIES.

The business which was formerly carried on under the name of Dingman & McCombe, 22 St. John Street, Montreal, has undergone some changes. It is now being conducted by Gault McCombe under the name of Gault McCombe & Company. This firm is acting as agents for Jevens & Co., Liverpool, iron, tinplate, and metal merchants; Aktiebolaget Gernexport Co., Stockholm, Sweden. Swedish iron, etc., and a number of other British and European companies. They have recently been appointed Eastern Canadian representatives for Earle Bourne & Co., Birmingham, manufacturers of brass and copper tubing. An office has been opened in the Corristine building.

WIRE COMPANY CHANGES HANDS.

Montreal, April 16.—The machinery and plant of the Wire Goods Company of Canada has been purchased by Wire Goods, Limited, and manufacture will be continued at Howick, P.Q. The new company is capitalized at $50,000, of which amount $10,000 is already subscribed. Officers have been elected as follows: President, Robert Maw; Vice-president, Andrew T. Hunter; Secretary-treasurer W. B. McLean; Managing Director, Robert Renton; Manager of works, Joseph Goyette.

A Montreal office has been opened at 204 St. James Street.

OPINIONS ON SPECIAL NUMBER.

Henderson & Richardson.

We are very pleased with this number. It is the best yet.

Double Claw Hammer Co.

We are much pleased with our full page ad. After carefully examining this publication, we find it quite beyond our capability to make any suggestion in the way of improvement. Your spring number is quite as masterfully complete as anything of its kind known to us. You certainly understand the art of arranging advertising matter. We thank you for the pains you have taken in our case.

AGENCY REORGANISED.

The agency business formerly operated under the name of Eadie-Douglas, Limited, with head office at 12 University Street, Montreal, has been reorganized, and the name changed to Douglas-Milligan, Limited. H. C. Eadie has withdrawn absolutely from the business, and the president organization consists of:—H. P. Douglas, president; G. M. Milligan, vice-president; E. M. Watson, secretary-treasurer.

The Toronto branch office is now under the management of W. F. Gouinlock, with offices in the Confederation Life Building, and the company is represented by live agents in the leading cities throughout Canada.

The company represent in the building and mechanical lines some of the best known concerns in the business.

Weekly Market Report---Stoves

ADVANCES IN PRICE.

The stove and heating market has been featured by a pretty general advance in tin and galvanized ware. The setting of the new scale was necessitated in order to even up in some lines, but the underlying reason is the increased cost of raw material.

There is an active tone to the stove market and sales have been heavy.

MONTREAL.

Montreal, April 18.—As was predicted last week some advances have been made in various galvanized and tinned lines. It was only to be expected that this would be so, since raw material has been advancing so rapidly owing to the strike. More advances may come before long, but it is not likely that any of these will be of such an extent as to cause alarm.

Orders generally have been good of late. The bad weather seems about over. Now the travelers are able to get around, and they are securing results. For stoves, refrigerators and kitchen utensils orders are being sent in, but especially is the call good for kitchen utensils. These appear to be needed in all parts of this wide Dominion.

Some of the Advances.

Hollow ware tinned steel has been advanced, the discount, having been changed from 50 to 45 per cent. The reason, of course, is obvious. On account of the strike tin of the class which has to be used for this tinning has advanced greatly. To cover themselves the manufacturers have had to raise the price of the finished product.

Fire shovels, sizes 2 and 3, have been raised in price to $2 and $2.50. Quite a large advance this, for the discount has not been changed, standing at the old figure of 50 per cent.

Retinned stamp ware has been increased. Whereas the discount was 75 and 12½, it is now 75 and 5. The advance in pig tin has made this increase necessary.

Cheese factory trimmings, which were quoted at 25 per cent. discount, are now rated at 20; while coal hods, both galvanized and Japanned, are now quoted at 35 per cent. instead of 40 per cent.

Changes in Lists.

There has been a change in the list of galvanized oil cans. The new quotations are:

½ gal	$ 4.35 per doz.
1 gal	5.50 per doz.
2 gal	8.50 per doz.
3 gal	10.50 per doz.
5 gal	13.50 per doz.
5 gal. oil can with tap	14.00 per doz.

The discount remains the same.

Also there has been a change in the list price of enamel cream pitchers, as follows:—

	No. 8	10.	12.
Gray	$ 7.50	$ 8.50	$ 9.50
White	15.00	17.00	19.00

Spring Goods.—All classes of kitchen utensils have been moving well. The retailers are feeling a good demand for these articles, and are therefore buying largely from the manufacturers. The demand for refrigerators, becomes heavier every day.

Good Gas Range Business.

Gas Stoves.—Business here is brisk. Good advertising campaigns are being carried on, both by manufacturers and retailers. The people are being led to see that they will profit by ordering early. It is only by taking this step, indeed, that they can be assured of prompt delivery.

Ranges, heaters and furnaces. — Ranges are being ordered. Dealers have been selling stoves already, and they see that they will need more to satisfy the demand. Heaters, of course are quiet. A few are being sold, but only a few. Furnaces are being installed in new houses. That is the extent of business in this line.

TORONTO.

Toronto, April 18.—There is a brisk tone to business in stoves and heating accessories. The manufacturers are so busy, in fact, that they are finding difficulty in meeting orders in some few lines.

It is quite apparent that sales to date have been much heavier than is usually experienced at this season. A number of manufacturers report that they have made substantial increases over the amount of business done up to this time last year.

The feature of the week is a pretty general advance in some lines of tin and galvanized ware. The advance is not large in any case and will not disturb trade in any degree. The new prices have been brought about largely through the advance in the cost of the raw material.

Cream cans are now quoted at a discount of 40 per cent. instead of 45 per cent.

Black T pipes are now $4.50 a dozen, taper pipes $2.50 a dozen, and galvanized ridge pipes $9.00 a dozen; all subject to a discount of 40 per cent.

There has also been an advance in the prices on galvanized oil cans. The list now stands: ½ gal., $4.35; 1 gal., $5.50; 2 gal., $8.50; 3 gal., $10.50; 5 gal., $13.50; subject to the regular galvanized ware discount.

The prices on oblong stove boards have been arranged as follows: 18 by 24, $18.50; 18 by 28, $19.00; 20 by 28. $21.00; 24 by 32, $25.00; 26 by 30, $25.00; 25 by 36, $26.50; 26 by 34, $26.50; 26 by 38, $28.50; 28 by 36, $28.50; 28 by 41, $37.50; 28 by 44, $40.00; 30 by 48, $50.00.

There have also been slightly increased quotations set for black and tinned kettle ears.

Ranges.—The range trade is active and is becoming more so every day. There is a pretty steady demand, although few large orders are being received. One order for 16 was received by a local manufacturer this week but this is largely in excess of the usual proportions of April orders.

Can't Meet Demand.

Gas Ranges.—The demand for gas ranges has become so large that the manufacturers are not in a position to fill all orders promptly. There has been a most marked increase in the demand over last year, showing that the market for the gas stove is becoming much wider. Rush orders are now being received and it is quite apparent that dealers are selling rapidly. A Toronto dealer ordered 45 the other day and wanted them sent to him without delay, which shows how brisk the trade has become.

Heaters.—Few orders are received for coal heaters but oil stoves are in pretty good demand. Spring and fall are the seasons when the oil heater is particularly in demand.

Furnaces in Demand.

Furnaces.—The furnace trade has not yet attained to what might be termed full spring activity, but it is getting there fast. Buildings are being rushed along in the cities and the heating contractors are making an early start at their work. There is, as a result, a good outgoing movement of furnaces noted.

WILL MISS PAPER.

"Hardware and Metal.—Having sold my business I therefore wish to stop my subscription for Hardware and Metal. I will miss it very much as I have taken it for a long time and have been very much interested in reading it from week to week. Every hardware merchant should have a copy of it as it will in many ways help him in his business."—D. Ferguson, Teeswater, Ontario.

Weekly Western Market Report

Improved Weather Conditions Followed by Improvement in Trade—Activity is Now Reaching the Culminating Point—Firmness Noted in All Lines.

Winnipeg, April 18.—There is no change in the situation here as regards prices, but the condition of the copper market indicates probabilities of a rise in price of all copper manufactures, copper plate, copper wire and brass goods. It is also considered probable that hardwood manufactures may shortly become dearer.

With the opening of the building season has come an unusually good demand for carpenters' tools and painters' supplies. There is also a first rate demand for the minor lines in builders' hardware.

The weather on the whole has been favorable for out-door work and good progress has been made. Two light snowfalls have caused delays, but on the whole have been rather beneficial to the land than otherwise.

Collections are still far from satisfactory, and little improvement in this respect need be looked for until seeding is finished. The whole energy of the West is now devoted to getting in the crop. That done, it will get busy squaring things up. There is not the least cause for anxiety in this matter. Accounts outstanding will be made good.

The opening of navigation will, as usual, give a great boost to Western trade. Orders are being held back for all heavy goods awaiting the reduction in freight rates that follows the opening of the lake-rail route.

To sum up, the outlook is distinctly satisfactory. Wheat, the basis of all Western trade, is high and going up; also there is lots of it yet to move. Foreign capital and a most satisfactory class of emigrants are pouring into the country and every man worth his salt is able to get work at good wages.

Winnipeg Hardware Quotations.

Ax Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

Augur Bits—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—$3.15 per keg base.

Wire nails, base, $2.80 Winnipeg; $2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c, to 20-inch gage, 29c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron—Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 6, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe—⅜ in., $3.25; ½ in., $4.05; ¾ in., $5.00; 1 in., $7.20; 1¼ in., $9.80; 1½ in., $11.80; 2 in., $15.30.

Galvanized Ware.—37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3.15; ¼ in., $2.30; ⅜ in., $2.35; ½ in., $3.15; ¾ in., $3.80; 1 in., $5.45; 1¼ in., $7.45; 1½ in., $8.95; 2 in., $11.55; 2½ in., $18.40; 3 in., $24.15; 3½ in., $32.25; 4 in., $36.75; 4½ in., $42.50; 5 in., $47.50; 6 in., $61.50; 7 in., $95.50; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.75.

Lead Waste—$6.75.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope — Sisal, 8¾; Pure Manilla, 10¾c; British Manilia, 9c; lath yard, 9¼c.

Staples.—Bright wire, $2.50 F.O.B. Fort William; $2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Flat head, iron, 87½, brass, 77½; round head, iron, 82½; brass, 72½; coach, 67½ per cent.

Staples—Bright wire per cwt., $2.50 at Fort William, $2.90, Winnipeg.

Complete Course of Sheet Metal Work

(Concluded from page 42.)

The elevation Fig. 2 is first drawn. This shows the pipe and the shape of the surface through which it passes, and is also a side view of the flashing.

Then a plan Fig. 1 is dropped from the elevation which gives a top view, also the true shape of the pipe and the exact width of flashing.

Then the lines N. M. and R. S. are projected out from A, B, and D, C, their true length being taken from the line S-S-S Fig. 2.

Then the circle in Fig. 1 is spaced off and lines projected up to the line S-S-S Fig. 2.

Then the different spaces on the line S-S-S are transferred to the line N-M and the usual measurement lines drawn.

Then with the T-sqr. placed parallel to N-M bring it against the different points on the circle Fig. 1 and cut the corresponding measurement lines.

It matters not what the shape of the pipe is. The method of getting the flashing for around it would be the same herein outlined.

Methods of Retailing Paints and Varnishes

Featuring Paints is Profitable Business

The splendid Results Obtained by the Raymond Hardware Co., Montreal—The Paint Stock Was Kept to the Fore Right Through the Winter Months.

After all there is really only one way to sell paint in any quantities, that is to let the people see that you have paint to sell. There may be firms that can carry on business without any display—shrinking from, rather than seeking the light of publicity. But their number is small; and after all they know that their very shrinking from the public gaze, their very exclusiveness, gives them the publicity which they must have to live.

In any event it is only a Tiffany's or some such concern which can successfully carry on business thus unobtrusively. The average hardware dealer—any hardware dealer in fact—must make his presence known in a community, and he must make his goods known through his windows, through his shelves, and through his other advertisements.

Large Sales in Winter.

The Raymond Hardware Co., 343 Notre Dame street, Montreal, believe in playing up their goods prominently. Especially have they devoted space to paint and varnish. In the winter, when the demand was not generally great, this firm kept varnish and floor paints to the front. Displays were put in the windows. Manufacturer's helps were used, and the natural result followed. In the dull months—the months when some held that there was practically no use trying to sell varnish, much less paint—this firm made large sales.

But the dull season has passed now. Spring is here and with the spring has come a demand for paint. Yet it must not be thought that men and women wake up of a morning and suddenly decide that they have painting to do, and that they will buy a few cans, a brush or two, and get to work that day. A few do this. Only those who make a genuine effort to secure the paint trade know how few.

How Sales Are Made.

Paint sales in the great majority of cases come as the result of a number of suggestions. A man sees a paint advertisement in his paper. Paint is at once suggested to him. He perhaps thinks that a little would not do his house any harm. But he turns over to the sporting page, and forgets all about the subject in his grief at a baseball reverse. The next day he sees a hardware window in which paint is well displayed. He paused. The thought of the



Paint and Varnish Department of The Raymond Hardware Company, Montrea l.

house that would be improved by a coat or two recurs to his mind—with a little more force this time. But again he moves on. Perhaps he sees a poster or two. Perhaps he sees another house that has been painted. He notices the fine appearance it presents. Suddenly he determines that he will paint his house, and he hurries back to that store where he saw the good display.

So it is with a woman. She does not determine to buy varnish right away. She sees varnish in a window. She sees the posters which show how the interior of a room may be brightened by a little of this. She sees the improved appearance it gives to a floor; and she thinks of the woodwork in her own home. Her purchase is just the result of these suggestions which have been given to her.

In the Raymond hardware store the idea of giving suggestions has not been lost sight of for a moment. Fine windows are regularly arranged. This takes some time, but it brings result. The helps issued by the varnish and paint makers are used wisely. They are sent to those who it is known are interested in paint. Thus are people brought to the store, and there they see a paint department which is bound to attract and hold their attention. There is no disorder. The cans are arranged in perfect rows. Color cards are kept on the counter. Brushes are to be found in the silent salesman. A man going into the store with any idea of buying paint or varnish is not likely to go out without placing an order. He is likely to take away a brush or two also.

This careful arrangement, and all round careful attention to the paint department, has brought remarkable results—much greater results than were expected, stated the manager of the store. Varnish has been pushed especially of late. And varnish has been selling so fast that the orders are of the cart load variety.

Go after the Paint Trade; Don't Wait for it

Elbert Hubbard has remarked, "The man who can sell things is a success. Others may be."

There are a good many who do not see eye to eye with the Fra on all points, but every man who has paint upon his shelves will agree that the man who can sell this in large quantities is entitled to be called a success. There are degrees in success of course, but no man who can arouse the people to the need of painting can properly be called a failure.

Paint is not the easiest thing in the world to sell. Any man can lay in a stock and dispose of a good deal of this, for there are bound to be a number in the community who are alive to the value of paint. But the man who gets the largest sales—who is truly successful in this line—is the man who can arouse interest in those who have not thought much about painting; who can give those who have been actually ignorant, some conception of the value of paint, which will make them come into the store and purchase largely.

The Case of Two Men.

How is this end to be achieved? That surely is a great question, and one to which no definite answer can be given. But methods adopted successfully by others may be recounted from time to time, for these can hardly fail to be of value to others who are attempting to get all the profit they can from their paint department.

In Joliette, Quebec, two men were in partnership in the hardware business. Their names need not be mentioned here for both have moved now. One of those men was a great paint salesman, He was not content to sell paint only to those who came to the store for it. He felt sincerely that there were many others in the neighborhood who would be wise to expend some money for paint. That these people had not awakened to their need was unfortunate, but this active partner did not intend to permit them to suffer, or to permit himself to suffer, by reason of their ignorance. He went out among these people. He spent long afternoons in the country seeing which farmers seemed to need paint. Then he would talk to these men.

The Value of a Letter.

This Joliette salesman had a number of good schemes. He would write to those who were building new houses. These, he felt sure, would be buying paint. The only thing was to get them to buy the right kind—the kind which he handled. But those who were building new barns were even better worth keeping in touch with. Sometimes this aggressive salesman wrote letters to the owners of the barns. He believed this to be good policy in a number of cases. Indeed he sometimes sent letters to men whom he saw at least once a week. There was an object in this. Some of those country people were not in the habit of receiving a great deal of mail. A letter was in the nature of an event. Its contents would be speculated upon before the envelope was opened, and the writing inside would be carefully scanned. Every word would be noted.

Spoke From Accurate Knowledge.

The dealer found from experience that he could put facts about his paint clearly before people by such letters. He would tell them the figures at which barn paint could be purchased. He would estimate the amount which would be needed for the barn in question—having previously discovered the dimensions of that barn. He would explain something of the preserving qualities of the paint, and would give an idea of the time it would take for the farmer to paint the barn himself; suggesting that this might be done at a season when other farm work would not demand a great deal of attention.

Some men, the dealer decided, would be more impressed by a personal talk; and to them he explained by word of mouth the advisability of painting. Often there were slow mornings and afternoons in the store, and then this man would harness up and go off to talk with a prospective customer, or perhaps merely to look up other prospects.

That is a part of the story. Later the partnership was broken, one man retiring and the other—the hustling salesman—going west. A new dealer took the Joliette store, and at once there was a great falling off in the paint sales. It was no ordinary decrease. According to the house who supplies the dealer he does not take ten per cent. of the paint that was sold in the days of the man who made paint salesmanship a serious study

The cause of this tremendous drop can only be attributed to the methods used. The paint sold was the same. Those who had used it were entirely satisfied. What they said must have tended to make others think of using paint, yet the sales decreased by leaps and bounds. The new dealer did not keep in touch with his customers. He did not study the neighborhood to see who would need paint. He simply waited for the orders to come, and they didn't come.

There is another thing to be considered too. By the missionary work he did for paint, the first dealer stirred up a demand for other lines—brushes, and regular hardware, needed about the farm. In his trips he took many orders for this class of goods, and he established a connection which meant much trade to him the year through. This business, to a certain extent, was lost to the dealer who succeeded. He did not keep himself and his goods before the people. He did not keep all their patronage.

There may be cases where it is impossible for the dealer to get out and canvass as did the successful paint salesman whose story is outlined here. Retailers in large centres could not do this. Perhaps it would be impossible for some in smaller places; yet it is very evident that to secure the best results a dealer must keep in touch with those whose custom he seeks.

Free Help for Every Decorator

Our new service department will help you plan the interior and exterior painting and decoration of any house or of a part. In place of a small job, you can get a big one, well planned and done. Remember the

Special helps for the decorator or dealer to get him good business.

M-L MAPLE LEAF

Every decorative problem properly answered for best results.

DECORATIVE AID DEPARTMENT

M. L. PAINT is best-lasting exterior paint, improved during 20 years of careful tests. The kind that helps your business when you sell it. Ready to use.

FLOORGLAZE, a flint-hard, glass-like and beautiful floor finish that applies easily, stands wear, resists scratches. Best of all interior finishes.

is at your free service. Just send us your problem. We give you exactly the right shades and line of goods to use. We give you suggestions. Give areas and we tell exactly how much paint you need, or varnish, or flat wall color. Stencil suggestions, too. Get booklet.

ELASTILITE, an indoor or outdoor varnish that is applied easily and perfectly. You can guarantee it. It gives every satisfaction. A beautiful finish.

M. L. FLAT WALL, an easy-to-clean wall paint for plaster, burlap or wood, in beautiful interior shades. Sanitary, clean and adapted to stenciling.

Samples of the above finishes on request. The Decorative Aid Dept. supplies suggestions, estimates and stencil designs (stencils also at low cost) to any decorator, painter or dealer who wants to give his customers the best and most modern service. Freely at the service of the entire retail trade. Send your problems.

IMPERIAL VARNISH & COLOR COMPANY, LIMITED

108 Princess St., WINNIPEG 6-24 Morse St., TORONTO 365 Water St., VANCOUVER

MAGNETS

TALK NO. 1—PAINT

The attraction between product and consumer is the secret of business success. One good selling article often proves the magnet that attracts the multitude your way.

Place two magnets near a nail and the less powerful one will immediately lose its drawing power, just as an ordinary paint loses its drawing power when a superior paint goes on sale in your community.

The magnetic features of paint—the features that draw customers with an attractive force that is irresistible—are fineness of texture, uniformity of covering, serviceability and even wearing qualities that leave a smooth service for repainting.

Lowe Brothers "High Standard" Liquid Paint possesses all these magnetic virtues. It draws custom and holds custom. If you are interested in business building, investigate this sales-getting "Magnet."

Lyon-Monkhouse LIMITED
171 James Street
WINNIPEG, MAN.

Lowe Brothers LIMITED

TORONTO
DAYTON BOSTON
CHICAGO
NEW YORK
KANSAS CITY.

Weekly Market Report --- Paints

AN INCREASED DEMAND.

The past week has been a busy one in paint and oil circles. The demand is largely in excess of that usually experienced at this time of year.

Linseed oil is higher in price and advances have also been recorded in glass prices. White lead may advance at any time although no move has been made up to the present.

MONTREAL.

Montreal, April 18.—"It is remarkable the way paint is moving this year," remarked the sales manager of one of the large paint manufactories. "There seems no doubt at all now that this will be a banner season."

Words such as these are to be heard on all sides. There is no wild rejoicing. The heads of concerns are too busy to spend much time gloating, but they do say in quiet yet pleased tones, that the business to date has been all that could be expected, and almost all that could be wished. About the only complaint the manufacturers have, indeed, is that they feel they might sell even more could they manufacture more.

Good Work on Firing Line.

The retailers—the men on the firing line—are evidently doing great work on paint. They are co-operating with the manufacturers to the benefit of all. Generally there is a greater interest shown in painting than has been evidenced for some time.

The cartage and freight trouble has been somewhat relieved. One firm reports that it has been able to have everything moved which was to be moved—a happy state of affairs which had not existed before for some time. Generally better conditions of transportation are reported.

Prices, for the most part remain firm. Linseed oil has advanced somewhat, but without any apparent cause. It is not likely that the upward movement will continue.

White Lead.—While there is still a feeling that a higher price for white lead may be struck, no advance has come as yet. The business in this line is heavy. From all districts the orders are coming. Seven cent lead is still looked for by the manufacturers. It would seem that retailers would do well to consider the likelihood of lead reaching this figure before any great length of time.

Linseed Oil Advances.

Turpentine.—Conditions here are practically unchanged. The supplies are fairly good, and prices are still quoted at .70. There is not a great demand, though this material is being used quite largely as is usual at this season. Retailers, as a whole, appear to be fairly well supplied.

Linseed Oil.—A general stiffening of the market is noted, prices having risen from .91 and .94 to .93 and .96. What causes this rise is hard to explain. There is no scarcity noted. There are no rumors of a coming scarcity. The ordering is quite large—larger than it has been for some little time, and the advance seems to come as a natural result.

Mixed Paints.—The demand here is exceedingly heavy. Car load lots are being shipped almost daily. From the west, the east, and the central parts of Canada, the orders are being received. There is no talk of high prices. The thing the retailers seem to want is to get the paint. A demand has been created, and the dealers must take steps to meet this demand and to foster it.

A Splendid Month.

Last year April was an exceedingly poor month. This year it would seem that it is going to be one of the best the paint trade has had in some time.

Glass.—The new scale of prices, mentioned in detail elsewhere, is not stopping ordering. There is a real demand at this season. Double windows are being taken off and breaks occur. New buildings are being completed. In all neighborhoods glass is needed. The handlers' stocks are none too large, but fresh supplies are expected by the early boats.

Paris Green.—The demand for this material is growing larger. Jobbers are receiving orders daily. In a short time now the retail demand will assume large proportions, and the dealers are taking steps to meet this trade.

TORONTO.

Toronto, April 18.—There is a more active tone to the market and it may almost be said that full spring activity is now shown. The jobbers and manufacturers are very busy and all reports are to the effect that the trade is largely in excess of any previous year. If business keeps up at the present rate, the year 1912 will prove a record one.

The past week has seen quite a few changes, and the air is full of rumors of other price changes pending. It is taken for granted that there will be an advance before long in white lead, although the grinders have not made any move yet.

Linseed Oil.—The price of linseed oil has been boosted 2 cents here, making the prevailing quotations 96 for raw and 99 for boiled. This is rather a high price for this time of year, but those in close touch with the situation state that it is not as high as the circumstances warrant. English oil is higher than for some time, and all reports are to the effect that it is certain to remain up. Seed in Canada is not plentiful and there is said to be lively competition for the supplies as they come on the market.

There does not seem to be any doubt that linseed oil is going to remain high. Prices for midsummer delivery are stiff, and there are no signs of a let-up. Demand locally has been good for this season of year.

Turpentine.—A reduction of one cent has been made in turpentine since last writing, so that the price is now 69 cents. There is a fairly good demand.

The future of turpentine is a little uncertain. There is only a normal supply on hand at Savannah and the new turpentine is arriving very slowly. Under the circumstances, higher prices might be expected only consumption in America has been very high. Whether this can be accepted as a proof that stocks are becoming light with the sure prospect of a heavy buying movement shortly, remains to be seen.

In the meantime local stocks are very light. Some of the jobbers are reported to be sold right out and new supplies are arriving slowly. There is just enough turpentine on hand, in fact, to meet immediate requirements only.

White Lead.—There are no developments to report in white lead. The higher price charged for linseed oil makes still more certain the prospect of an early advance in the price of white lead.

Glass.—The change in the discount on glass will be found elsewhere in this issue. It is felt here that the advance is fully justified in view of all the circumstances.

Putty.—There is an active demand noted for putty. Present prices are:—Standard bulk in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same. Bulk, in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder in barrels, $3.

Prepared Paints.—There is a heavy buying movement in all lines of paint. Dealers are experiencing a brisk demand and are finding it necessary, in many cases, to send in sorting orders. Shipments have been heavy during the past month, but especially heavy during the last week. The few days of real summery weather brought a flood of "rush" orders from dealers in all parts of the country.

B-H "ENGLISH" PAINT

70% PURE WHITE LEAD – 30% PURE WHITE ZINC

100% PURE PAINT



ALWAYS PROFITABLE

This paint is not an experiment, but a product that has "Made Good" with both dealer and user.

It is up to the high standard mark in quality and durability and is constantly bringing many repeat orders which prove its high efficiency.

GET THE AGENCY FOR YOUR VICINITY

Agents for B-H "ENGLISH" PAINT are allowed an attractive profit and are assisted in making sales by our color suggestion books, circulars, window displays, etc.

Do not hesitate—write our nearest office for complete B-H Agency proposition.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

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METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 8 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminold, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Taliman Brass & Metal Co.—Arctic Metal. —XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co. — Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 24
Rods, base ½ to 1 inch, round	0 20
Tubing, seamless base, per lb	0 23
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.
Casting ingot	17 00
Cut lengths, round bars, ½ to 2 in.	24 00
Plain sheets, 14 oz., 14x48", 14x60"	26 00
Copper sheet, tinned, 14x60, 14 oz.	27 00
Copper sheet, planished, 14x60, base	34 00
Braziers', in sheets, 6x4	26 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron	18 00	19 00
Summerlee, No. 2 "	20 00	22 50
Carron, special	20 00	....
Carron, soft	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock	....	22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	....
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles, base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron "	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 96	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	06½	....
Silver tool steel	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best	Best
16-20	3 60	3 35	3 60	3 60	
22-24	3 65	3 40	3 65	3 65	
26	4 05	3 80	4 05	4 05	
28	4 25	4 00	4 25	4 25	

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

'Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
⅛-inch and ¼-inch	$ 5 50	66 p.c.	51 p.c.
⅜-inch	8 50	71 p.c.	60 p.c.
½-inch	11 50	75 p.c.	65 p.c.
1-inch	16 50	75 p.c.	65 p.c.
1¼-inch	22 50	75 p.c.	65 p.c.
1½-inch	27 00	75 p.c.	65 p.c.
2 -inch	36 00	76½p.c.	66½p.c.
2½-inch	57 50	76½p.c.	66½p.c.
3 -inch	75 50	76½p.c.	66½p.c.
3½-inch	95 00	75 p.c.	65 p.c.
4 -inch	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35: 18 x 36, $3.50.

HEATING APPARATUS.

Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	2 0	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	4 85	4 60
Imported pig, per 100 lb	4 85	4 60
Bar pig, per 100 lb	4 95	4 25
Sheets, 2½ lb. sq. ft., by roll	5 20	5 00
Sheets, 3 to 6 lb. ft.	4 90	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 22½ p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 45 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 26	0 26½
Wiping	0 23	0 24

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks	8 50	8 50

SPELTER.

Foreign, per 100 lb	7 50	7 25

TIN AND TINPLATES

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$42 50	46 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I X, 14x20 base	5 25
I X X, 14x20 base	6 00

Bright Cokes

Bessemer Steel—

I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne

Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—

XX, 14x56, 50 sheet bxs. } 14x60, " } 14x65, " }	7 00

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	$ 00 7 35
" " 26 "	7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No 18, $3; No. 19, $2,70; 6 wire solid line, No. 17, $4.45; No. 18, $3 10; No 19, $2 80. All prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.60 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30 10, $2.80; 11, $2.85; 12, $2.45: 13, $2.55 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 5c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 80
Plain	2 50

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BEESWAX

Per lb	0 40

CHEMICALS

	In casks per lb
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 08
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

GLUE.

	Per lb.
French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15
Brantford medal	0 20
" golden medal	0 10
" brown sheet	0 11
" golden sheet	0 10
" gelatine	0 13
" white gelatine	0 22
" white glue	0 20
" 100 flake	0 12
Perfection amber ground, No. 1230	0 10 0 11
Ground glues at same prices.	0 13

Brantford all-round glue, ½-lb. packages, 10c. ¼-lb., 15c.; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 16½	0 16½
Packets, 1-lb., 100 in case	0 18½	0 18½
" ½-lb., "	0 20½	0 20½
Tins, 1-lb., 100 in case	0 19½	0 19½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 35
Benj. Moore Co.'s "Egyptian" Brd	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English."	2 00
Ramsay's paints, pure	1 60
Ramsay's paints, Thistle	1 30
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co)	
Jamieson's Crown and Anchor brand	1 60

Full Imperial Measure



Not Wine or Short Measure

You cannot lay too much stress on the fact that your customers get full Imperial measure with every can of

MINERVA

PAINTS AND PAINT SPECIALTIES

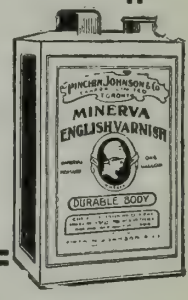
The Famous British Brand

But that is not all. "MINERVA" Brand is the essence of high quality, and is backed by an unsullied reputation of 78 years' standing.



Our dealer co-operation and selling helps have created a tremendous demand for the "MINERVA" Paints—the most profitable line for aggressive retailers.

Get details of our Proposition. It will pay you.



Pinchin, Johnson & Co.

(Canada) Limited

Established in England in 1834 — 377-387 Carlaw Ave., Toronto

K 48

Steel Tanks and Self-Measuring Pumps for Paint Oils

They avoid all the loss and inconvenience sustained under the old method. The steel tanks are air-tight and will not permit the oil to gum or stick. The pumps measure the oil according to the Imperial Standard, directly into the customer's can. They count the gallons pumped and compute the charge for fractional gallons.

THE BOWSER PAINT OIL SYSTEM

will put every cent of profit into your pocket, where it belongs. With a Bowser your paint oil department will be as clean and inviting as your shelf hardware department. It draws trade.

Why not investigate now and be ready for spring. Your fellow merchants are using them. They'll help you. Ask for book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 FRASER AVENUE

For Twenty-seven Years Manufacturers of Self-measuring Pumps, Tanks, Gasoline and Oil Storage Systems, Self-registering Pipe Line Measures, Dry Cleaning Systems, etc.

Do you know any of these Bowser users?

Samuel Hobbs,
1434 Queen St. W.
Toronto

Geo. Ecclestone,
Bracebridge, Ont.

Manville Hardware Company,
Prince Albert, Sask.

J. H. Ashdown,
Calgary, Alta.

Arthur Latham,
Moose Jaw, Sask.

Cochrane Hardware Company
Toronto

Peart Bros.
Regina, Sask.

PLASTER OF PARIS

Per barrel	30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs.	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 14	0 12
U S. Water white "	0 15½	0 13½
U.S. Pratt's astral "	0 19	0 15½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	0 70	0 69
Wood Turpentine	0 60	0 60
Turpentine, second run	0 60	0 60
Linseed Oil, " raw.	0 93	0 96
" " boiled	96	99
Rosin, "G" grade, bbl. lots, 100 lbs.	3 25	

VARNISHES.

	Per gal.	Cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gas ing		3 00
Elastic Oak		1 50
Furniture, polishi g		2 00
Furniture, extra		20
" No. 1		0 95
" uation		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 85
Elastilite varnish		2 25
CopaLine varnish		2 25
Granitine floor finish		2 25
Jamieson's floor enamel		1 75
Sherwin-Williams Kopal varnish		4 50
Canada Paint Co's sun varnish		2 25
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Ltd. " Gold Medal " in cases		2 25
Dependon Lt. H. Oil Finish		8 75
Everlastic Floor		14 25
Flattine floor finish		3 00
Elastica exterior finish		4 25
Stovepipe varnish, ½ pints, per gross		8 00
Pure white shellac varnish, in barrels		1 75
Pure orange " " "		1 60
No. 1 orange " " "		1 30

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 25 p.c. and 30 p.c.

Montreal prices, no discount.

Size United Inches	Star
Under 26	$3 05
26 to 40	3 25
41 to 50	3 65
51 to 60	3 90
1 to 70	4 15

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Anchor," pure	6 85	7 00
Brandram's B. B. Genuine	7 85	8 00
C.P.C. decorators, pure	6 85	7 00
Crown and Anchor, pure	6 85	7 00
Elephant Genuine	7 10	7 25
Essex Genuine (Windsor)		7 00
Island City Decorators' Pure.	6 85	7 00
Lily Pure	6 85	7 00
Moore's Pure White Lead		7 00
Monarch (Windsor)		6 60
Munro's Select Flake White.	7 10	7 25
Purity, C. O. Co.'s Ltd		6 50
Ramsay's Pure Lead	6 85	7 00
Ramsay's Exterior	6 60	6 75
Sterling Pure		7 00
Tiger Pure	6 85	7 00

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2, " "	0 06½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 5, 10 & 2½ p.c.; B.B caps, 5, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c ; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only ; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.: bags less than 25 lbs., 3c. per lb.; F.O.B Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarredwool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 70
3 " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an ' loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55 1 70
White Bros. English	2 00 2 05
Lafarge " cement in wood	3 40
Fire brick, Scotch, per 1,000	23 00 28 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in , doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lengths		3 30
3 " " "		4 00
4 " " "		5 28
5 " " "		7 26
6 " " "		8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 47½ p.c.
Copper tea and coffee pots, 42½ p.c.
Copper pitts, 27½ per cent
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent

EAVETROUGHS.

8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Hand delivery and creamery cans, 40 p.c.
Railway cans, 45 p.c.
Cream cans, 40 p.c.
Creamery trimmings, 75 and 12½ p.c

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	nd 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62½
Jowett's (English list)	27½
Spear & Jackson (English list)	15

FORGES

Blacksmiths portable, 135 lbs. 9 85

GALVANIZED WARE

Dufferin pattern pails, 45 per cent
Flaring pattern, 45 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz , doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS (SNAP AND RING)

Jute Rope, ½-inch....per gross	8 00
" " ⅝ " "	10 50
" " ¾ " "	13 50
Leather, 1-inch ....per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 5

SISAL HALTERS (SNAP AND RING

⅝-in. $9.00; 7-16-in. $10.20; ½-in. $11.40
9-16-in. $13 20; ⅝-in. $15.00.

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in	100 lb. net	7 25
" " 5-in.	"	7 00
" " 6-in.	"	6 75
" " 8-in.	"	6 50
" " 10-in. and larger		6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 00
over 12 in. " 3 50
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250; $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—
½ x 5 per gross 2 25
5-16 x 5 " 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent
Stove pipe eyes, kitchen and square hooks 60 p.c.

HORSE NAILS

M.R.M. cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box
Nos. 3	1¼ inch	$4 10
4	1½ "	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes

HORSE WEIGHTS.

Taylor-Forbes, 4½c.

ICE CREAM FREEZERS

White Mountain, 5c per lb

BLACK DIAMOND
ALEX·McARTHUR & CO·
LIMITED
MONTREAL.
REGISTERED TRADE MARK

WRITE US AT ONCE

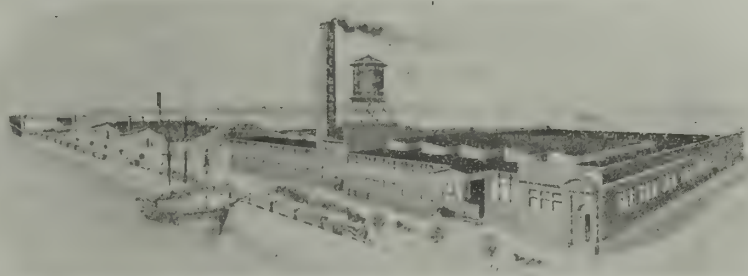
"READY" ROOFING AND "BLACK DIAMOND" TARRED FELT

When handling roofing and building papers it is to your advantage to supply your trade with the best, even if your profits are not so large, as a satisfied customer is your best advertisement—an advertisement that will greatly increase your business.

Our products can be easily laid by any ordinary workman, and are guaranteed to meet the requirements of every buyer. We also make a full line of Wrapping Papers.

"CYCLONE" AND "JOLIETTE" BUILDING PAPERS

RED S BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

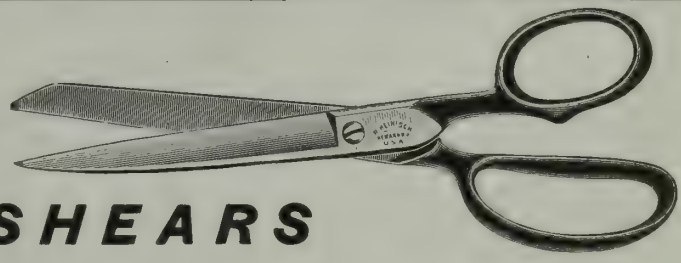
THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Increase Your Sales

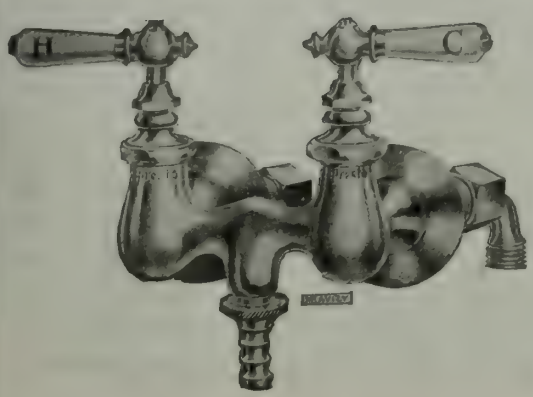
by selling goods that create enthusiasm among users. These kind of goods can be easily obtained in



HEINISCH SHEARS

The dealer will find it a pleasure to handle them as they bring good profits, and guarantee him against come-backs. High quality and perfect temper does it. We also manufacture Tailors' Shears, Trimmers, Tinners' Snips, etc. Ask your jobber for them.

R. HEINISCH'S SONS COMPANY **Newark, N.J., U.S.A.**



"Presto" Double Bath Cocks

Nickel Plated. With China Index Handles

"A QUARTER TURN GIVES A FULL OPENING"

Tails (Finished) Screwed for ½ in. Male I.P.

GOOD { METAL, PLATING, FINISH, DESIGN

We can quote you an attractive price. Write Dept. P.

T. McAVITY & SONS, Limited, ST. JOHN and WINNIPEG

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 35 per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" " wood "	0 50	0 80
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 108	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 6 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1¾—1¾ inch	2 75
2—2½ inch	2 65
2¾—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33½ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 3 85

OAKUM.

Plumbers ....per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 15 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Bungalese" and "Alaska" Nevada silver flatware, 42 p.c.

PINCHED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent

PLOUGH LINES.

Russian snap	per gross	30 00
Indian snap	"	25 00

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 10 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 09
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.	
Jute, ⅜ and upwards, 9c.; under ⅜, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	0 08½
Sisal bed cord, 48 feet, per dozen	0 65
Sisal bed cord, 60 feet, per dozen	0 80
Sisal bed cord, 72 feet, per dozen	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No 8, per lb 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent
Shurley & Dietrich, 40 and 35 per cent
Spear & Jackson, 40 per cent.

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45, Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 35 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65	1 00
North Bros., No. 30, per dozen		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70
Seymonr's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net 2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 5 per cent.
Tinners' trimmings, 75 and 5 p.c.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths		7 62
7 inch	" "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita....per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe....per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.		3 60
Lufkins, linen, No. 404, 66 ft., each		0 94
" steel, No. 264, 66 ft., each		3 50
Chesterman's linen, No. 1822, 66 ft. ea.		1 10
" Metallic, No. 1821		1 95
" Steel, No. 1840, 50 feet		

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Cbokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	189 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in			0 70
" " " 34 in			1 00
" " " 36 in			1 25
" " neckyokes, 36 in			1 65
" " doubletrees, 40 in			0 95
" " lumbermens, 44 in			1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35 hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian 50 per cent.

A Safe Investment
WITH A
Quick Return

IS SURE WHEN YOU LAY IN A STOCK OF

THE

JAMIESON PRODUCTS

WHETHER IN VARNISH. PAINTS, SHINGLE STAIN, ENAMELS OR ANY OF THE NUMEROUS LINES WE MAKE, YOU WILL ALWAYS FIND

100% Value
IN EVERY CAN

NO ONE CAN GIVE YOU MORE.

WE WOULD LIKE YOU TO KNOW OUR GOODS THE WAY WE DO.

OUR CATALOGUE WOULD HELP.

Why Not Get One?

R. C. Jamieson & Co., Limited
ESTABLISHED 1858
Owning and Operating
P. D. Dods & Co., Limited
Montreal and Vancouver

ALL LEADERS

MOORE'S MURESCO—The Best Wall Finish.
MOORE'S SANIFLAT—A Washable Flat Oil Paint.
MOORE'S T-45—An all-round Interior Varnish.
MOORE'S HOUSE COLORS—A Pure Linseed Oil Paint.

Write us for color card and prices.

Benjamin Moore & Co., Limited
WEST TORONTO

NEW YORK CHICAGO CLEVELAND

The Greatest Extremes of the Weather
Cannot Affect
Stephens
Structural Iron Paint

It is generally known that iron expands and contracts according to the temperature.



In Western Canada the temperature reaches such an extreme that in order to resist cracking and pulling off, the paint has to have the right elasticity as well as moisture-resisting qualities.

"Stephens" Paint has resisted the tremendous extremes of the Western climate for years and is especially adapted to such conditions.

Write us at once for color cards and agency proposition.

G. F. STEPHENS & CO.
LIMITED
WINNIPEG .:. .:. .:. CANADA
Branch at Calgary, Alta.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance) :—
2c. per word first insertion
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required.

BUSINESS CHANCES

NICE, SMART LITTLE HARDWARE BUSINESS for sale, in thriving western town. Turnover $12,000. Large district to draw from. Box 647, Hardware and Metal, Toronto. (11tf)

WE HAVE GOOD IMPROVED FARM NEAR Barrie—another near Guelph, that we want to exchange for up-to-date hardware business. Thornton Bros., Hardware Merchants, Bradford, Ont. (16)

HARDWARE BUSINESS, WELL ESTABlished. One of the best stands in west end of city, stock five thousand. Big yearly turnover. Will also sell building. Apply box 657. Hardware & Metal, Toronto. (15)

HARDWARE AND TINSMITH BUSINESS —established 20 years; stock new; terms to suit purchaser; money-maker; turnover $20,000.00; reasons for selling, "going west." Apply Box 656. (15)

CENTRAL ALBERTA.—GOOD HARDWARE business for sale in one of the best towns, mixed farming and dairying community, stock and fixtures about $5,500, in first class shape, one opposition. Box 648 Hardware and Metal, Toronto. (11tf)

FIRST CLASS HARDWARE BUSINESS IN Coronation, the liveliest town in central Alberta, for sale. $8,000 stock, well assorted. Building and fixtures either for sale or rent. For full particulars and terms address G. R. Farmer, P.O. Box 128, Castor, Alta. (16 tf)

HARDWARE AND PLUMBING—ONE OF the best established businesses in Toronto. Corner store; good location and lease; business increasing and profitable; stock about $4,000; good reason for selling; an opportunity. Box 660, Hardware & Metal, Toronto. (17)

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

SITUATIONS VACANT

EXPERIENCED HARDWARE CLERK wanted at once. State salary expected. Box 661, Hardware and Metal, Toronto. (16)

WANTED.—Hardware clerk with two or three years' experience, as second man. Apply with references and state salary expected to The Nelson Hardware Co., Ltd., Windsor, Ont. (16)

WANTED—YOUNG MAN WITH TWO OR three years' hardware experience as clerk in hardware store. Apply, with references, and state salary expected, G. H. Clark & Co., Niagara Falls, Ont. (15)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Avenue, Toronto, Ont. (tf)

WANTED—AN ENERGETIC YOUNG MAN with experience in running furnace, tinware and stove store, to take charge of retail store in Hamilton. Must have some capital, but will have our backing. State experience. This is a good opportunity for a practical man. Bowes, Jamieson, Limited, Hamilton. (15)

HARDWARE LINES WANTED

HARDWARE LINES WANTED ON A COMmission basis, covering western provinces. Canadian Specialty Co., Suite 307, Travis Blk., Calgary, Alta. (14)

SITUATIONS WANTED

EXPERIENCED MAN WANTS POSITION as bookkeeper, or to take charge of office work. Can do advertising, collecting, conduct correspondence, etc. Box 662, Hardware and Metal, Toronto. (17)

GENERAL HARDWARE — YOUNG MAN with three years' experience desires position; temperate, good salesman and stockkeeper. Can furnish best of references. Must be in first-class store. Box 658, Hardware & Metal, Toronto. (15)

A YOUNG SCOTCHMAN—ENERGETIC AND ambitious, with wholesale and retail experience, is desirous of making a change as first clerk, or taking charge of store; West preferred. Can furnish highest of references. Apply Box 659, Hardware and Metal, Toronto. (17)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 15 cents postpaid, or two sets for 25c while they last. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

ARTICLES FOR SALE

COMPLETE SET TINSMITHS' GASFITTING and plumbing tools for sale. M. J. Otto, Dunnville. (16)

THE PATENT FOR A NEW AND THE most efficient ventilator extant. Address the inventor R. M. Pancoast, Civil Engineer, Camden, N.J. (17)

PRINTING

CHEAPEST PRINTING ON EARTH—BOOKlets, Catalogues, Price List, Handbills, and any other fine Printing for the Hardware trade at fiercely competitive prices. Russell Smart, 40n, Chancery Lane, London, England. (15tf)

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white card marked 25c, 50c, 75c, $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set 25 cents postpaid. Technical Book Dept., 143 University Avenue, Toronto. (tf)

Interested ?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thonsands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches
All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal
MONTREAL TORONTO WINNIPEG

The Condensed Ads. in this Paper will bring good results

294 Adelaide St. W.,
Toronto, Ont.
March 28, 1912

Hardware & Metal,
Toronto, Ont.

Gentlemen :—

We are pleased to announce that we were to-day favored with a visit from Mr. Bert Hamilton of Hamilton & Stott, of St. Thomas.

While here Mr. Hamilton on behalf of the firm of Hamilton & Stott completed arrangements whereby they purchased from the Jones Register Co., of Toronto, their entire stock of Jones Registers, floor registers, borders and faces, wall pipes and fittings, and everything connected with the heating business formerly owned by the Jones Register Co., of Toronto. From this date Hamilton & Stott will be successors to the Jones Register Co., of Toronto, and all Jones Registers furnished to the trade in the Province of Ontario will be furnished by Hamilton & Stott, of St. Thomas.

The Jones Register Co. still retain the book accounts, and all collections of the Jones Register Co.'s book accounts will be made by the Jones Register Co.

Yours very truly,

THE JONES REGISTER CO.

A. O. Jones, Sec'y.



WINNIPEG READY ROOFING

Waterproof
Weatherproof

Made of the highest grade of wool felt, thoroughly saturated with non-drying gummy compound that remains soft and pliable in the extremes of temperature and is absolutely waterproof.

Samples and directions for laying on request.

THE WINNIPEG PAINT AND GLASS CO. LIMITED
EVERYTHING FOR A BUILDING

WINNIPEG CALGARY EDMONTON

NEW ERA PAINT
IS GUARANTEED

THE increasing demand for New Era Paint and its past record of service enable us to place a guarantee that it will outlast, cover more surface, hold its color better, stand more weather changes, and give a more brilliant finish than any high-priced paint you can buy. It is made to meet the requirements of the most critical painter. Write at once for prices.

STANDARD PAINT & VARNISH CO., LIMITED
WINDSOR, : : : : ONTARIO

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE



Merit is the basis of Success

and so we are rather inclined to be proud of, and to talk about, the long, seventy years long, success of

Ramsay's Paints

because every one of these years is a witness to the unqualified merit of our paints which have built up enviable paint trades for our various agents.

Why don't YOU be an agent too?

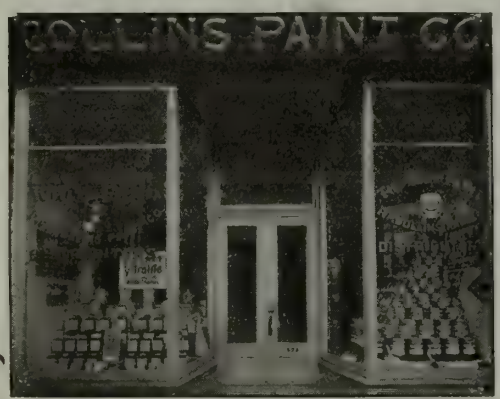
A. Ramsay & Son Co., Montreal

Paint Makers Since '42

Western Distributors—A. McBride & Co., Limited, Calgary; Revillon Bros., Limited, Edmonton; Bogardus, Wickens, Begg, Limited, Vancouver.

MAKERS OF GOOD PAINTS SINCE '42

105



Window Display—Pratt & Lambert Varnishes
Collins Paint Co.

Not a Single Complaint on Pratt & Lambert Varnishes in Ten Years

This letter **proves** Pratt & Lambert Varnishes **sell** through P & L advertising and varnish selling assistance which has **tripled** the sale of "61" Floor Varnish for P & L Dealers in three years; **tripled** the sales of Vitralite, the Long-Life White Enamel in less than one year. How much have your white enamel and floor varnish sales increased?

F. P. COLLINS PAINT CO.

White Lead, Paints, Colors, Varnishes, Oils, Turpentine, Brushes, Glass and Painters' Supplies

225 West Fayette Street
Syracuse, N.Y., December 12, 1911

PRATT & LAMBERT

Gentlemen:—We are glad to have the opportunity of expressing our appreciation of your **courteous** treatment and **hearty co-operation** in the sale of these celebrated goods. The writer has been identified with the paint business for upwards of twenty-five years, and is pleased to say that your several makes of Varnish seem to meet the needs and win the unqualified approval of our trade, not only in Syracuse but also in the many cities and towns of Central New York.

If there is such a thing as pre-eminence among your excellent brands, our trade would place Vitralite and "61" Floor Varnish a step in advance of the others. Reports from consumers indicate that these brands need no salesman. In the writer's experience as a dealer, he has yet to find there equal.

We are always glad to give credit where credit is due and assuring you that we are pleased to continue **pushing the sale of your famous products,** we remain, Very truly yours, F. P. COLLINS PAINT CO. FPC-W Per F. P. Collins (Signed)

Pratt & Lambert advertising is creating the same varnish selling demand in your town which will be greater than ever this Spring. You must decide for yourself whether or not you will take the sales and profits, but first, so you may consider the facts,

WRITE NOW FOR P & L DEALERS' PROPOSITION

PRATT & LAMBERT-Inc.

VARNISH MAKERS, 24 COURTWRIGHT STREET, BRIDGEBURG, ONTARIO

FACTORIES:— BRIDGEBURG, CANADA NEW YORK BUFFALO CHICAGO LONDON PARIS HAMBURG

Make Yours a Canada Paint Store

Did you ever think of the convenience and advantage of having your entire stock of paints, varnishes, colors, stains and accessories all supplied by the same manufacturer? It gives your store a marked identity, and customers are impressed when they find that every package bears the name of one well-known manufacturer whose name and reputation for good quality have been established nearly fifty years. You can purchase anything you require of us, from calcimines to the finest enamel. Our sundry line is large enough to handle any demand. In addition you have the satisfactory knowledge that everything you buy of the Canada Paint Company is not only absolutely reliable, but represents the best value obtainable for the money. You know that any C. P. product may safely be sold to your most particular customers and will give them entire satisfaction in appearance and service. Why not make your store a Canada Paint Store? Replenish your old stock as it runs low with C. P. goods. When your entire stock bears the C.P. label you know you haven't an inferior article in your store. C. P. products are medium priced—neither high nor low—and pay as good a margin of profiit as any reputable goods can.

THE CANADA PAINT COMPANY
LIMITED

MONTREAL TORONTO WINNIPEG

Glidden

Challenges Comparison

Our terms are Sixty Days—some varnish houses give four months.

Why should you deal with Glidden?

There's just one answer, Mr. Merchant: The quality of the goods and the profits to you.

The Glidden discount is so much more generous than the discounts made by other varnish houses that *the discount discounts the terms.*

The discount we offer the trade on Green Label Varnishes, Stains and Specialties makes it possible for you to *make more money* absolutely regardless of four months'—five months'—or six months' terms, and Glidden's Green Label Varnishes are in a class by themselves.

Have you been reading our advertising in the painters' publications?

We challenge any painter in the land to send us a sample of any exterior varnish equal in quality to Glidden's M.P. Durable Exterior, or any interior varnish equal to Glidden's M.P. Durable Interior, or any floor varnish equal to Glidden's M.P. Durable Floor.



We are giving this challenge bold advertisement in the Master Painter, The Painter and Decorator, The Modern Painter, Practical Decorator, Painters' Magazine, Cement World, American Carpenter and Builder, etc.

That is the sort of challenge that shows *faith* in the quality of our goods, and the painters know it.

Write for our New and Most Generous Proposition to the Trade on Green Label Varnishes, Endurance Wood Stains, Endurance Colorspar, and Specialties. Use the attached coupon.

THE GLIDDEN VARNISH COMPANY

Factories:
CLEVELAND, Ohio TORONTO, Canada

Branches:
NEW YORK—CHICAGO—LONDON

THE GLIDDEN VARNISH COMPANY,
Toronto, Ont.

Gentlemen:

Send me full particulars on your Dealers' Offer on Green Label Varnishes, your Special Offer on Endurance Wood Stains and your Gold Premium Offer on Endurance Colorspar, understanding it will place me under no obligations.

Name .....

Address .....

GREATER SALES-GREATER-SATISFACTION-GREATER—PROFIT



It is the quality the manufacturer puts into his paint that gives the greater satisfaction — that makes greater sales possible, and returns the greater profits to the paint dealer. The dealer who handles

Martin-Senour Paint
100% Pure

finds his business growing as a result of the presence of the quality of *lasting service, non-fading color, luster, free flowing, surface covering capacity* put into paint by its makers. If you want the greater sales and the greater profits that come as a reward for greater satisfaction, sell Martin-Senour Paints. Don't put off writing for the agency

THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paint

Montreal **Chicago** **Winnipeg**

MARINE VARNISH

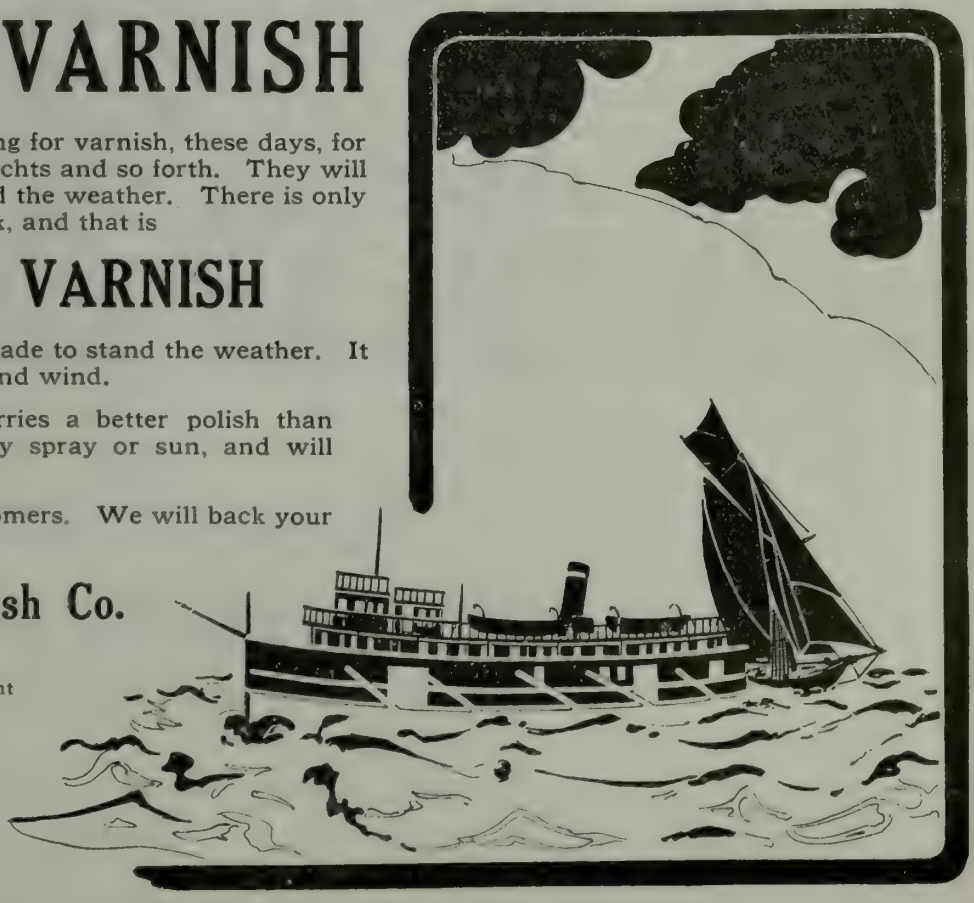
Your customers will be looking for varnish, these days, for their motor boats, canoes, yachts and so forth. They will want a varnish that will stand the weather. There is only one best varnish for this work, and that is

DOUGALL VARNISH

Dougall Marine Varnish is made to stand the weather. It is impervious to water, sun and wind.

Dougall Marine Varnish carries a better polish than any other, is not affected by spray or sun, and will not turn white.

Recommend it to your customers. We will back your guarantee.

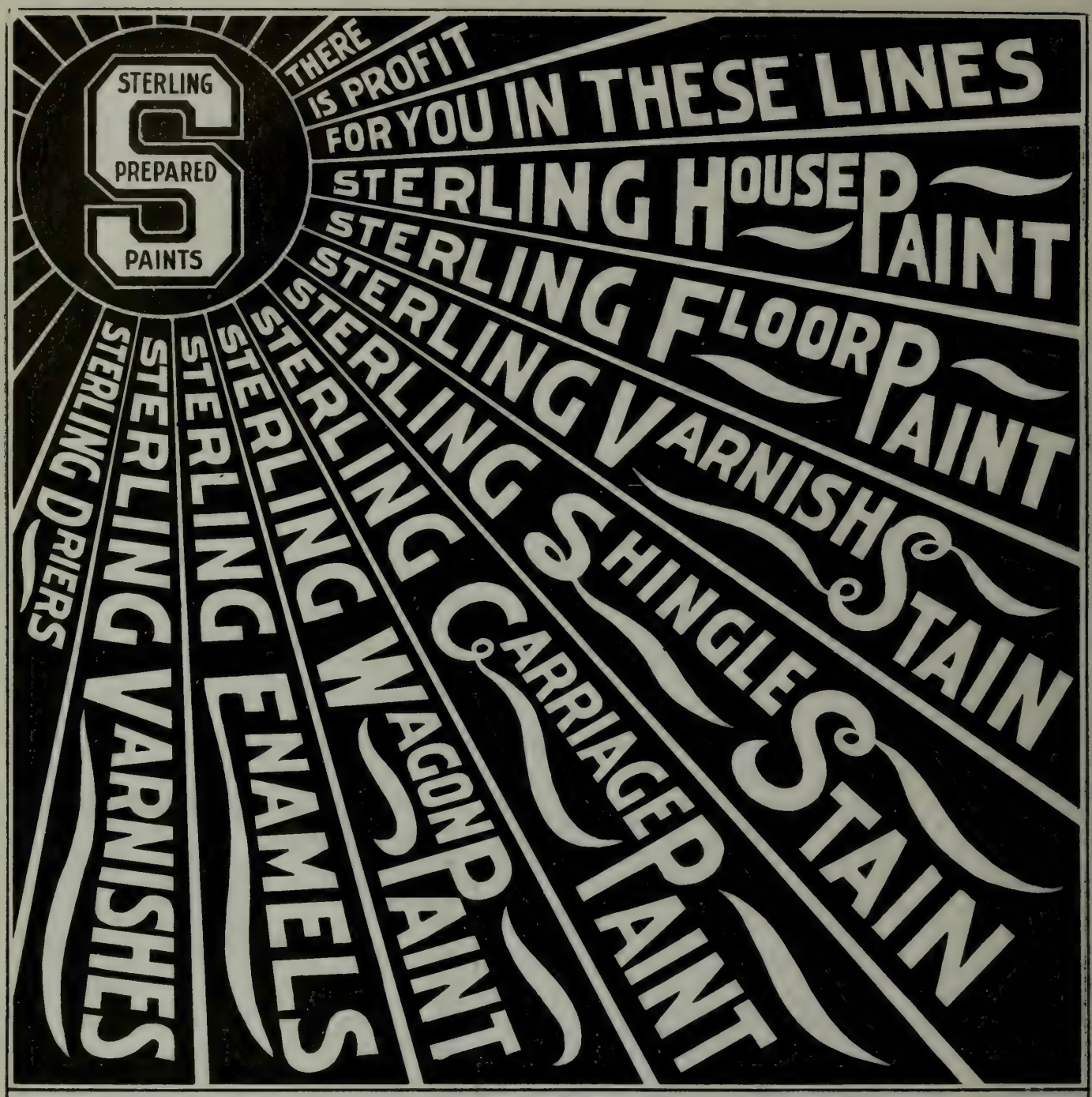


The Dougall Varnish Co.
Limited

J. S. N. DOUGALL, President

305 Manufacturers Street
Montreal

Associated with
Murphy Varnish Co., U.S.A.



The Demand for "Sterling" Brands is Proof of its sterling quality.

CANADIAN OIL COMPANIES, LTD.

TORONTO

Halifax St. John Montreal Quebec Winnipeg Calgary
Edmonton Hamilton London Ottawa

Our Business Is Built On a Rock

—alabaster rock, from which is made the only pure, permanent and sanitary wall-coating—

ALABASTINE

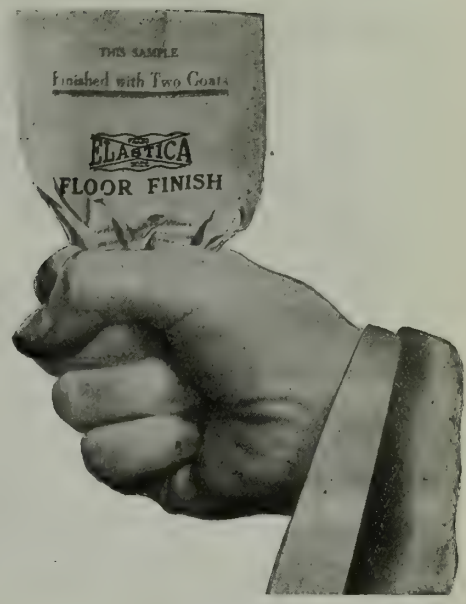
When a room is being papered or kalsomined you know the trouble and unpleasantness it involves—the rubbing and washing and scraping. And you know how soon Kalsomine decays and rubs or scales off. But **ALABASTINE** is a cement which hardens on the wall—becomes a part of it and does not need to be scraped or washed off when a fresh coat is applied. In fact, each new coat improves the wall.

Why not build up your trade on the alabaster rock which has been so sure a foundation for our success? We help with our advertising and supply you with catalogues, show cards, banners, tint cards and posters. But the greatest help is **the genuine value of Alabastine.**

Remember that Spring rush and ORDER NOW, direct or through your jobber.

The Alabastine Co., Ltd.
PARIS, ONTARIO

A Test That Will Convince YOU!



May we send you a sheet of paper coated with the celebrated

ELASTICA TRADE MARK

Floor Finish

By a few simple experiments you can prove to your own satisfaction just how good it is.

Roll it in a ball, crush it, stamp on it, wet it, and you will notice the varnish has neither cracked nor turned white.

Is not such a finish a line of sterling merit it will pay you to feature?

International Varnishes have been supreme in quality for over 40 years, and each can contains full Imperial Measure, not wine or short measure.

Write for details of our proposition.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

Canadian Factory of Standard Varnish Works

New York Chicago London Berlin
Brussels Melbourne

Largest in the world and first to establish definite standards of quality.

K 47

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

MAXWELL WHEELBARROWS SUIT EVERYBODY



From the big contractor to the man whose garden is his hobby, every man can find exactly the type of wheelbarrow he needs in the Maxwell line. You'll be surprised at the amount of trade you can do in these barrows if you show a good assortment, and make a point of drawing to them the attention of the scores of men who ought to have a first-class wheelbarrow, but haven't. Nine styles, all strong, well balanced and durable.

David Maxwell & Sons, St. Mary's, Ont.



Open Ring Cow Ties

ELECTRIC SWELL WELD CHAIN



Closed Ring Cow Ties

25% more { WELD STRENGTH WEAR }

{ MADE IN CANADA AND SOLD BY JOBBERS }

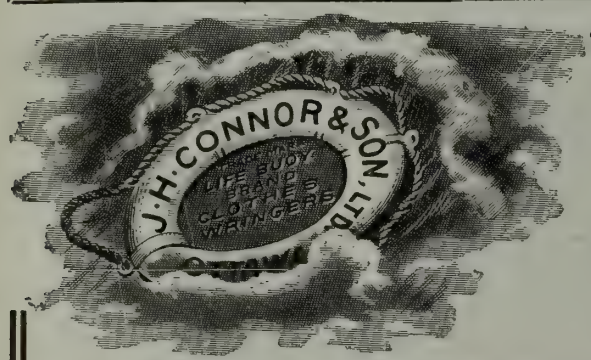
25% more { ORDERS SALES PROFITS }

Made by

Office: BUFFALO, N. Y.

McKinnon Chain Company

Factory: ST. CATHARINES, ONT.



Connor Washers and Wringers

All dealers who handle our goods are enthusiastic over the satisfaction they are giving. They have features that place them beyond price-cutting competition.

Write for our agency proposition and prices; also full particulars.



J. H. CONNOR & SON, LTD., OTTAWA, CANADA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta
Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

Galvanized Ice Boxes and Refrigerators



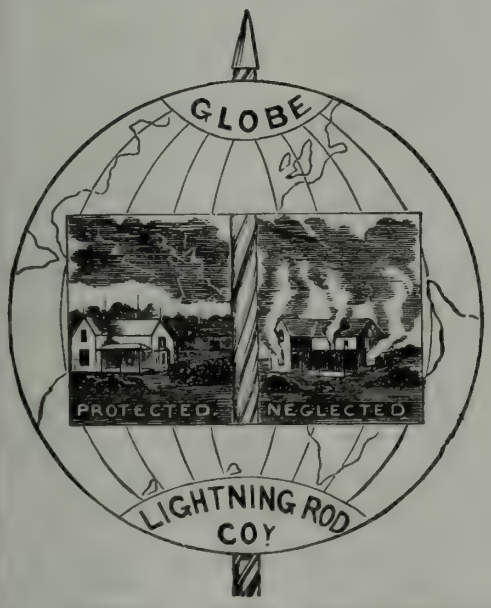
No. 1—28 1/4 x 16 3/4 x 16 1/4 in. Heavy Galvanized Iron.
Outlet to drain ice compartment.
Japanned and Oak Grained.

No. 3—23 x 17 x 16 in.
Double Galvanized Walls and Cover.
Nickel-plated faucet to drain ice chamber.
Japanned and decorated.

Write for prices

E. T. Wright & Co.
(H. G. Wright)
Hamilton, Canada
Agencies at Toronto, Winnipeg, and Vancouver.





WANTED—Live Dealers

TO HANDLE OUR COPPER COVERED STEEL CENTRE LIGHTNING ROD

The Oldest Established Business of this kind in Canada.

Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

WRITE TO-DAY FOR SAMPLES AND FULL PARTICULARS

Hamilton Brass Manufacturing Co.

(Successors) Limited

Hamilton, ∴ ∴ Ontario

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

Screw Hook and Strap Hinges



Remember that all the goods manufactured by us are guaranteed to be of the finest quality and best finish. Whether you are ready to purchase at once or not, you should have our catalog and discounts.

WRITE TO-DAY—a post card will bring it to you.

Montreal Hardware Mfg. Co., Limited

Manufacturers of Butt Hinges, Light T and Strap Hinges, Heavy T and Strap Hinges, Hinge Hasps, Screw and Strap Hinges, Latches, Door Bolts, Hitching Rings, etc.

Montreal **Canada**

Easy to Sell - Always Satisfactory

Our washboards have an appearance that pleases the customer and assures quick sales.



The extreme high quality and the excellent finish of

CANE'S
Washboards

have won for them a recognized superiority.

A few of our best grades are the IMPROVED GLOBE, ORIGINAL GLOBE, DIAMOND KING, AND STANDARD GLOBE, BEAVER (Brass), NEPTUNE (Fancy Crimp Zinc).

Washboards are only one of the many lines we handle.

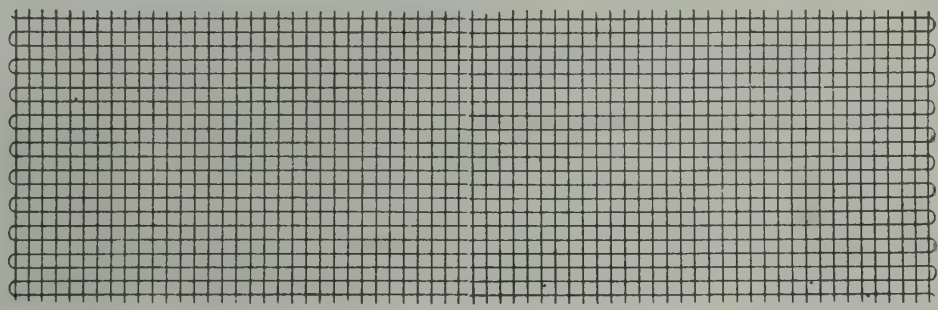
Write for catalog on CANE'S WASHDAY WOODENWARE—they ensure good profits.

The Wm. Cane & Sons Company
LIMITED

NEWMARKET, - - ONTARIO

GREENING'S
Antique Rustless Bronze Screen Cloth

should be used in every better class of building.
Every Hardwareman should stock one or two rolls.



Ask your jobber for samples and full particulars.

THE B. GREENING WIRE CO., Limited
Hamilton, Ont. Montreal, Que.

GLASS
of Every Description for Buildings

Have you placed your Import Order for **GLASS?**
Obtain our Prices.

Quality and Delivery GUARANTEED.
Prompt Shipment.
Stock Orders
Write Us.

HOBBS MANUFACTURING CO. LIMITED
OFFICES AND FACTORIES
London Toronto Winnipeg Montreal



There's a Big Demand Among Miners and Sportsmen

for a lamp that gives high lighting efficiency at low cost and that will stand up under long hard service with minimum of breakage or loss of parts.

Maple City Acetylene Lamps

fill this demand. They have many strong selling features to be found in no other acetylene lamps and every lamp is thoroughly guaranteed. Our broad advertising campaign is creating a specific demand for Maple City Lamps that you can easily turn to profits. *Write to-day for our special Selling Proposition.*

MAPLE CITY MANUFACTURING CO.

MONMOUTH, ILLINOIS, U. S. A.

Get Our Prices and Get to Thinking, That is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.





YOUR sales will be materially increased by handling the Aylmer Metallic Ring Sprayer, the best hand pump made in Canada. No soft packing to give you trouble, a pump that gives perfect satisfaction to your customer in every instance.

Write for Prices and Discounts.

The Aylmer Pump & Scale Co., Limited

AYLMER, :: ONTARIO

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Montreal, Dec. 4th 1905.
J. W. Harris Mfg. Co., Ltd.
Montreal, Que.
Gentlemen :—
It pleases me to be in a position to state that the "Zephyr" Ventilator placed on my chimney is giving me the greatest satisfaction
The smoke which we used to have in the house has completely disappeared, owing to the good work of your "Zephyr" Ventilator.
I remain, gentlemen,
Yours truly,
T. A. GAUTHIER,
128 St. Elizabeth St.

Made by

The J. W. Harris Mfg. Co., Ltd.

Contractors

Montreal



Famous Red Jacket "So-Easy-to-Fix" Pumps

Made by RED JACKET MFG. CO., Davenport, Iowa

The old wood pump idea embodied in an iron pump. Absolutely *different* from all other makes. *So Easy to Work.* Valves can be removed and repaired, when necessary, without tearing up platform or taking pump from well.—*"So-Easy-to-Fix."*

Get the exclusive agency for this line of exclusive features and control the pump trade of your locality.

Write the nearest of these Jobbers:

ROSS BROS. Ltd., EDMONTON | **CANADIAN FAIRBANKS-MORSE CO.,** WINNIPEG - - - SASKATOON | **METALS Ltd.,** CALGARY

MR. DEALER:

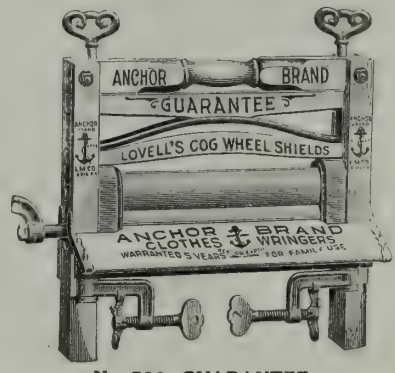
You know that the principal cost of a wringer is the rolls. We make our own rolls and our name stands behind them. They are best.

ANCHOR BRAND WRINGERS

are live stock.

They look well—wear better—sell best.

Lovell Manufacturing Company, - Erie, Pa.



No. 790, GUARANTEE

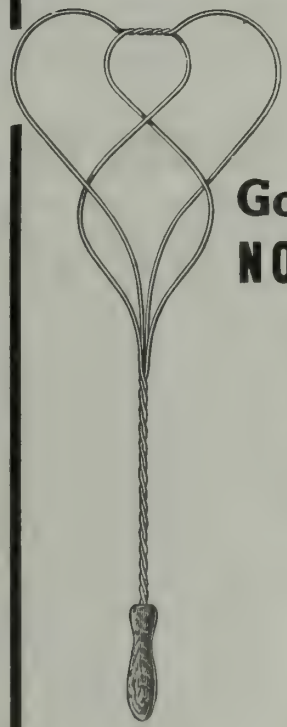
"Try Us for Service and Quality"

We carry a large stock of **Wholesale Plumbers' Supplies,** from which we can make immediate shipments.

Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.

WINNIPEG.



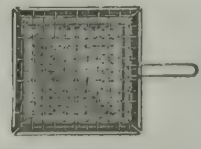


Goods For Your NOTION COUNTER

We have a large variety of household necessities that will prove a very profitable addition to your notion department.

These goods are A1 Quality—it will pay you to stock them at once.

Write for catalogue and prices to-day.



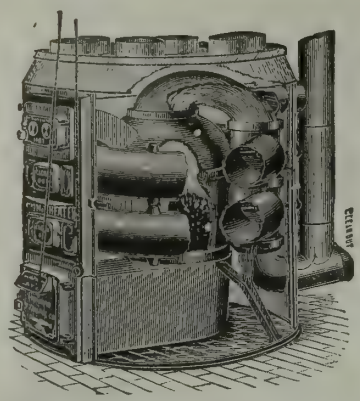
Andrews Wire Works of Canada, Ltd.

Watford, Ont. Rockford, Ill.

IT'S QUALITY AND ADVANTAGES THAT MAKE

CANADIAN HOWARD DOUBLE RADIATOR FURNACES

THE CHOICE OF MOST BUILDERS



The "HOWARD" Furnace means an enormous economy in fuel to the user, as the heat and gases have to pass through two radiators, thereby greatly reducing the heat by the time it reaches the smoke pipe, which, in the ordinary furnace would go up the chimney.

We employ only the most skilled mechanics and use only the best materials in the manufacture of this furnace.

Mr. Dealer, if you want to handle a line that will prove completely satisfactory to your customers, and a money-maker for yourself, investigate the HOWARD. Remember it is absolutely guaranteed. Write us for particulars.

The C. NORSWORTHY CO., Ltd., St. Thomas, Ont.

CANADIAN TUBE & IRON CO., LIMITED Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR JOBBER FOR

CT

TRADE MARK
BRAND

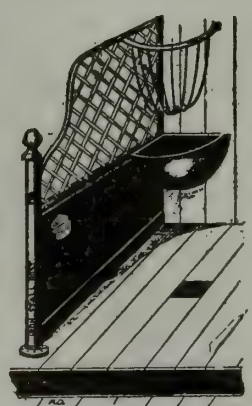
OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

CT

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works: Lachine Canal

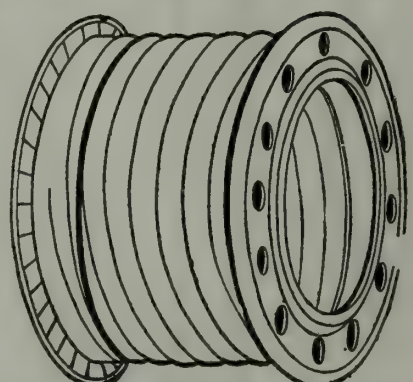
IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

O.K. THIMBLES

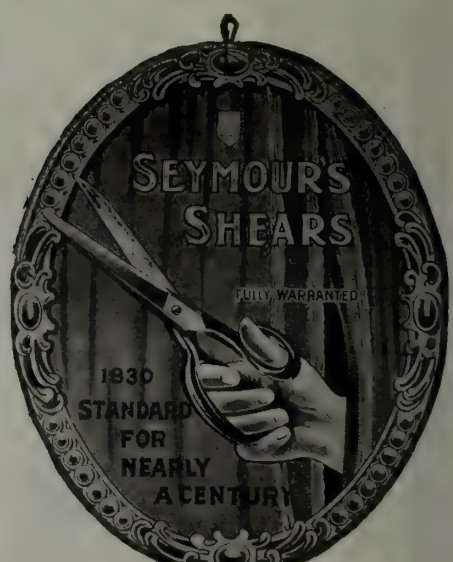


Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

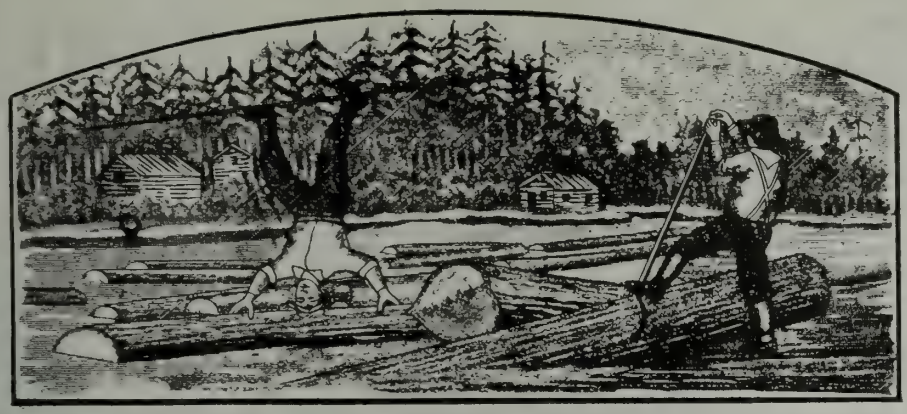
METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

FOR SALE BY JOBBERS OR BY THE MANUFACTURERS.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.
We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List. **Long Distance Phone No. 87.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

T. PINK, Manufacturer of LUMBER TOOLS

PEMBROKE, ONT.





Poor Drills Will Not Make the Best Drill Press Efficient

The drill is the heart, the real vital spot, in all drilling jobs.

W & B Drills and Reamers eliminate the doubt of efficiency from good presses. They are known in progressive shops for their strength and toughness. They have real ability to lessen operating cost—increase production—and they therefore exert a favorable influence towards greater profit on output.

"W & B Diamond" Twist Drills and Reamers stay better, more accurate and have greater cutting ability—for a longer time than ordinary tools. They are guaranteed to possess just the right degree of toughness to resist wear and to resist breaking under severe duty strains. Made in both Carbon and High Speed Types. "W & B Diamonds" can be had of all large city jobbers. Write us for full details.

Trade  **Tools of Quality Bear These Marks**  Marks

The Whitman & Barnes Mfg. Co.

Established 1854 **ST. CATHARINES, ONT.**

STOCKS CARRIED AT WINNIPEG AND MONTREAL



WASH BOILERS That Will Prove Rapid Sellers



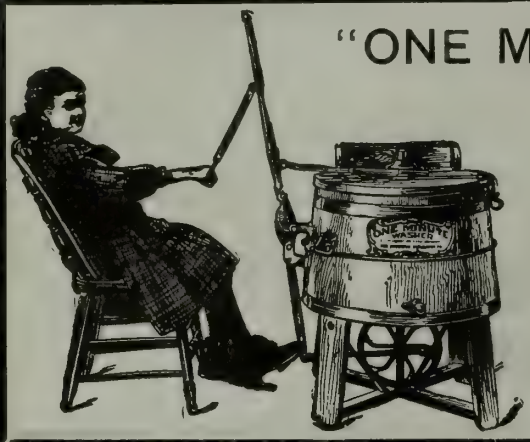
These boilers are positively hand made from start to finish.

Each one has a heavy steel wire rod which assures strength and durability.

All seams are carefully soldered. We make all grades of Copper, Tin and Galvanized ware, each guaranteed to give the buyer his money's worth.

Write for catalog on all our lines—our prices will interest you.

SOREN BROS., Cor. King & Niagara Sts., Toronto



"ONE MINUTE" Washers & Wringers

Imitated in Construction—Unequalled in Quality

This machine will increase your washer profits.

It contains all the qualities that are essential to make it the most satisfactory to both dealer and user.

Communicate with us NOW and get full particulars. It will pay you.

ONE MINUTE WASHER CO., TORONTO

MacKENZIE BROS., Winnipeg, Man., Sask. and Alberta
CANADA STOVE & FURNITURE CO., Montreal



Corbin Glass Knobs

are like beautiful jewels in fine settings. Large variety of designs. Particulars on request.

P. & F. CORBIN

SUCCESSORS
The American Hardware Corporation
NEW BRITAIN, CONN.

RED CROSS CHEMICAL CLOSETS

(PATENTED)

Indorsed by all PUBLIC HEALTH OFFICIALS, ARCHITECTS, INSPECTORS and SCHOOL BOARDS throughout the Dominion.

The ONLY ODORLESS AND SANITARY CLOSETS MANUFACTURED. All OTHERS advertised ARE IMITATIONS of our goods.

ALWAYS ask for "RED CROSS" Chemical Closets, and get VALUE and PERFECT SATISFACTION for your money. "RED CROSS" STANDS FOR QUALITY, AND WE ARE BEHIND OUR GUARANTEE.

We were again awarded the DIPLOMA and MEDAL for Exhibit of "RED CROSS" Closets, by the WINNIPEG INDUSTRIAL EXHIBITION ASSOCIATION for the year 1911.

You need our closets, we need your money—let's trade.

Write for trade prices and catalogue to

RED CROSS SANITARY APPLIANCE CO.

GRIMSBY, ∴ ONTARIO

R. HARRIS & CO., Ltd.
1107 Langley St.,
Victoria, B.C.

F. E. CHAPMAN,
240 Chambers of Commerce.
Winnipeg, Man.

IMPERIAL STANDARD SCALES

Crown Beam Portable Platform Scale

The Beam, standing above out of the shadow of the Cap, can be more easily read. This construction makes the Scale more compact, and it takes up less room, as no part projects past the sides of the platform.

This Scale is fitted with ROTARY AXLE, which will allow of its turning within its own length.

CAPACITIES: 600 Lbs. to 2500 Lbs.

This is one of the many popular styles of Imperial Standard Scales.

We make 400 varieties.

Our 128-page Catalog is a book you ought to have.
GET OUR PRICES



The Burrow, Stewart & Milne Co.,
LIMITED

Factory and Head Office: HAMILTON, ONT.

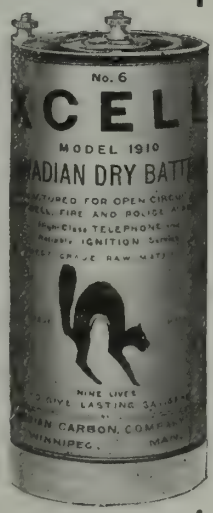
Warehouses and Offices at Montreal and Toronto

Western Customers please address

THE BURROW, STEWART & MILNE CO., Limited
130 JAMES AVE., WINNIPEG, MAN.

"Made in Winnipeg"

is a good thing to tell Western customers about a dry battery you are going to sell them It means that they get a ***FRESH*** cell every time.



X CELL
DRY BATTERIES

are being strongly advertised throughout the West. A better battery *isn't made.* Order from any Western jobber and you'll get *fresh* stock, absolutely.

CANADIAN CARBON CO., LIMITED
WINNIPEG

Sell "Safe-Lock"

the strongest fence made.

Before you order any more fencing, just note the "Safe-Lock"—it cannot slip.

Strand wires in the "SAFE-LOCK" Fence do not have to lose strength by being kinked—the lock holds without it.

This feature is a great selling point—it means greater strength, greater durability, greater value for your customer's money.

The man who has the "Safe-Lock Agency in you locality will just naturally get the bulk of the trade.

You be the man—write us for Catalog and Prices
Write us to-day.

The Owen Sound Wire Fence Co., Limited

Owen Sound, - - Ontario

Western Agents

Brandon Safe-Lock Fence Co.

Brandon, - - Man.



Stanley Tools

No. 50½ MITRE BOX

This has a single piece Frame, both the Base and the Back of which are accurately machined.

The Saw Guide Uprights are steel rods and carry the Saw Guides in which the saw works. The Uprights, which are instantly removable, are adjustable.

The special feature of these Boxes is that any ordinary Panel Saw may be used in place of a Back Saw if desired. A strong and accurate tool at a moderate price.

No. 50½ List Price each $5.50
No. 60½ with 20 in. Back Saw " " $7.50

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

COPYRIGHTED 1905 BY THE STANLEY RULE & L. CO.

We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES

These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.

THE LAIDLAW BALE-TIE CO., LIMITED, - HAMILTON

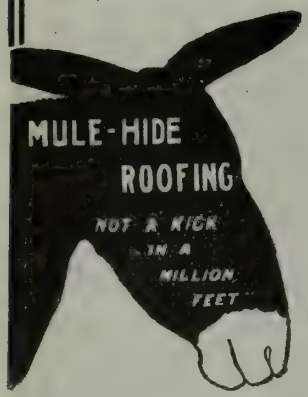
GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.



"MULE-HIDE"

HIGH GRADE ROOFING

IS THE CHOICE OF EVERY DEALER AND USER WHO KNOWS.



The weather-resisting qualities of this roofing are far beyond comparison. Service has proved Mule-Hide Roofing to be the most economical on the market.

A ten-year, ironclad guarantee, of money back if not as represented accompanies every order that leaves our works.

Our proposition spells good profits for the dealer—write for it at once.



THE DOMINION ROOFING COMPANY

31-33 Front Street East, Toronto, Can.



Artistic Stove Pipe Registers

This design is a favorite of contractors and builders. It will help your sales.

Send for our circular No. 1342 of business building hardware specialties —We make a large line of goods for the summer season.



Stover Mfg. Co.

709 East St., - Freeport, Ill.

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE THE GARLOCK PACKING CO. HAMILTON CANADA MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

Tinned Sheets

ALL GRADES

M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

Toronto

The "IDEAL" LAWN FENCE

"An Attractive FENCE Which Pays An Attractive PROFIT"

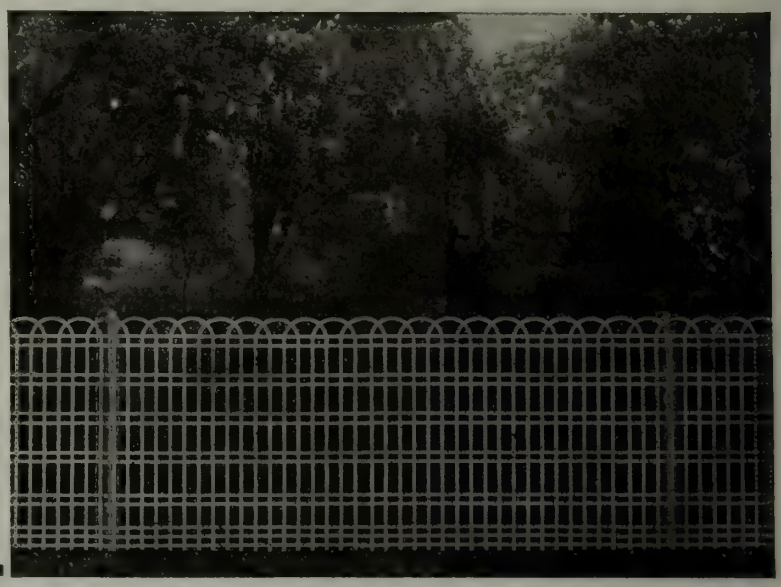
The Ideal Fence appeals to the public because it is neat and ornamental, very strong and not expensive. Has a close mesh which keeps chickens and small animals out of the yard.

The Ideal Fence not only affords protection to the lawn, but adds greatly to the appearance of any place in which it is erected.

One very important feature about Ideal Lawn Fence is that it is made of No. 9 hard steel evenly galvanized wire. No soft or cabled wire is used, so that when once erected it does not stretch, but maintains its original appearance without bagging or sagging.

This fence can be put up quickly, and at a small cost, by anyone, and will accomplish the same result of efficiency and appearance as an iron fence costing many times as much.

Write for our catalogue and prices now and catch the Spring trade.



THE

McGregor, Banwell Fence Co., Limited

WALKERVILLE, ONTARIO

McFARLANE'S Common Step-Ladder



This is a good substantial Step-Ladder, being made of good clear lumber with hardwood steps nailed together.

SEND FOR CATALOGUE

McFARLANE LADDER WORKS

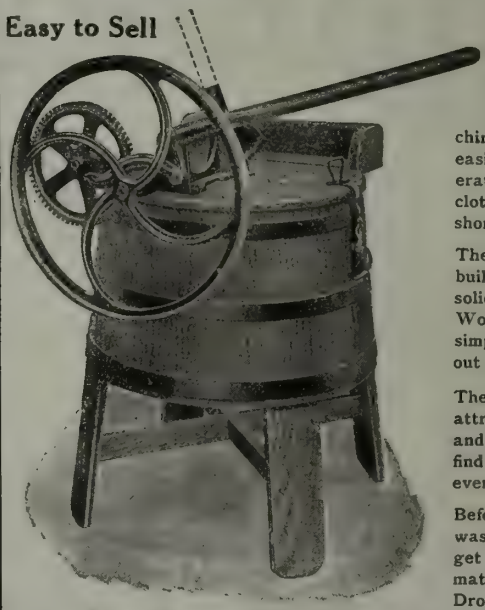
Tel. M. 2038 158-160 River St., TORONTO, ONT.

"THERMO"

The Washer

That makes the Washday Bright

Easy to Sell



Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial, Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

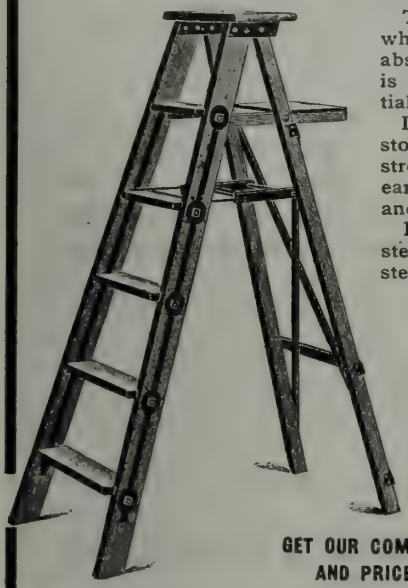
Before restocking your washer department get full descriptive matter and prices. Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON, CANADA

Edwin Schofield (Eastern Agent), Canadian Express Bldg., Montreal; F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

GET YOUR TRADE ACQUAINTED WITH THE

FAULTLESS LADDER



This is a ladder upon which every user can absolutely depend, as it is strongly and substantially built.

It is made from clear stock and has wide steps, strong galvanized steel ears rivetted to the top and bottom.

Has iron rod under each step, having a galvanized steel washer at each end of sufficient size to cover the nails and hold the step, thereby preventing them from working out as is often the case.

Equipped with **BOYER'S FAULTLESS LOCK.**

Made regularly 4 to 10 feet, and extra heavy 10 to 16 feet.

GET OUR COMPLETE CATALOG AND PRICES AT ONCE.

The Stratford Mfg. Co., Limited
STRATFORD, - CANADA

Why Buy the "Near Brand" when the Best is Procurable?

THE L. MARTIN CO.'S
Old Standard, Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACK

IS THE BEST

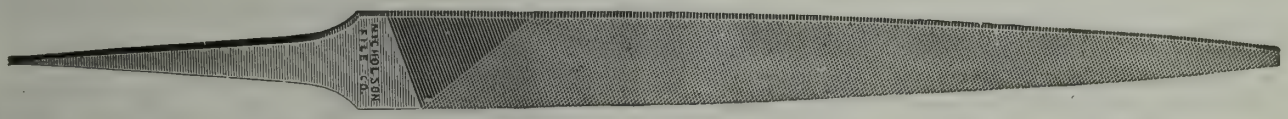
AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.
Manufacturers of the
Highest Standard Lampblacks
for all purposes
ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.



Best Files for Every Purpose

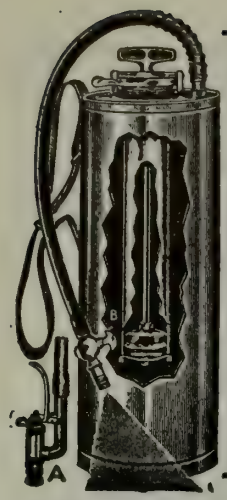
are Nicholson-made Files. We have the machinery, the methods and the steel that a specialized file-making experience of nearly fifty years proves to be the best. Nicholson-made Files have come to be the standard of file quality all the world over. These are the well-known factory brands made by the Nicholson File Co. in Canada:

"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McCLELLAN" "KEARNEY & FOOT" "J. B. SMITH"

Live Hardwaremen throughout Canada find it very profitable to push some or all of these lines as their specialties in files. Try it. Your jobber can supply you.

Nicholson File Co., - - Port Hope, Ont.





The Demand

for Sprayers of all sorts is growing rapidly. We [claim] to have the best **AUTOMATIC COMPRESSED-AIR SPRAYER** on the market at the price.

It is light, easily handled, does the work quickly and well and is cheap.

It will pay you to have it in stock.

Send for description and prices.

CAVERS BROS., Manufacturers
GALT, ONTARIO



STEP LADDERS

4 TO 12 FEET

The Best Ladder at the price.
Clear Norway pine sides.
Hardwood Steps --- malleable iron clamp.
We also make
Curtain Stretchers, 3 styles.
Tub Stands, Clothes Bars,
Ironing Boards, Etc.

Send for catalogue

OTTERVILLE MANUFACTURING COMPANY, LIMITED
OTTERVILLE - - ONT.



FLEXIBLE Metallic Gas Tubing

This is an article that every dealer should handle—because it is the most economical to the user—because it yields a good profit as well. It will not kink, burn out or rot and is just as light and flexible as rubber. Made in either steel or copper. Write NOW for circulars and prices.

F. J. SCHUCH
19 JARVIS ST., TORONTO, CAN.

Cap Screws, Set Screws, Studs
Special Milled Work
Gold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company
LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO.	VANCOUVER
OTTAWA	CANADA	ROSSLAND

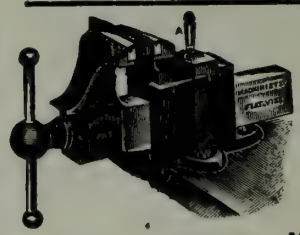
BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

Do Not Be Misled by Inferior Imitations.



There is but one

PRENTISS VISE

Made by

Prentiss Vise Company

Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

Sole Agents for Canada: A. Macfarlane & Co., Coristine Bldg., Montreal.
Sole Agents for Great Britain: Chas. Neat & Co., 112 Queen Victoria St., London, E. C.

BEAR BRAND LAMP BLACKS



Have The Quality That Customers Demand

We are the largest manufacturers of Lamp Blacks, Ivory Blacks, Bone Blacks, Drop Blacks, Mineral Blacks, and Cement Blacks in the world. These products are of one quality—the best, and we aim to keep them so. A trial order will convince you.

WRITE TO-DAY

Wilckes Martin Wilckes Co.
NEW YORK, N. Y. U. S. A.

No Horse Can Break the



Makes no difference how he lunges, jumps or jerks. No difference who hitches up, the hames will be tight and exert the same pressure every day. So good that we guarantee it and authorize you to refund the price to any dissatisfied user. Sells for 25c. but leaves you a profit of 50 per cent., or $1 on every dozen. Costs you $2 a dozen. See "Kling" on the lever. Descriptive circular on request.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.
Sole manufacturers of the Klingsnap and Kling Hame Fastener.
D. C. Ross & Co., 56 Colborne Street, Toronto, Ont.
Canadian Distributing Agents

UTICA PLIERS

UTICA PLIERS can be depended upon to DO the work. Each Plier is tested before leaving the factory, and guaranteed to give ABSOLUTE satisfaction.

Any tool bearing the Utica trade mark has our "MONEY BACK IF NOT SATISFACTORY" guarantee behind it.

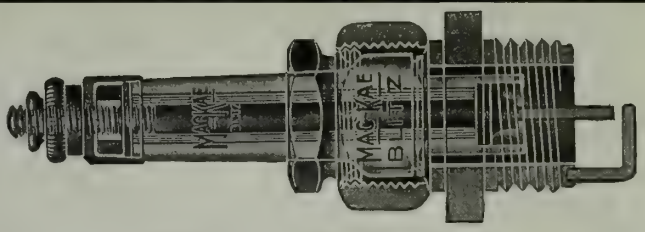
"THE PLIER THAT FITS THE HAND"

Let us send you prices and catalogs.

UTICA DROP FORGE & TOOL CO., Utica, N.Y.

SOLE CANADIAN AGENTS

SMITH HARDWARE CO., Ltd., 240 Lemoine St., MONTREAL



"BLITZ" SPARK PLUGS

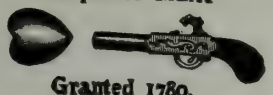
cannot short circuit; the inner wire, through the porcelain being protected by a mica tube. The porcelains are imported, and the plug in general is assembled of parts of the highest quality throughout. Made in all sizes.

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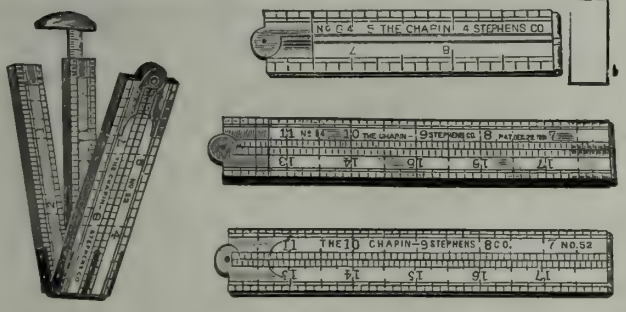
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Sheffield, England

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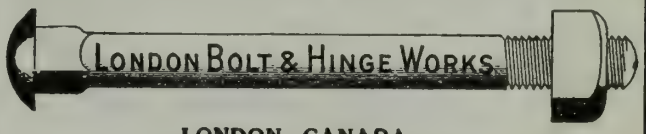
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UNION FACTORY
PINE MEADOW, CONN., U.S.A.

Pole Line Hardware

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SQUARE WASHERS
ROUND WASHERS

MACHINE BOLTS
CARRIAGE BOLTS
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Plain or Galvanized

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"Empire" Plaster Board combines lathing and fireproofing in one simple operation.

The "Empire" Brands of Wood Fiber, Cement Wall and Finish Plasters.

We shall be pleased to send you our specification booklet.

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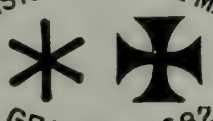
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By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK



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Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

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Battery Zincs, Fuse Wire, Wire Solder

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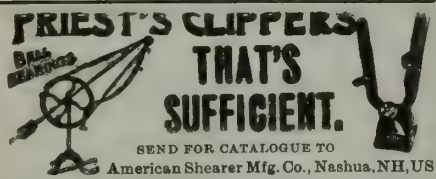


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All Foundry Supply Jobbers.

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Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

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Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

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Castings of all Kinds.

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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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One pair with Screws in a Neat Box.
Write for Samples and Prices.

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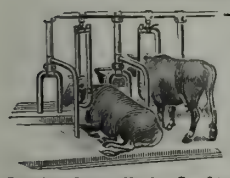
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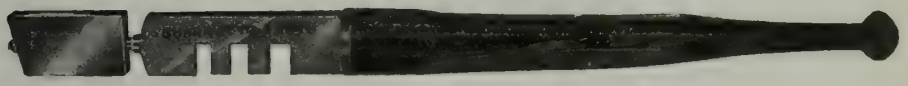


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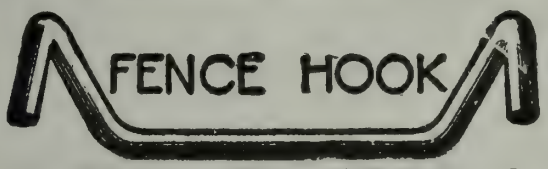
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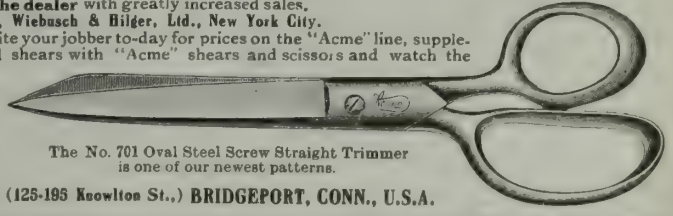
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Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.



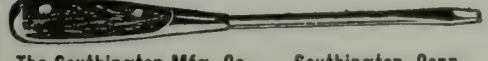
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We make the most complete line of Screw Drivers on the market. Send in for catalog to-day.



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You can vouch for the quality of our fence because we protect you with

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A moderate priced fence with which you can successfully meet mail order competition and at the same time realize a nice margin of profit for yourself.

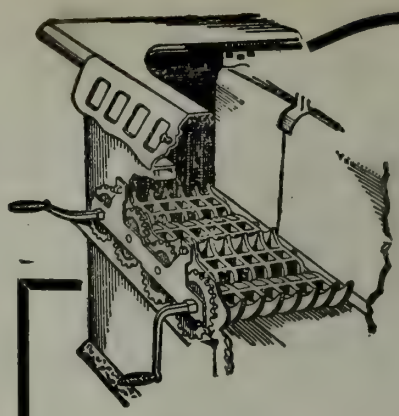
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SOCLEAN is very economical to use and may be stocked for all classes of trade, being put up in handy sized lithographed pails, convenient for household use, to sell at 25c., 50c. and $1.00.

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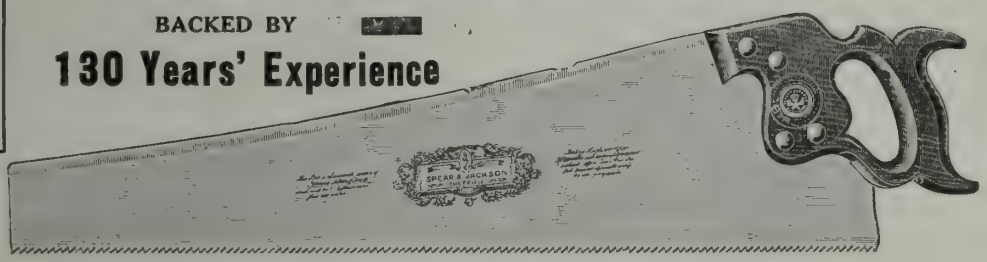
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130 Years' Experience





171-A Secret Process VANADIUM Steel
(Also Straight Back)

Extract from The LONDON DAILY TELEGRAPH

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As a matter of fact, the trade of which Sheffield is the centre has in the last year or two fought—and won—a notable fight. Germany was a formidable competitor; America a yet more serious one, in the matter of tools, and especially SAWS. The English makers set themselves to meet this sharp rivalry, availing themselves of a superior position alike in materials and highly specialized skill. They took full advantage of the technical schools, with their scientific teaching as to metals and the treatment of steel, and paid more attention than they have ever done before to design and finish. Their energy and enterprise won prompt recognition from the buyers for the retail trade, and within very recent days they have enjoyed the spectacle of seeing the agent of one of the most noted firms of tool-makers in the United States coming over to make a tour of inquiry as to what had come over English trade that they had lost it so entirely. The British manufacturers had, moreover, proved conclusively that, quality for quality, their products had nothing whatever to fear on the important matter of retail selling price, and their victory was complete.

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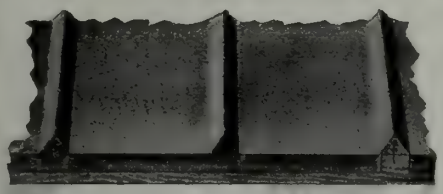
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because they are proud of its appearance and know their customers will always get value.

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All machine shops and railway shops should have it.

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is the line you should handle. Why? Because we sell the goods for you by our advertising to the public. Because it leaves you better profits. Because, on account of its unequalled high class quality, it will not only keep your old customers but bring you new ones.

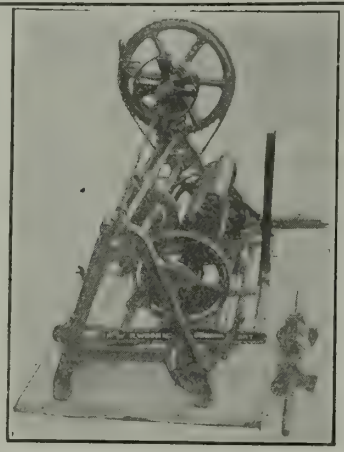
Canadian Agents: GREEFF-BREDT & CO., TORONTO

Western Office: Fellman, Gibson & Jardine, 222 Portage Ave., WINNIPEG. MONTREAL Office: H. J. Stafford, 134 Bleury St.

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Will grind a lawn mower perfectly in 15 to 30 minutes, makes every blade keen with just the right angle and a perfect clearance, each blade is sharpened alike, so that the lawn mower will run and cut easier than when new. We cannot begin to enumerate all its advantages here. Order one to-day, and when established you will control the business. Made to drive both by hand and power.

Manufactured by
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Hardware and Metal
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All you have to do is to write us the name of your jobber, and tell us that you want the strop and we will send it at once, absolutely free, except for duty. We will also send you our new proposition —we know it will interest you.

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J. R. TORREY & CO., Dept. F., Worcester, Mass.

Sole Canadian Representatives:
HENDERSON & RICHARDSON (Formerly J. A. Henderson)
Board of Trade Building, MONTREAL

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J. Wiss & Sons Co., Newark, N.J.

Shelf Boxes
Cameron & Campbell, Toronto.

Shovels and Spades
Spear & Jackson, Sheffield, Eng.

Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silverware
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.

Sprayers
T. Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.
Spramotor Co., London.

Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

Spring Hinges, Etc.
Chicago Spring Butt Co., Chicago, Ill.
Standard Mfg. Co., Shelby, Ohio.

Staples
B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton.

Steel—High Speed
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg.

Stencils
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont.
Herod Machine & Stamping Co., Brantford.

Store Ladders
Hamilton Brass Mfg. Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.

Tacks
The Steel Co. of Canada, Ltd.,Hamilton.

Tapes
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Armstrong Bros. Tool Co,, Chicago.
Robt. Sorby & Sons, Sheffield.
Stanley Rule & Level Co., New Britain.
International Tool Co., Detroit.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.

Tool Grinders
American Grinder Mfg. Co., Milwaukee Wis.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont.
Renfrew Scale Co., Renfrew, Co.

Varnishes: See Paints
Berry Bros., Limited, Walkerville, Ont
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators
Harris, J. W., Co., Montreal.

Vises
Henderson & Richardson, Montreal.
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.

Wall Plaster
Manitoba Gypsum Co., Winnipeg.

Waffle Irons
Stover Mfg Co., Freeport, Ill.

Wagons—Children's
Wodstock Wagon Co., Woodstock.

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P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

White Lead
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Howland, H. S., Sons & Co., Toronto
Lewis Bros. & Co., Montreal.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
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Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery
Ed Brand, 472 Moss Lane., Manchester Eng.

Wire Products
Andrews Wire Works, Watford, Ont.

Wire Springs
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Henderson & Richardson, Montreal.
Jas. Steele Limited, Guelph, Ont.

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Whitman & Barnes. Mfg. Co., St. Catharines.
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"High Velocity" Sporting Rifle

justifies itself on every occasion where absolute dependability is required.

Where danger is met face to face its superiority is shown—

RETAIL PRICE, $70.00

Other Ross Rifles from $25.00 up

The prestige of the Ross Rifle increases from month to month, and there are demands in every town in Canada for them.

Dealers will find them the most satisfactory to carry —no trouble with duties, no delay in securing parts. Liberal discounts and satisfied customers.

Send for Catalogue and Trade Discounts.

THE ROSS RIFLE CO., QUEBEC, QUE.

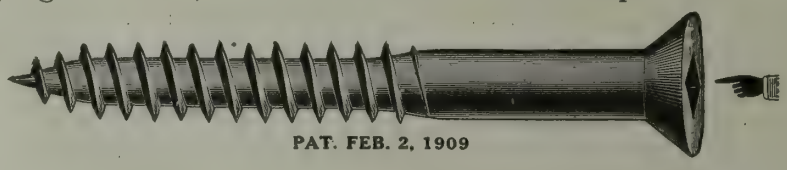
ROBERTSON WOOD SCREWS

SOCKET HEAD



The hardwareman who is wide awake can make excellent profits by boosting this new wood screw.

The square hole, into which a specially made screwdriver fits, has become extremely popular with every user. With this the woodworker can do the work in less time and without danger of destroying the wood, as the screwdriver cannot slip.



PAT. FEB. 2, 1909





We are also manufacturers of Hand Drivers, Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails, Wire, etc.



Write for catalog and prices



The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE, 19 Jarvis Street • F. J. Schuch, Agent

Montreal Agent:—Edwin Schofield, Room 509 Canadian Express Building, Montreal, Que.



Every Fruit-Grower Needs It.

Pruning Time Is Almost Here

and the dealer who stocks and displays the

"Kansas" Pruning Knife

(Improved)

is the man who will realize quick sales and reasonable profits.

This PRUNING KNIFE absolutely eliminates all stretching and climbing that is caused through use of ordinary pruning knives.

Put it in stock at once. Give it a fair trial by learning its use and value, then you have another staple profit maker.

Drop us a card for more information, prices, etc.

International Tool Co.

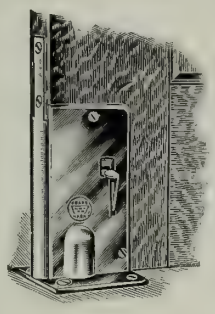
Cor. Porter and 4th St., Detroit, Mich.

TAYLOR-FORBES CO., Limited
Guelph, Ont., Canadian Manufacturers

TRADE CHICAGO MARK

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



Chicago "Relax" Spring Hinges

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO — TRADE CSB CO MARK — NEW YORK

GOLD MEDAL WORLD'S EXPOSITION, BRUSSELS, 1910

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VALVE DISCS

For long and satisfactory service, nothing to equal them has ever been made.

"PRACTICALLY



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Manufactured solely by **THE GUTTA PERCHA & RUBBER MFG. CO.** *OF TORONTO, LIMITED*

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MEASURING **TAPES** with *Instantaneous* READINGS



An improvement originated and brought out a few years ago by

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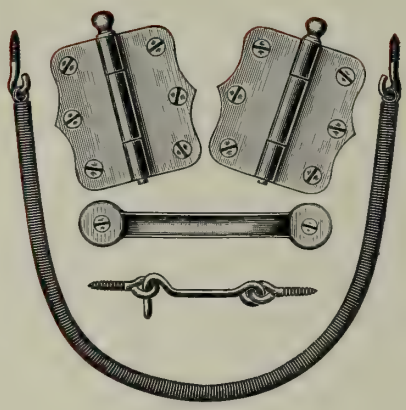
LUFKIN Measuring Tapes always embody the latest improvements, and are leaders of the field because they have always given satisfaction.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

STANLEY'S

Wrought Steel Screen Door Hardware





Set No.
1750



Each Set Complete in a Neat Box with Screws

DEALERS and BUILDERS alike are **PLEASED** with the high quality of the hardware and the convenient way it is packed ready for use.

Set No. 1750 consists of two 3 x 3 Ornamental loose pin Butts; one 5-in. wrought-steel pull; one No. 3 high-grade steel-wire spring, greatly superior to the ordinary screen springs; and one gate hook and eye. This is the very best set of screen hardware on the market, but sells at prices comparing favorably with other makes of greatly inferior quality.

Set No. 1752 is less expensive, but fully equal to the screen-door sets of other manufacturers. It is made up of two $2\frac{1}{2}$ x $2\frac{1}{2}$ Butts; one $4\frac{1}{2}$-in. pull; one No. 2 steel spring, and one gate hook and eye.

These sets are handsomely finished in Japan, Antique Copper or Dull Brass, or the new **"Stanley" Sherardized**, rustproof finish, which is just the finish for outside use. Packed twelve boxes in a carton, one gross sets in a case.

Send in your order now and be prepared for the Spring Business.

The Guaranty TRADE S.W. MARK **of Quality**

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NEW BRITAIN, CONN.

Canadian Representatives: A. MACFARLANE & CO., Montreal

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HARDWARE AND METAL

Published Weekly by

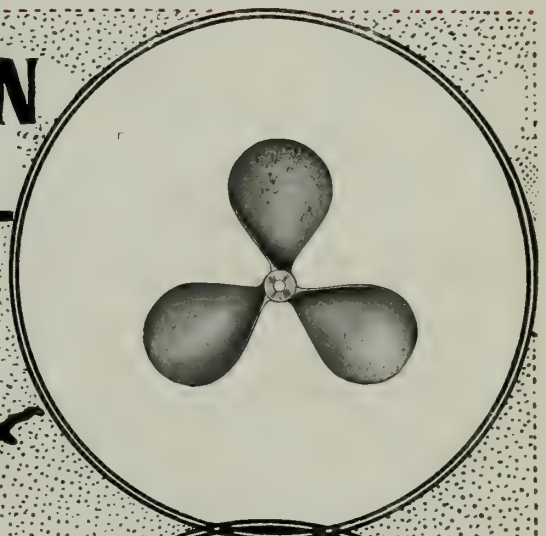
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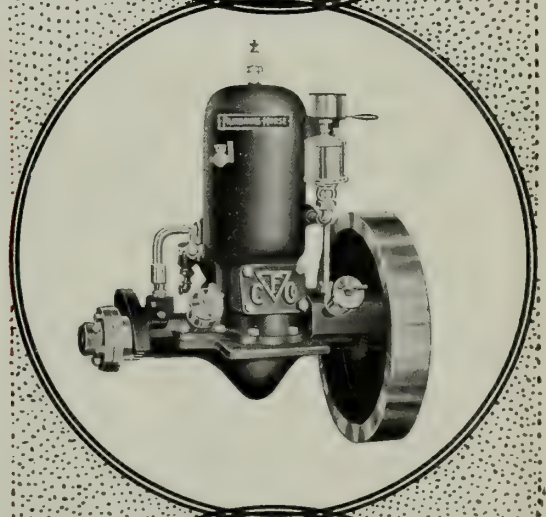
Vol. XXIV. Publication Office: Toronto, Canada No. 17

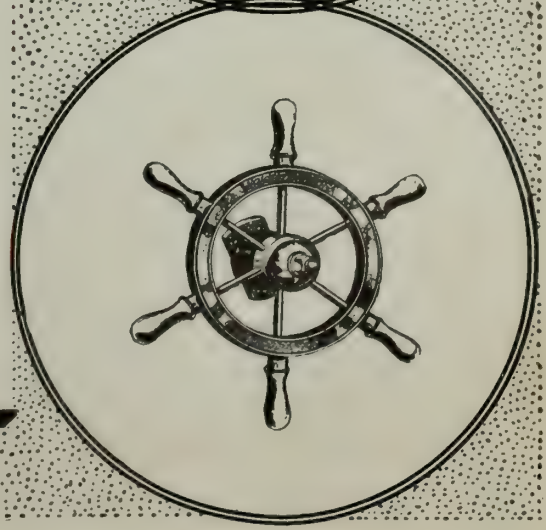
April 27, 1912

MOTOR BOAT SEASON
IS ALMOST HERE









Boat Builders and Boat Repairers

NEED

SUPPLIES

In nearly every locality there are a number of motor boats being built or repaired. These boats must have engines and marine hardware.

Every dealer should stock a line at once and be prepared. A display will attract prospective buyers and will often effect a sale.

OUR MOTOR BOAT ACCESSORY AND MARINE ENGINE CATALOGUES are ready. A card will bring them by return mail.

THE SOONER YOU WRITE—THE SOONER YOU PROCURE EXTRA PROFITS

The Canadian Fairbanks-Morse Co.
LIMITED

MONTREAL	TORONTO	SASKATOON
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It's a Good Day's Work When You Make a Friend



"I want a razor," he says, as he steps up to your counter.

What do you do about it?

Do you follow the line of least resistance and take his money for whatever razor happens to strike him as the cheapest?

Or do you play the part of a real salesman? Do you consider the future, his interests and your own, and convince him, by good straight talk, that the

GILLETTE Safety Razor

is the razor that will give him for a lifetime the maximum satisfaction per dollar of cost? Of what other razor could you say this?

The most important result of selling a man a **GILLETTE** is that he will be delighted. Whatever razor he has been using before, the **GILLETTE** shave will, in comparison, be so much quicker, cleaner and more comfortable, that he will be grateful to you for recommending it to him. **You will have made a friend.**

Moreover, he will come back regularly for new blades—and come well pleased. Could you ask a better opportunity to do business with him in other lines?

And lastly, but still worth noting carefully, when you exercise your salesmanship and sell a "Made in Canada" **GILLETTE** for $5.00, your immediate reward is much more substantial that when you hand out a cheap foreign-made make-shift.

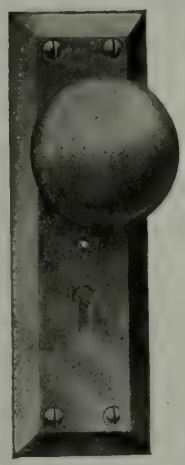
The Gillette Safety Razor Co. of Canada, Limited

TRADE Gillette MARK
KNOWN THE WORLD OVER

Office and Factory:— THE NEW GILLETTE BUILDING, St. Alexander Street, MONTREAL

MAYMORE

INSIDE LOCK SETS A SPECIALTY



No 7968

COMPLETE LINE OF BUILDERS HARDWARE

WRITE FOR PARTICULARS OF COMPLETE LINE TO

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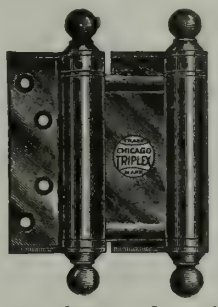
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MAY & PADMORE LTD BIRMINGHAM ENG

TRADE CHICAGO MARK

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO — TRADE CSB CO MARK — NEW YORK

A New Line

"Yankee" Plain Screw Drivers

Strong, durable, well balanced tools, of the same high quality of material and workmanship as other "Yankee" Tools, which to-day are without equal.

The blade and ferrule are highly polished, the handle of hardwood, finished in dull black, making a handsome appearance.

Each tool is thoroughly tested and the blades positively guaranteed not to turn in the handle.



Your Jobber Will Supply You

No. 90, Standard Style, Fourteen Sizes, 2 to 30 in.

No. 95, Cabinet Style, (Slim Blade) Eleven Sizes, 2½ to 15½ in.

Made by

North Bros. Mfg. Co.

PHILADELPHIA, PA.

For a Spring Stock---Nothing Equals Soclean



Chiefly because the thoughts of every housewife are engaged in the Spring cleaning of their home. It is the time to push it, and its wonderful workings will make them repeated users of

SOCLEAN

The Dustless Sweeping Compound

It is economical, absolutely lays dust, saves scrubbing and dusting, brightens and preserves carpets, is a disinfectant, leaves a fragrant odor after sweeping.

Soclean is put up in handy-sized lithographed pails, convenient for household use, and will pay you well to stock and push, especially NOW.

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S. M. P. OILERS



No. 690

Mowing Machine Oilers

Plain or Copper Plated

Made with large filler opening 1½" diameter will soon be in demand.

How is your stock?

Prices an Application



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Seamless Litho Oilers

Special Design, Assorted Colors, Bent or Straight Spouts, Stencilled Specially.

THE SHEET METAL PRODUCTS COMPANY

OF CANADA — SUCCESSORS TO — LIMITED

Kemp Manufacturing Company

Montreal — TORONTO — Winnipeg

DISSTON HAND SAWS



As Staple as Wheat

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Stanley Tools

THE "BAILEY" WOOD PLANE has the same adjustment of cutter as the celebrated "BAILEY" IRON PLANE—differing only in detail where the extra thickness of the Wood Bottom has to be taken into consideration.

The Bottom is made from selected and well-seasoned beech.

The name "BAILEY" and the number are cast on every Plane, and the name "STANLEY" is stamped on every cutter.

INSIST that your orders be filled with Planes made by THE STANLEY RULE & LEVEL COMPANY, which carry with them a GUARANTEE backed by a Company that has been manufacturing Carpenters' and Mechanics' Tools for over half a century.

"BAILEY" WOOD and IRON PLANES, "BAILEY" BLOCK PLANES "STANLEY" BIT BRACES, SPOKESHAVES and POCKET LEVELS are now

MADE IN CANADA

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STANDARD THE WORLD OVER

Stanley Rule & Level Co.
New Britain, Conn. U.S.A.

EVERY TOOL GUARANTEED

Reece New Screw Plates

COMPLETE WITH TAPS AND TAP WRENCHES

These high grade screw plates have a small stock for small size dies, and a larger one for the larger size dies.

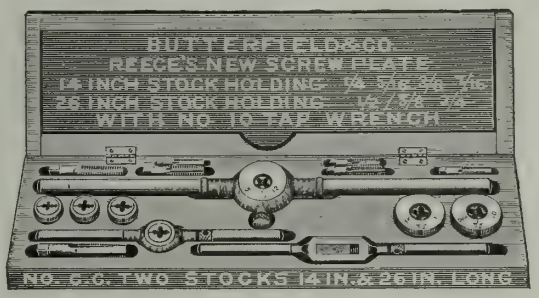
The stocks are case-hardened, with beautiful mottled finish. Handles are made from best drawn steel tubing.

The dies are adjustable, and are held firmly and solid in collet, so that while being adjustable they will run as true as solid dies will.

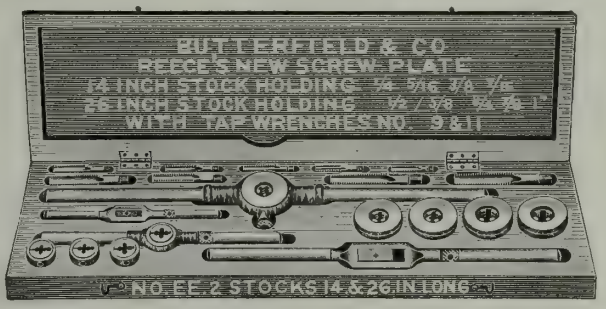
Tap wrenches are adjustable.

Butterfield's high grade taps in each set.

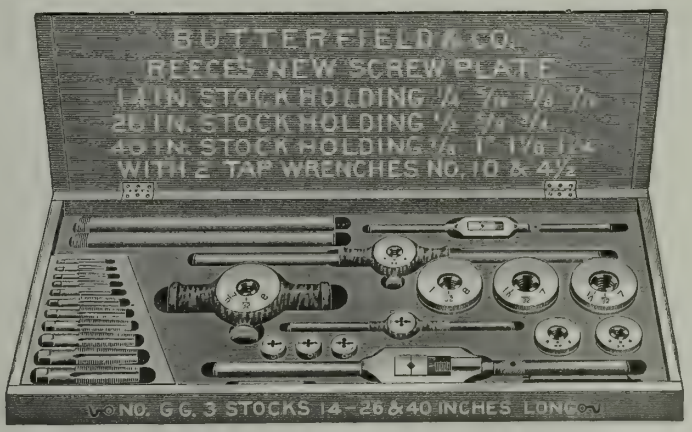
Furnished oversized for rough iron, unless otherwise ordered.



No. CC, Fitted with
4 Small Collets cutting 1/4, 5/16, 3/8, 7/16, Stock 14 inches
3 Large Collets cutting 1/2, 5/8, 3/4, Stock 26 inches



No. EE, Fitted with
4 Small Collets cutting 1/4, 5/16, 3/8, 7/16, Stock 14 inches
5 Large Collets cutting 1/2, 5/8, 3/4, 7/8, 1, Stock 26 inches



No. GG, Fitted with
4 Small Collets cutting 1/4, 5/16, 3/8, 7/16, Stock 14 inches
3 Medium Collets cutting 1/2, 5/8, 3/4, Stock 26 inches
4 Large Collets cutting 7/8, 1, 1 1/8, 1 1/4, Stock 40 inches

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The Steel Company, Limited

WIRE

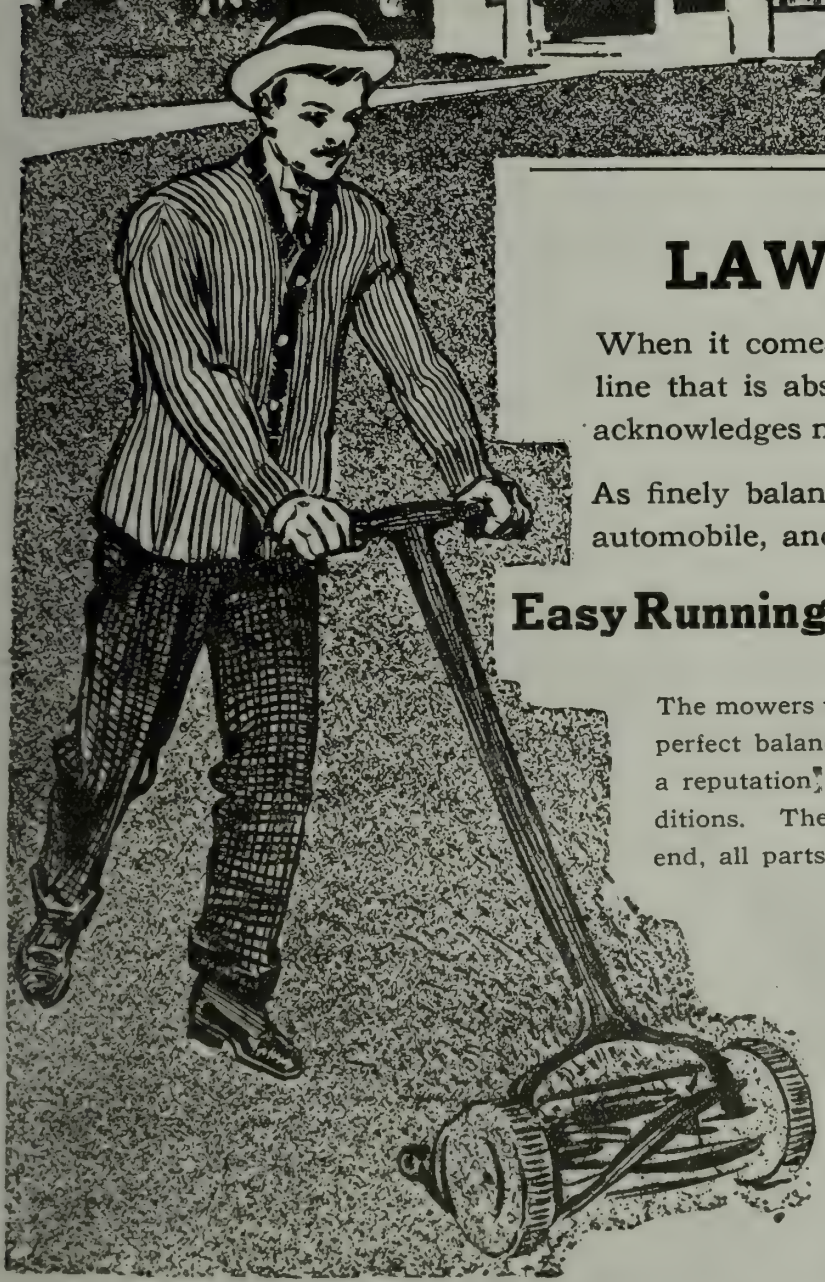
Oiled and Annealed Wire, Barbed Wire
Galvanized Coiled Spring Wire
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Wood Screws, Machine Screws
Stove Bolts, Tin Bolts
Rivets and Burrs

Bar Iron, Bar Steel
Tiger White Lead
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HAMILTON TORONTO MONTREAL WINNIPEG
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LAWN MOWERS

When it comes to Lawn Mowers we have a line that is absolutely unbeatable, and which acknowledges no superior at any price.

As finely balanced as a five thousand dollar automobile, and as

Easy Running as a Sewing Machine

The mowers we sell are representative of the most perfect balance and construction, and have won a reputation for splendid service under all conditions. They are long lived and reliable to the end, all parts being accurately fitted.

If you want to give satisfaction handle a line that is genuinely good through and through.

ORDER NOW

H. S. Howland, Sons & Co., Limited

WHOLESALE HARDWARE

TORONTO

We Ship Promptly.

Our Prices are Right.

Graham Nails are the Best

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Why does **"CRESCENT BRAND" BUILDERS' HARDWARE** have the biggest sales?

Why are **"CRESCENT BRAND" FINISHES** the most sought after??????

Why is it that the majority of doors put up to-day swing on **"CRESCENT BRAND" HINGES**??????

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Canada Steel Goods Co., Limited, - Hamilton, Canada

"STANDARD" WICKLESS BLUE FLAME OIL COOK STOVES



Sizes 1, 2 and 3 Burners

Made on the "gravity feed" principle

SIMPLE AND EASY TO OPERATE.

Solves the problem of economical cooking in country homes and surburban residences.

We have also in stock

"Buckeye Junior" Gasoline Stoves
"Summer Girl" Oil Stoves
"German Oil" Oil Stoves
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German Glass Bottom Stove

WRITE FOR PRICES.

THE THOS. DAVIDSON MFG. COMPANY, Limited

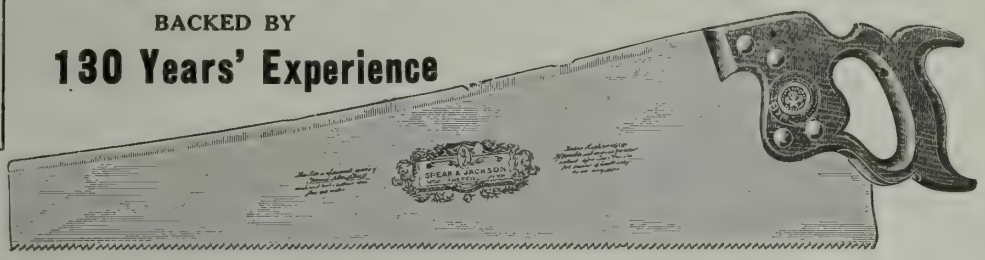
MONTREAL - - TORONTO - - WINNIPEG



"THE NAME'S THE GUARANTEE"

BACKED BY

130 Years' Experience





171-A Secret Process VANADIUM Steel
(Also Straight Back)

Extract from The LONDON DAILY TELEGRAPH

WHICH SPEAKS FOR ITSELF

As a matter of fact, the trade of which Sheffield is the centre has in the last year or two fought—and won—a notable fight. Germany was a formidable competitor; America a yet more serious one, in the matter of tools, and especially SAWS. The English makers set themselves to meet this sharp rivalry, availing themselves of a superior position alike in materials and highly specialized skill. They took full advantage of the technical schools, with their scientific teaching as to metals and the treatment of steel, and paid more attention than they have ever done before to design and finish. Their energy and enterprise won prompt recognition from the buyers for the retail trade, and within very recent days they have enjoyed the spectacle of seeing the agent of one of the most noted firms of tool-makers in the United States coming over to make a tour of inquiry as to what had come over English trade that they had lost it so entirely. The British manufacturers had, moreover, proved conclusively that, quality for quality, their products had nothing whatever to fear on the important matter of retail selling price, and their victory was complete.

IF you are not handling our Saws and Edge Tools, you are paying more for inferior goods. Does it pay you ?

Henderson & Richardson
Board of Trade Building, MONTREAL

Spear & Jackson, Ltd.
SHEFFIELD, England



YOU CAN MOVE BACK THE HANDS, BUT NOT THE TIME

If you do not sell cement now, make it a point to stock an order at once.

Rogers' Portland Cement

pays a very attractive profit and the demand will continually increase.

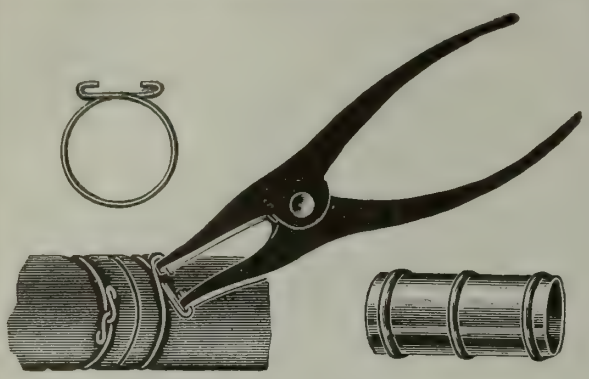
Act quickly or you will be losing profits which you would otherwise have procured. You may not think so now but you will realize it in the near future. Then it is too late —you have lost money—your competitor may have the trade in your locality.

ROGERS' PORTLAND CEMENT is a product of unrivalled quality, greatest durability and highest efficiency, and is specified by architects for modern houses.

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ALFRED ROGERS LIMITED

28 West King Street, TORONTO
N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG



MONARCH HOSE MENDER

(HUDSON PATTERN)

Simplest and Best on the Market for Repairing Garden Hose.

Packed in paste-board boxes, each containing 1 pair pliers nicely japanned, 6 brass mending tubes, and 20 brass wire bands. 1 gross in a case. Weight per case, 100 pounds.

JOBBERS—Write for prices on this good seller. We will give exclusive selling rights to one jobber in each province.

Monarch Hardware Company

Buffalo, New York, U.S.A.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL



Salem



Kingston



Morrow



Turenne



Irwin



Avon



Stratton

"New Designs"

Peterborough Lock Mfg. Co., Ltd.

PETERBOROUGH ONTARIO

"New Designs"

See Our 1911 Supplement

CANADA

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

Sell GLUE in packages--it means less handling--more profit



BRANTFORD ALL AROUND GLUE

weighed and wrapped ready to hand over the counter.

NO MUSS—NO FUSS—
NO LOSS OF TIME

¼ pounds, ½ pounds, pounds. **Everybody's Glue Size**, in pounds only.

The quality is there and will be maintained.

ASK YOUR JOBBER FOR PRICES AND DISCOUNTS

PROTECT your show-cases by using the

BRANTFORD COIN MAT

same as cut at left in Blue and Orange.

WRITE US FOR ONE.

CANADA GLUE CO.
LIMITED
BRANTFORD, ONT.

Manufacturers of Glue and Gelatine of all kinds and for all purposes.

THE SALES OF

HARRIS HEAVY PRESSURE
BABBITT METAL

ARE INCREASING BY LEAPS AND BOUNDS

Harris Heavy Pressure is A High Grade BABBITT METAL at a Medium Price

Harris Heavy Pressure



The Babbitt Metal without a fault

Harris Heavy Pressure is Recognised as THE BEST BABBITT METAL for all General Machinery Bearings

Mr. Hardwareman!

Are you getting your share of the Babbitt Trade? If not, write us for prices.

THE CANADA METAL CO., LIMITED

HEAD OFFICE AND FACTORY **TORONTO**

WESTERN FACTORY **WINNIPEG**

BRUSHES

Assortments of Brushes in neat display boxes convenient for the Hardwareman.

Varnish Brushes that retail for

5c. 10c. 15c. 20c. 25c.

at a good profit for the Hardware dealer. Can be bought through your Jobber or from



MEAKINS & SONS

TORONTO - - HAMILTON - - WINNIPEG

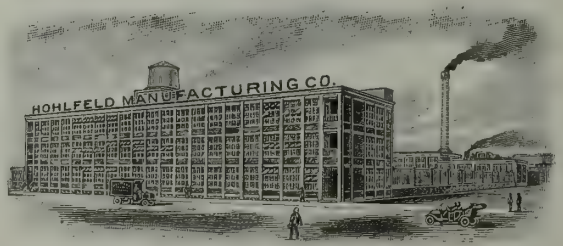


THE HOHLFELD LINE
OF
High Grade Hammocks
for 1912
is now ready and will be shown throughout Canada by



GEO. BORGFELDT & CO. OF TORONTO AND MONTREAL

The Most Profitable Line Because it is Most Saleable



The Most Popular Line Because it is Most Satisfying

Main Office and Mill, Philadelphia, Pa.

NEWEST DESIGNS, WEAVES AND COLORINGS



Known the world over as the standard by which all others are measured

Geo. Borgfeldt & Co., Agts.
TORONTO

Catalog and Prices on request



The force behind the dealer

The strong, steady, appealing advertising we do for your benefit is as constant as the roofing it advertises.

The merits of Genasco have been continually kept before consumers all over the country for years, with cumulative effect.

This is a valuable asset for every dealer who handles

Genasco

THE TRINIDAD-LAKE-ASPHALT

Ready Roofing





It makes it easy for the alert dealer to increase his roofing sales.

Take advantage of it; order Genasco from your jobber.

The Kant-leak Kleet for smooth-surface roofings is the newest effective fastener.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world

PHILADELPHIA

NEW YORK · SAN FRANCISCO · CHICAGO

Caverhill, Learmont & Company, Montreal, Quebec. D. H. Howden & Co., Ltd., 200 York St., London, Ont., Canadian Distributors



H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

CONVERTED

The foundation upon which we have built a world-wide business is based upon our policy of seeking and curing troublesome bearings, and otherwise demonstrating the value and economy of Magnolia Metal.

Magnolia is not a *soft* metal; its factor of safety is far in excess of the requirements of any properly constructed bearing—and out-wears even brass or bronze, giving much better service. There is a lot of misinformation regarding "hard" bearings.

No matter how hard they are they go to pieces or give trouble when they get hot—which they generally do. Magnolia keeps cool, won't squash, stays put, and won't cut.



O. B. LITTELL
622 Pontius Avenue, Seattle, Was. December 7th, 1911.

Gentlemen:—I take pleasure in stating that I am a user of Magnolia Metal and have been for the past two years.

I have put Magnolia Metal to what I consider a thorough trial. The first place I applied the metal was to an Emery wheel travelling 1200 R.P.M., and it worked so well that I then applied it to a fan 1470 R.P.M. The next place was to the crank pin of my main engine, and having such good results I concluded to babbitt the cross head brasses. In all the places the metal was applied, not one bearing has been taken up over 1-16-inch, and has run from 12 to 18 months.

I have come to the conclusion that Magnolia is surely a riddle; it can be worked like lead and still be as tough as it is.

I was somewhat afraid to try it in my main engine, because I thought it was too soft to stand up to the work, but I have a different opinion now. I have been following this line of work for over twelve years, and am sorry that I did not have an introduction sooner.

Yours respectfully, ALLEN J. STOCKS, Engineer in Charge.

SPECIAL OFFER

PRACTICAL ENGINEER POCKET BOOK, 680 pages, over 2000 subjects. Price 40c. post paid. We do not aim to make a profit on these books. We buy them in large quantities as an advertising medium and give Engineers benefit of low price. They are highly spoken of by Engineers. Address Montreal office.

SOLD BY LEADING DEALERS EVERYWHERE OR BY

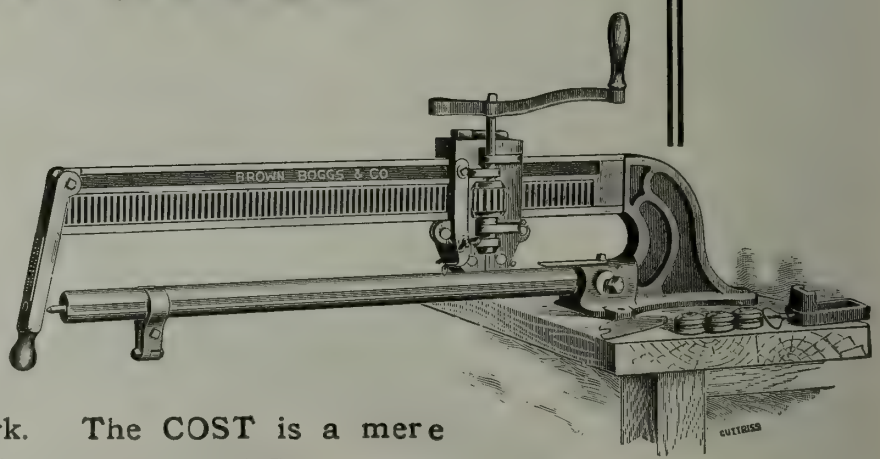
MAGNOLIA METAL CO.

225 ST. AMBROISE STREET, MONTREAL

NEW YORK CHICAGO

YOUR TIN SHOP

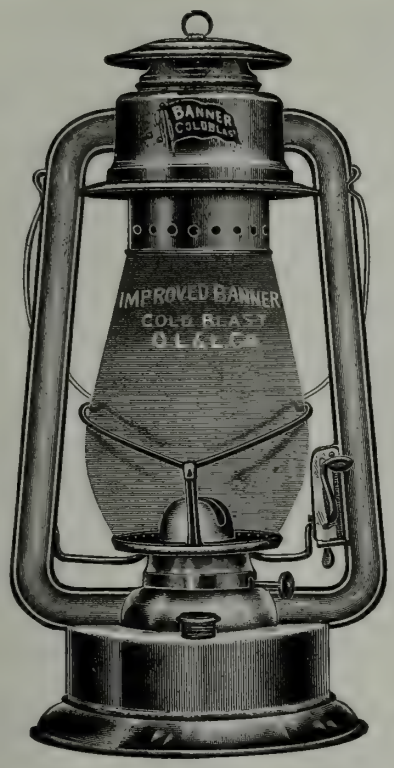
is not complete without a NOYES GROOVER. It will GROOVE the work and close the seam down in one operation. It is good for INSIDE or OUTSIDE seaming. The standard size has been 32 in. long. We are also making the "NOYES" for 36 in. work. The COST is a mere trifle compared with RESULTS. INCREASE your PROFITS by adding one of these machines to your equipment.



The Brown-Boggs Company, Limited

HAMILTON, CANADA

Tinsmiths' Tools, Presses, Dies, Sheet Metal Workers' Tools, Canning Machinery



"BANNER"
COLD BLAST
LANTERNS

Cost no more than inferior Lanterns.

Sell quicker—turn your money over faster and make more profit.

They will bring you calls for other good goods.

Order now from your jobber

or

ONTARIO LANTERN & LAMP CO., LTD.

Head Office and Factory :
HAMILTON, ONTARIO

Branches ;

30 St. Dizier Street
MONTREAL

56 Albert Street
WINNIPEG

Write Us
ABOUT A STOCK
OF
Leather Belting

and let us explain how you can work up a trade in this line that will stick to you, a trade that will prove a good steady money-maker and a producer of satisfied customers.

Take a minute or two to drop us a card right now, while you're still thinking about it.

Sadler & Haworth

Tanners and Manufacturers

MONTREAL
511 William St.

TORONTO
27 Melinda St.

ST. JOHN, N.B.
89 Prince William St.

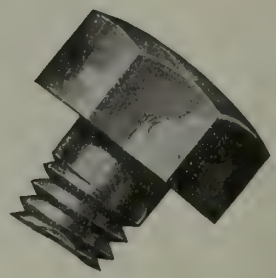
VANCOUVER
217 Columbia Ave.

WINNIPEG
244 Princess Street

For over 30 years the makers of the best leather belts

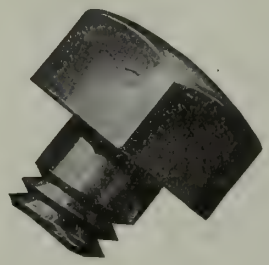
QUALITY

to the bottom of the box



USERS of ACME Milled Screws and parts figure they will need a certain quantity of parts. They have learned that it is not necessary to order in excess and allow for culls. ACME Products are rigidly inspected before they are packed and customers pay for first grade parts only.

IF you use Acme Screws you know; if you don't, a trial order will convince you and you'll find all the standard screws and nuts carried in stock.



OUR facilities for making all kinds of special parts to the specifications are right up-to-the-minute—Send the sample. The Quality is consistent.

You cannot afford to miss our contract proposition.

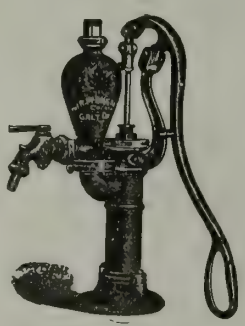
THE NATIONAL-ACME MANUFACTURING CO.

MONTREAL, QUE., ST. HENRI & G.T.R.

Make Money From Good Pumps--Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., LIMITED
GALT, CANADA

Air-O-Lite Lamp



A Necessity in the Modern House.

Never Fails to Satisfy.

Makes its own gas—cheaper than Oil, Electricity or city gas. Just what is required in your house or country cottage—safe—reliable and no chimneys to break.

Write for full particulars and prices.

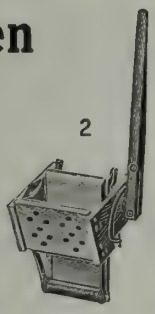
The Rochester Lamp Company
TORONTO, ONTARIO

Look For This



Trade  Mark

Then Buy The "White" Mop Wringer







WHITE MOP WRINGER CO.

FULTONVILLE, N.Y.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY



Economy Furnace---300---Series B. Cased with Vertical Shaker.

To Dealers

Read These Figures!

In London, Ontario, the Annual Reports of Board of Education for the last five years, show as follows:

Average cost per class room per year:

PEASE

System $27.75

Other Systems $54.44

In Toronto, Board of Education Annual Report:

PEASE SYSTEM in Annette Street School cost $21.61 per room.

All other Systems in Toronto average $43.86 per room.

See The Difference?

THE PEASE FOUNDRY COMPANY LIMITED

Toronto :: Winnipeg

Western Representatives

PEASE-WALDON CO., Ltd., WINNIPEG

333



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.,

'WELLINGTON'

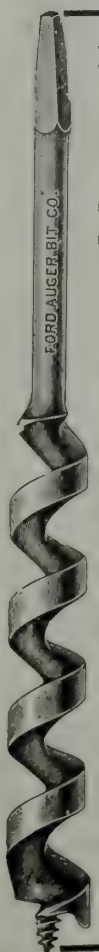
KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England



FORD AUGER BITS are years ahead of competitors

It has always been our aim to manufacture a bit that would be better than other BESTS. We've succeeded. Tests have proved it. Tests made by men who used the same bit for years—thought there was none like it—wouldn't use any other, but heard so much of the FORD and its wonderful Patented Concave Twist that they tried it—working it alongside of their favorite bit. Lo, and behold, the FORD did BETTER WORK at almost DOUBLE the SPEED. This meant money to them—money in both time and quality of work. They used the FORD again and were further convinced of its superiority. To-day these men and thousands of other discriminating workmen use the FORD in preference to all others.

Easy and Profitable to Sell

Our terms allow you a generous profit and our advertising will create a demand and make sales easy for you. Each FORD Bit is backed up with our solid guarantee, and any dissatisfaction will be speedily made right.

Ford users are profitable customers, for once you sell a man a FORD you've secured a steady buyer. We want you—we'll help you. Will you write us? We'll send you a handsome illustrated catalogue, descriptive circulars, our terms to you, and name of your nearest jobber.

Ford Auger Bit Co.

112 Cabot St., Holyoke, Mass.

Sure ! It sells without trouble

McClary's

STYLE C

GAS RANGE

It's the Quality that does it

TWO SIZES:
16 inch Oven
18 " "

The Favorite Household Style Gas Range



Large Oven
Ample Broiler
Large Cooking Surface

The material, workmanship and finish of the C Range is in keeping with McClary's 1912 series high-grade ranges. These are the factors that make sales easy.

If you have not ordered, do so to-day.

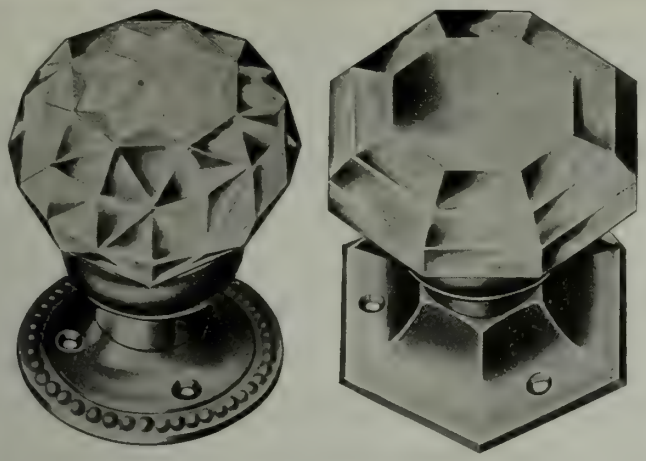
ASK FOR SPECIAL COOK BOOK CATALOGUE.

"McClary" on Goods is a Quality Name.

McClary's

McCLARY'S SHIP QUICK.

Toronto, Montreal, London, Vancouver, St. John, N.B.
Hamilton, Winnipeg, Calgary, Saskatoon



A few of our beautiful line of

Cut Glass Knobs

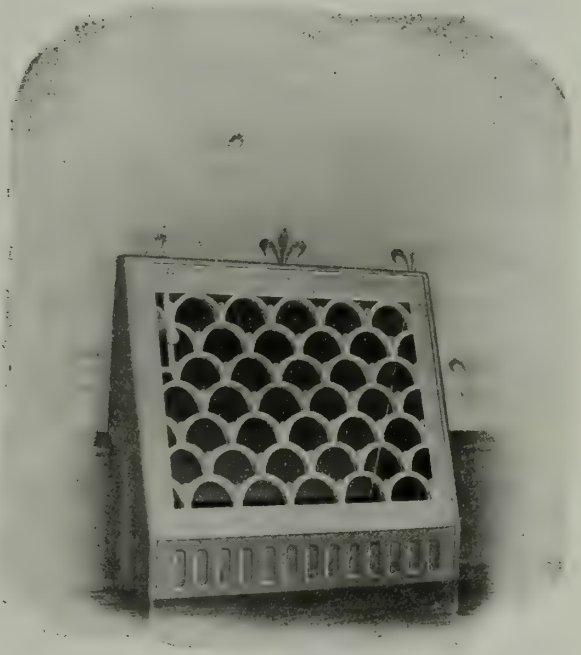
HIGH-CLASS BUILDERS' HARDWARE of all kinds for high-class buildings, banks, offices, residences, etc.

The Belleville Hardware and Lock Manufacturing Co.
LIMITED

Head Office and Factory — BELLEVILLE Canada

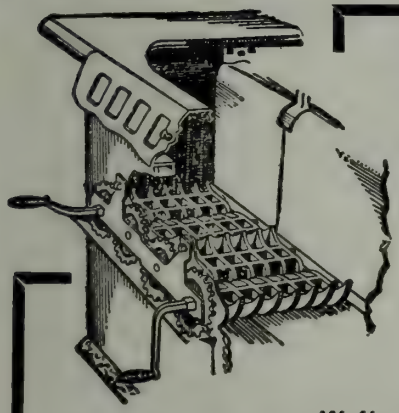
THE DEFIANCE

THE MOST POWERFUL REGISTER IN THE WORLD



Fits a stack head EIGHT INCHES deep, and accommodates either a 12 in. or a 14. in. supply pipe. Write for prices.

Canadian Ferrosteel Co., Limited
BRIDGEBURG, ONTARIO



There's A Better Profit Awaiting YOU

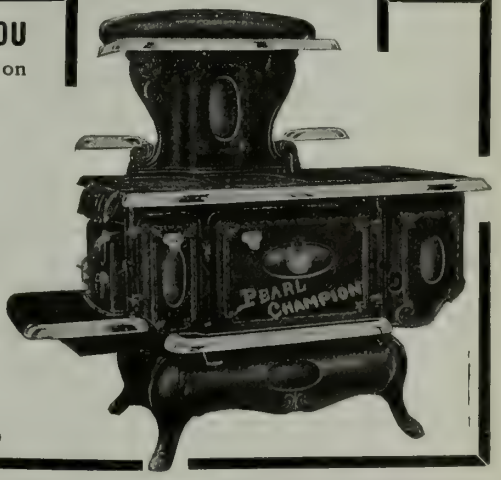
Seize this opportunity and write us for catalog on

CHAMPION RANGES

Ranges that are extremely popular wherever used—ranges that bring the dealer good profits.

The Champion Grate

is a grate which is patented and used only on this range. Crosswise, non-warping, easily shaken, more open surface and a clean fire.



Write for Catalogue NOW.

D. J. BARKER & COMPANY, - Picton, Ontario

AMERICAN GRINDERS Are Real Trade-Winners

3 Sizes 3

This Grinder is particularly adapted for purposes where a very compact yet powerful grinder is needed. Just the thing for a carpenter's tool chest and private shops, as well as hundreds of occasions of like nature.

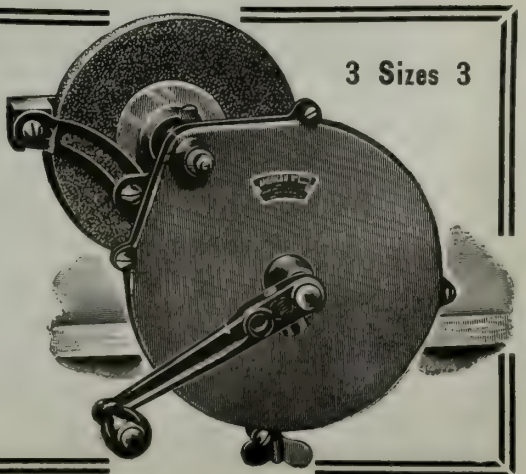
When the grinder is assembled a quantity of high grade oil is placed into the case so that the machine can be used indefinitely without oiling.

The gears run in this oil path, further causing them to operate noiselessly without friction, and with elimination of excessive wear.

Stock it at once—we guarantee good results.

A card will bring circulars and prices by return mail.

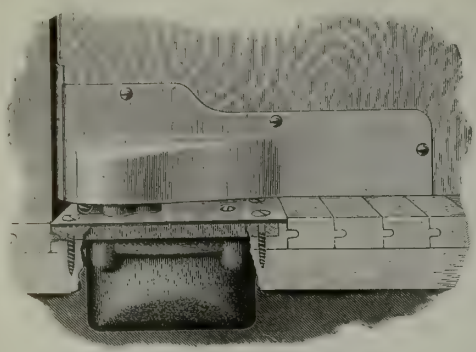
Three sizes. 4-6-7-Inch Wheels, Corundum or Carborundum.



The American Grinder Mfg. CO., MILWAUKEE, WIS., U.S.A.

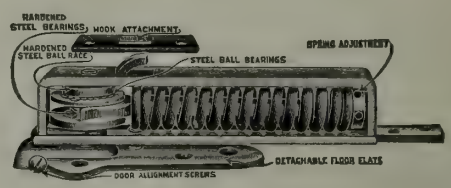
Merchants' Hardware Specialties Co., Ltd. CALGARY ALTA.

AGENTS WESTERN CANADA



Standard DOUBLE ACTING SPRING FLOOR HINGES

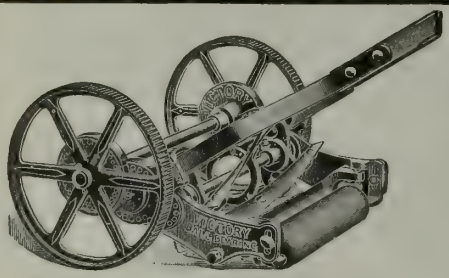
It is a door check and hinge combined.
It automatically closes the door without a slam.
It prevents children from being knocked down.
It prevents injury to hands if caught when door is closing.
It stops door exactly at center.
It holds door open automatically when desired.
It renders the action of door absolutely noiseless.
It will outwear three of the spring hinges now in common use.



REGULAR KIND

Patented—Canada, February 20, 1912.
" —United States, October 31, 1911.

THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

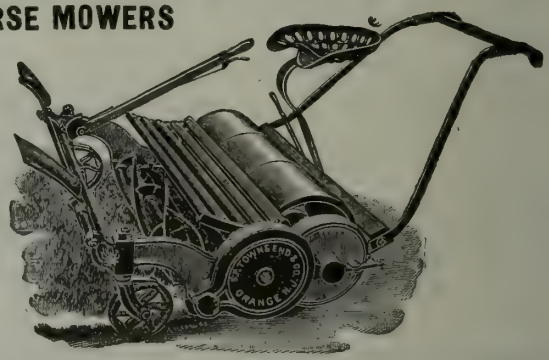


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

McClary's

"SAMSON" DAIRY PAILS

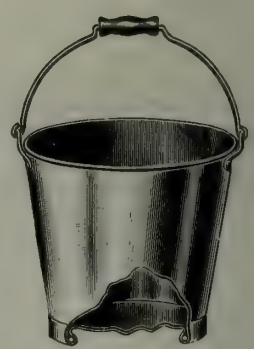
The Pails That Please



Flaring Pattern
Nos. 144, 164

The bottom is our famous "SAMSON" one piece and seamless. Body made from best quality IXX Tin. Malleable ears, with strong bail handle.

For particulars and prices of these and other grades, see catalogue, page 101.



Dufferin Pattern
Nos. 145, 165

McClary's

Toronto Montreal London Vancouver St. John, N.B.
Hamilton Winnipeg Calgary Saskatoon

Send Your Order to Nearest Branch To-day.

"McClary" on goods is a quality name

McClary's Ship Quick



Money in Metallic?

Look at these figures on

Weather-Vanes

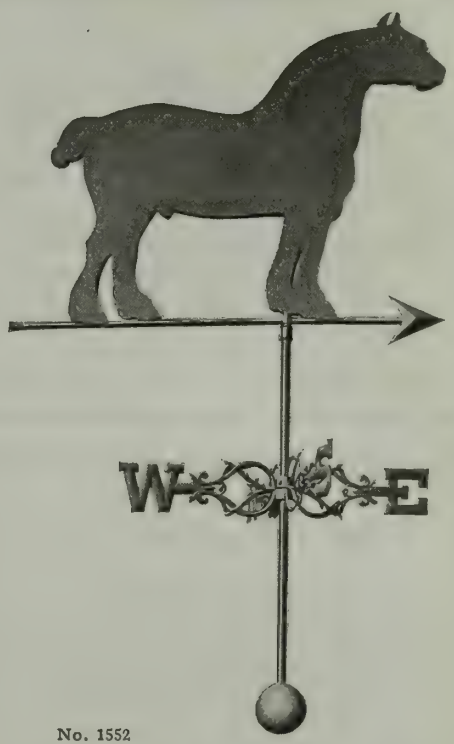
COST TO YOU, $12.00
RETAIL FOR $15.00.

(These are Eastern prices—Address Winnipeg Office for Western Canada figures)

$3.00 PROFIT OR 25%.

No carrying in stock—Quick, clean turnover.

Send us a card for a supply of attractively printed circulars on this line, for leaving on your counters.



No. 1552

THE METALLIC ROOFING CO. OF CANADA, LIMITED

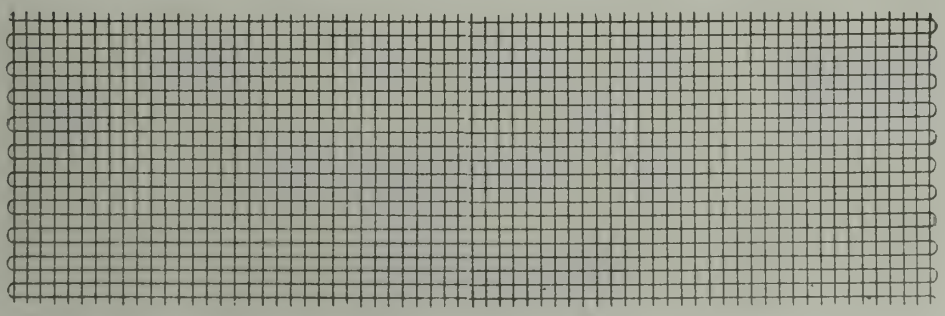
TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

C 89

GREENING'S

Antique Rustless Bronze Screen Cloth

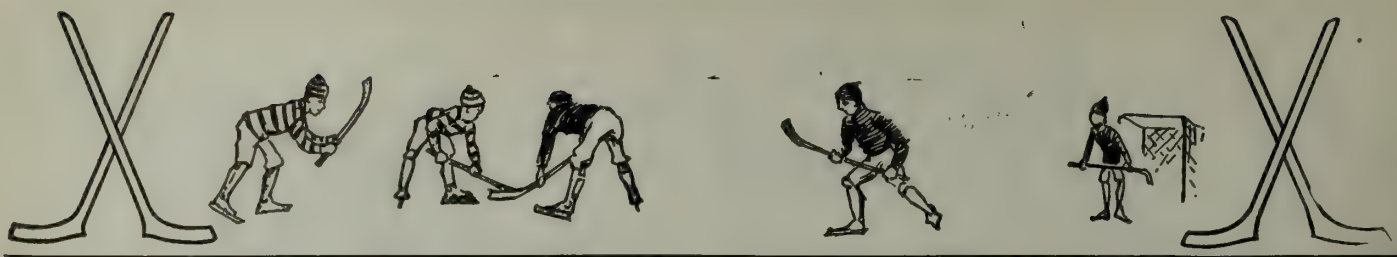
should be used in every better class of building.
Every Hardwareman should stock one or two rolls.



Ask your jobber for samples and full particulars.

THE B. GREENING WIRE CO., Limited

Hamilton, Ont. Montreal, Que.



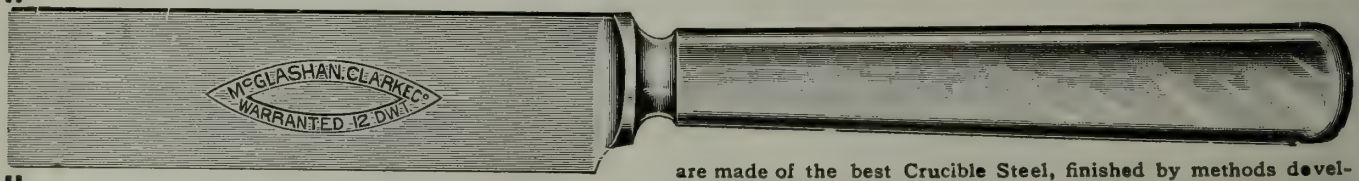
HOCKEY STICK SPECIALISTS

1912 Price List Just Issued

St. Mary's Wood Specialty Co., Ltd.

Branches :
WINNIPEG and MONTREAL

The McGlashan, Clarke 12 Dwt. Knives



are made of the best Crucible Steel, finished by methods developed during years of successful manufacture, plate with 12 dwts. pure silver, put up in neat Rack Boxes containing one-half dozen. Every box contains our guarantee.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Canada

AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. David Philip, 291 Portage Ave., Winnipeg, Man. Benj. Rogers, Charlottetown, P.E.I.

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Made in 2 styles, 6 sizes.



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It's a name familiar to the Butter Makers of both hemispheres.

Why ?

Because they combine every Requisite of a Rapid and Perfect Butter Maker and are a combination of Simple Construction, Massive Strength and Easy Manipulation.

Barrels made of seasoned Oak. Run on steel ball bearings, are easily drained and conveniently detachable for cleaning.

All Steel Frames

Combination Hand and Foot Drive. Fitted to Run by Power if Required.



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Corrugated Iron Prevented Spread of Terrible Fire

The thousands who watched the terrible fire in Toronto a few days ago, when thousands of dollars' worth of property was destroyed, had a chance to see what corrugated iron would do to prevent the spread of flames.

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And that is only one instance of the protection afforded by Corrugated Iron.

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Use corrugated iron for your covering. Let us tell you about ACORN QUALITY CORRUGATED IRON—the iron with the trade mark—the kind that lasts practically forever.

If you intend building, write to us to-day for our prices.

MENTION HARDWARE AND METAL

THE **METAL SHINGLE & SIDING Co.** LTD

PRESTON ONT. MONTREAL QUE.



GOODS THAT LAST

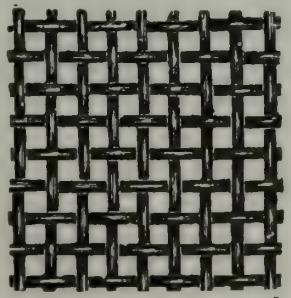
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Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.



Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

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We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

THE BEST CHEAP FENCE

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"MONARCH" WIRE FENCE



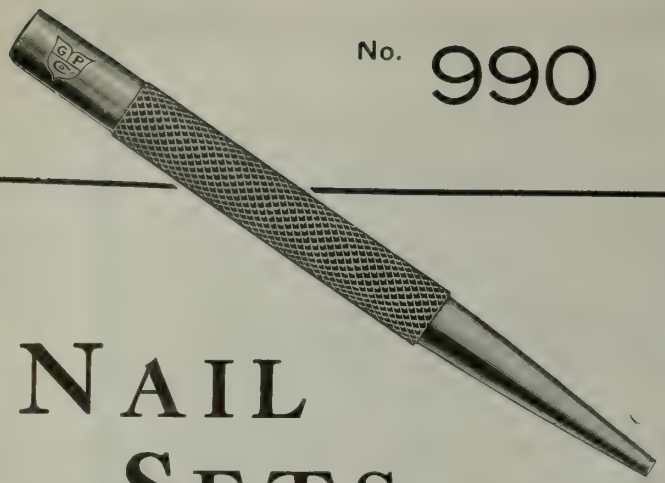
"MONARCH" Fence is made of the best galvanized No. 9 Hard Steel Wire throughout, and as it is made in fifteen sizes and suitable for all purposes, you would find it a very easy seller and money-maker. Note the simple "MONARCH" Ring Lock—the best lock of its kind in the world.

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No. 990 is 5/16 inch in diameter for those who prefer the slim style. ***No. 999*** is 3/8 inch for those who like a heavier Set.

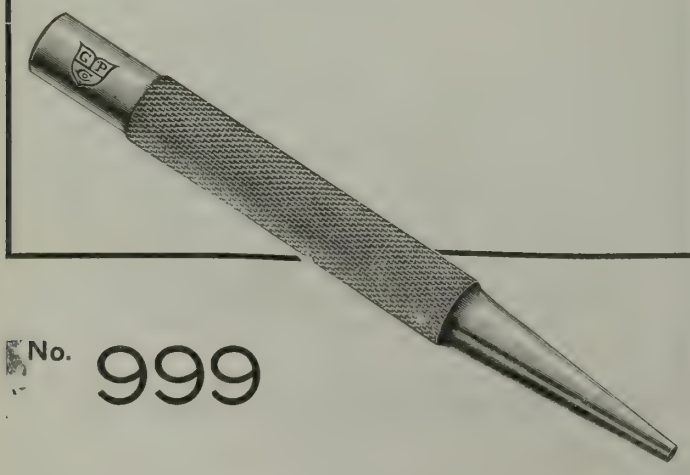
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Greenfield, Mass., U.S.A.



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NAILS

Wherever Corrugated Iron is used these are wanted.

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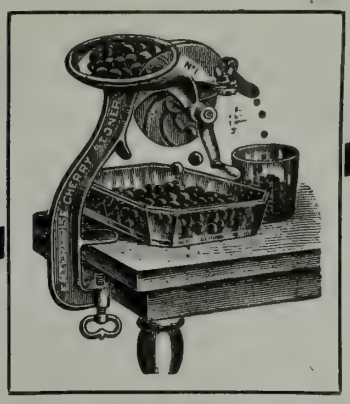
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MONTREAL, QUE.



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HOUSEKEEPERS are learning more thoroughly every year the possibilities of the Enterprise Cherry Stoner. Where one was sold five years ago ten are sold to-day. And where one is sold to-day ten will be sold five years hence.

The fact that the Enterprise Cherry Stoner is an indispensable household machine makes it indispensable to your stock. The name

ENTERPRISE

on these Cherry Stoners, as in every article that leaves the Enterprise plant, stands for the best obtainable service.

ENTERPRISE CHERRY STONERS do rapid and effective work. They are far easier to adjust than other machines, and the jaws absolutely retain their position when set. The parts of these machines are interchangeable.

It is an absolute certainty that you can readily make sales for these sterling machines among your trade. The fact that every family should have them makes them ready sellers.

In every respect they are up to the high quality of Enterprise Meat and Food Choppers, Sad Irons, Sausage Stuffers, Coffee Mills, etc.

The Enterprise line is the most profitable for you to handle, because Enterprise quality has made it the most popular—the most called for.

THE ENTERPRISE MANUFACTURING CO. of PA.

PATENTED HARDWARE SPECIALTIES

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Send to-day for descriptive catalogue showing complete Enterprise line.

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"How" By securing orders from your local Base Ball Clubs for their Base Ball Uniforms.

We carry a large variety, well assorted to suit everybody

We assure you good profits

A. E. BREGENT

Sporting Goods and Manufacturer of Athletic Uniforms

192 St. Catherine Street East, Montreal

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"CHIEF BENDER"

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Crown Beam Portable Platform Scale

The Beam, standing above out of the shadow of the Cap, can be more easily read. This construction makes the Scale more compact, and it takes up less room, as no part projects past the sides of the platform.

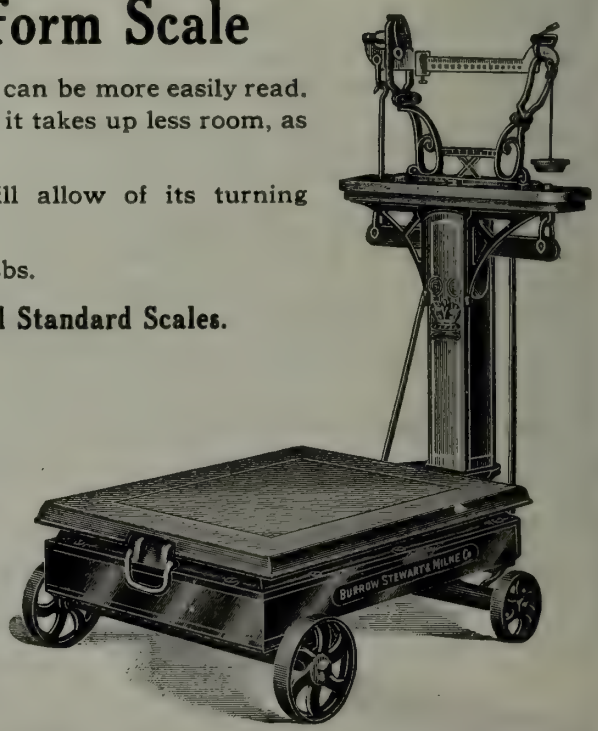
This Scale is fitted with ROTARY AXLE, which will allow of its turning within its own length.

CAPACITIES: 600 Lbs. to 2500 Lbs.

This is one of the many popular styles of Imperial Standard Scales.

We make 400 varieties.

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WE CARRY a full line of "LION BRAND, KING QUALITY" metal-ware, and guarantee it the best in the land. High in quality but moderately priced.



Heavy re-tinned strainer pails. They stand the kick.



If you have a "Lion Brand" Boiler, you have the best. None Just as Good.



Dairy Pails that stand the racket. That's Lion Brand dairy pails.



You buy Lion Brand galvanized pails but once. That's often enough. They last.



One Lion Brand tub is all you need buy. It will supply your needs forever.



Galvanized heavy stock pails The wear that W-E-A-R-S.

"LION BRAND, KING QUALITY" metal-ware; the kind that W-E-A-R-S.

Write us for sole agency proposition.

MERRICK-ANDERSON CO.

WINNIPEG, MAN.

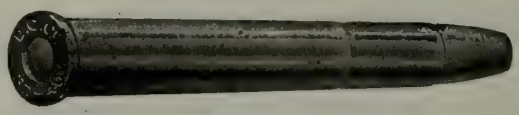
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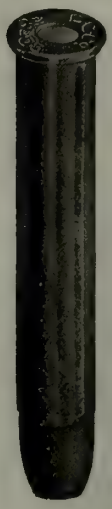
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Remington-UMC Hollow Points

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Remington-UMC .22 calibre hollow points make sure your small game. Their shocking power is enormous. Small animals of high vitality cannot escape to die, wounded, in holes or cover. A hit means a kill always, and the accuracy of *Remington-UMC* .22 calibre ammunition is world famous.

Remington-UMC hollow point .22's are specially effective in the extermination of gophers, ground squirrels and other pests. And they cost but fifty cents a thousand more—subject to discounts. Ask our representative for a demonstration of their mushrooming effect.

Remington-UMC—the perfect shooting combination.

Remington Arms-Union Metallic Cartridge Co.

299 Broadway **New York City**

Remington-UMC Eastern Factory Loaded Shells now on Sale on Pacific Coast.

Arranging the Store for Spring Trade

Certain Classes of Goods Should Now be Relegated to the Background, and Others Should be Brought Prominently Forward—The Danger of Overcrowding—Wide Variety of Articles Can be Effectively Shown if Only Samples are Placed in the Showcases—The Reserve Supply May be Kept Out of Sight.

This is the period of transformation. Outside the snow has gone, and the trees are commencing to show signs of life. Nature has put away winter things, and is bringing out her spring attire.

This metamorphosis is just as necessary inside the hardware store as out of doors, if the best results are to be secured. The winter goods must be put to the rear, and the spring goods brought to the front. None will deny the wisdom of this, but many there are who will point out that this is a hard thing to accomplish. And indeed it is so, for the number of spring lines are many. If all these were brought forward there would be wild confusion in the store, and confusion means lack of efficiency in the shop as well as on the deck of the sinking ship. The small boy at the party, who remarked that a little too much was just right, spoke only from a gastronomical standpoint.

Danger of Overcrowding.

Undoubtedly the question of arranging spring lines is a difficult one. Many a display has been spoiled by overcrowding; this, indeed, is the danger when the desire is to bring prominently forward the class of goods most suitable to this season. There is a retailer who believes it good business to get something of everything he carries into his store. He is successful, but it is in spite of his windows, not because of them.

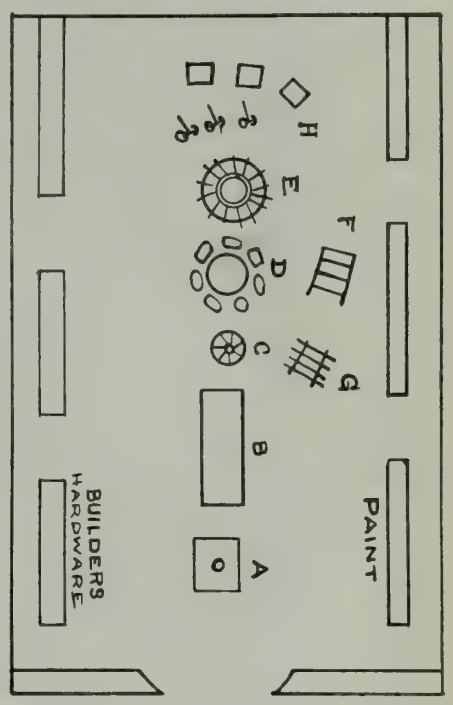
No, crowded effects are to be avoided. Yet it is wise to bring spring lines to the front. How then is this to be done without confusion?

Much depends upon the store, of course, but it may be possible to give some suggestions for the type of store which is perhaps most common. Many of these suggestions are merely illustrations of what has been seen in hardware establishments where there has been a genuine effect made to bring the proper class of goods forward properly. There will be some schemes suggested which will be impossible of adoption to many. It is always so. But even the suggestions which cannot be acted upon may yet not be barren of profit. They will not be if they cause the retailer to think of some other scheme by which he can obtain a like result.

Must Not Overlook Paint.

One thing is pretty generally recognized to-day; it is that the dealer serves his own best interests by keeping paint well to the fore. Spring is the great paint season. The demand is heavy now, and it is merely common sense to keep the goods where they can be readily seen, and where they will suggest a purchase to those who had not thought of buying.

Builders' hardware, too, cannot wisely be relegated to any inconspicuous place. Last year was a record building year. This year, it seems, a new mark is again to be established. From all parts of the Dominion comes news of building. For all the inside fixtures—the door-knobs, the hinges, the catches and the locks—there will be a heavy call. Indeed this call has already been heard. Builders' hardware then, in nine stores out of ten, should be kept well forward.



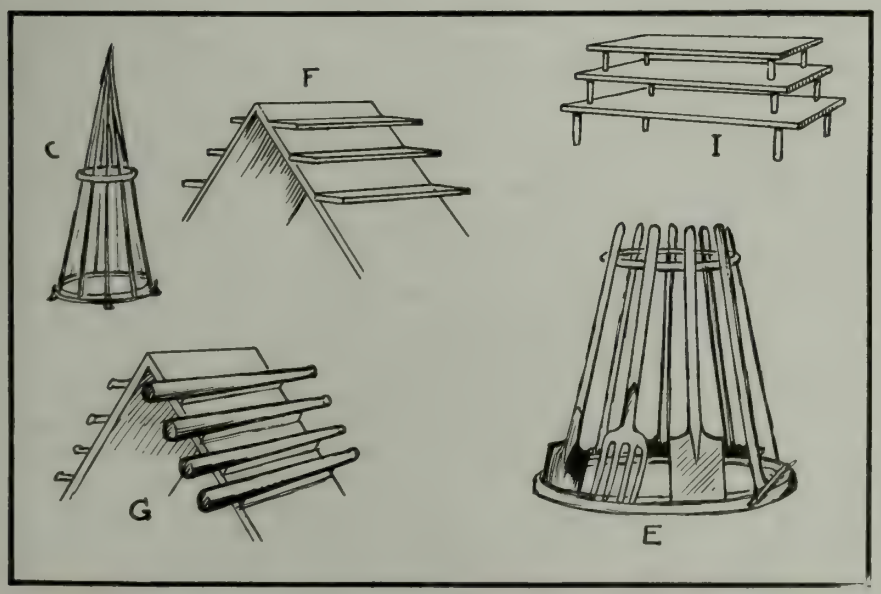
A suggested arrangement for spring goods. A—showcase around pillar; B—silent salesman with sporting goods; C—fishing pole rack; D—oil stoves around circular radiator; E—garden tool rack; F—motor boat stand; G—bat rack; H—space devoted to lawn mowers, etc.; I.—table with kitchenware.

Remember Sporting Goods.

There is one store in which these facts have been borne in mind. On one side of the front door is the paint department, and on the other are to be seen cases and shelves displaying fine samples of builders' hardware. One window is given up to a paint display, in another is a sporting trim showing samples of many lines needed at this season by sportsmen.

With this much space given to the two staple lines, it may be asked what can be done with the other goods which must be prominently displayed at this season if the sales are to be as large as possible. Well, the task is not an impossible one.

In a Montreal hardware store a post stands about ten feet in from the door, helping to support the ceiling.



Ingenious methods of displaying spring goods in the store.

It might be thought this would be somewhat in the way, but it has been so utilized that it is not noticed. Around this post a glass case has been built—the cost was not great—and in this case are shown samples of silverware. A customer might not see exactly what was wanted from this necessarily somewhat small selection, but it is certain that enough will be seen to make one desirous of seeing more—and there is more to be seen in a showcase placed nearer the rear of the store.

Only Samples are Shown.

Further back in this store, in the position indicated in the accompanying cut, is a silent salesman, in which is arranged a fine display of sporting goods—one of the particularly good lines during the spring and summer. No attempt is made to more than show samples here. The stock is kept further back in the store.

Behind this showcase stands a circular radiator. That might seem to break the floor space, but it has been utilized as a stand. About this radiator are arrayed metal and wire doormats. Every one knows how they are needed in the spring. Show these prominently and the sales will come. As well as the door mats, coal oil stoves are shown here. Only three or four are ranged about this radiator. They do not occupy any great amount of space, but they enable all passing to get an idea of the stock carried. It is necessary that these stoves should be shown at this season. Ordinary heaters may be relegated somewhat to the background, but coal oil stoves are especially wanted in the spring and early summer months. Good results are to be secured by bringing them prominently to the attention of all coming into the store.

Showing Fishing Rods.

In another establishment a neat method has been adopted of displaying fishing poles. A stand has been made which permits of the rods being arranged in the form of a pyramid. By this device not a square yard of floor space is occupied, yet the sportsman can see at a glance a score or more of the rods carried. He will be a hard man to please who does not see among this number some such rod as he wants.

But spring is a time for garden tools, too. Garden tools can occupy a great deal of space—also properly arranged they can be shown with economy of floor room. A good method is to install a stand like that upon which the fishing poles are arranged, but somewhat larger. Around this spades, rakes, trowels, hose reels and such lines may be grouped, and the whole space occupied will not be great.

Motor boat and automobile accessories are other lines which move particularly well at this season, when autos are being brought out of garages and when motor boats are being put into the water again. In one store where a good sale of these is reported, the manager has placed upon his floor a stand, shaped much like the stile which used to afford an easy means of getting over a fence. On the steps of this are arranged wheels, carburetors, spark plugs, and a wide variety of marine hardware. Again the space occupied is not great.

Then there are baseball bats. A store which establishes a name for carrying a wide variety of these may count upon a good trade the summer through. Boys and men will come to that store to buy. They will tell their friends of the fine selection they can get, and still more business will come.

There are different ways of showing bats. In some stores little compartments are made along the counter, one line of bats being kept in one compartment. Not a great deal of space is taken in this way, Another method is to make a stand in stepladder form. Grooves in this will enable bats to be laid across much like steps. A purchaser then can take in at a glance the various models. He can pick up the bats—examine their grain and try their weight. The examination will cause little or no disarrangement, and the one selected can quickly be replaced from the stock kept elsewhere.

Household goods must also be shown. A hardware store to-day, while it need not keep the rule of the sea—"Women and Children first"—must yet not forget the women, and kitchenware appeals especially to them at this time.

A series of tables, one built on top of the other in pyramid style, enables a wide variety of these lines to be shown. Such a stand is not costly. It may be made indeed by an ingenious clerk.

All the spring lines cannot possibly be brought to the front of the store, but they can be so placed that even those near the back will get their proper share of attention. The thing is to make one display lead a person naturally on to another, so that the customer who has come in for some trifle will walk back to see what is shown. In this way, if refrigerators, lawn mowers, and such lines have to be placed near the back, they will not be lost. The eye will be carried back from one display to another, and all who are interested in lawn mowers and refrigerators—and they belong to the legion family at this season—will see what they want. They will walk a few steps back and examine the samples shown.

Fixing the Selling Price

The discussion on the fixing of the selling price continues and a number of interesting communications have been received. An advocate of the method of reckoning the cost of doing business and the profit on the cost price of the goods, is Geo. Landreth, of Landreth Bros., Lemberg, Sask. He writes as follows:

"In reading your articles on fixing the selling price, it strikes me as if most of the people who disagree with you are under the impression that all earnings should be figured against the amount invested, whereas you do not consider the amount invested, but figure that a man does not make his percentage until he has sold the goods, and so, therefore, does not realize until same are sold. 'There,' he can say to himself, 'I have made 10 cents on that sale,' if he is making ten per cent. on a one dollar sale.

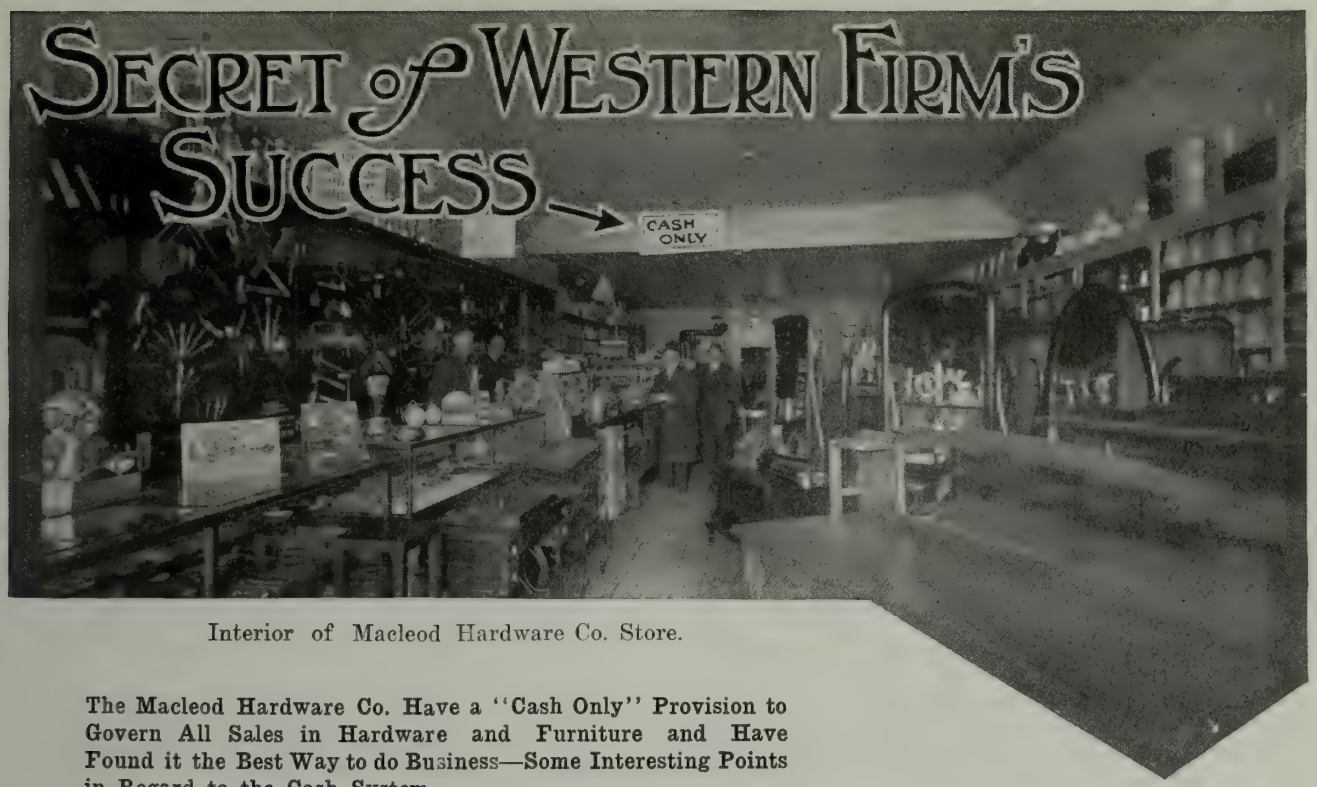
"Owing to the practice that earnings are reckoned against the amount invested as a percentage, people are under the impression you are wrong, and you are if it comes to declaring a percentage of earnings in a stock company, unless you take the earnings by themselves and declare another percentage on the amount invested.

"In your way of figuring one has only to keep track of the amount of goods sold to know what he has earned or made; that is, providing there are no leaks and that all goods are sold at a certain rate (percentage). For instance: Volume of business is $10,000, percentage 10; therefore net earnings are $1,000, if there are no leaks, which is doubtful. But if the merchant has a $5,000 stock (paid for) he has realized $1,000 on his $5,000 investment, so therefore he has made 20 per cent. on his investment the usual way of figuring.

"If I am wrong in this I do not see it, but I must say you could not say to a bunch of shareholders, we have only made 10 per cent., when you really have made 20 per cent."

Yours truly,
Geo. Landreth.

Secret of Western Firm's Success



Interior of Macleod Hardware Co. Store.

The Macleod Hardware Co. Have a "Cash Only" Provision to Govern All Sales in Hardware and Furniture and Have Found it the Best Way to do Business—Some Interesting Points in Regard to the Cash System.

One of the best known merchants of the world has predicted a mercantile millenium when, in the course of time, the cash system becomes universal. If all dealers went strictly on the cash basis, conditions of trade would undoubtedly be wonderfully improved. The wholesaler and the manufacturer would not have to wait for their money, the dealers themselves would be saved the burden of financial worry, failures would be reduced to a minimum. Things would not be so ideally beautiful from the standpoint of the consumer, who would have to break Desire and Immediate Means into double harness and make them trot along together; but there would be no question as to the advantages from the standpoint of the merchant; no question whatever.

In the meantime, some dealers are not waiting for this trade Utopia to be established. They have determined to anticipate it and are putting into practice the system which would help so much to bring it about.

"Cash only" is the sign which the Macleod Hardware Co., of Macleod, Alberta, have hung in a commanding position in their store. It is in plain view of all who enter and it states the terms on which all transactions in the store must be based. It is some time now since the firm put this sign up, and they certainly have no intention of taking it down. The "cash only" policy has proven an eminently satisfactory one.

It must not be assumed from the heading that this is the sole secret of the success of this Western firm. On the contrary, a share only of the credit can be attributed to this cause. The members of the company, T. M. Paulson and B. E. Spink, are practical business men, with a full share of the energy and vigor which are deemed essential qualities in the West. They have infused these qualities into the building up of their business. The fact that they trade on a strict cash basis has been a strong factor, however, in their success and has steered them around many of the shoals which always confront the beginner in business.

An Agricultural District.

The experience of the Macleod Hardware Co. has a deep significance on two counts. It is often claimed that the hardwareman who is located in an agricultural district, cannot successfully run a cash business. The argument is advanced that the farmer does not possess a steady source of income and cannot, therefore, be expected to pay cash down the whole year around. The farmer's money rolls in after harvest and he then "squares up" the accounts which have accumulated during his "off seasons." This consideration has kept many dealers from attempting a cash business who otherwise would change over without hesitation.

Macleod, Alberta, is situated in a splendid agricultural country. The term "sunny Alberta" applies with exactitude to the conditions which prevail in the wheat lands lying around. The consequence is that a good share of the trade of the Macleod Hardware Co. is farm trade. The "cash only" stipulation has not hurt it. The wheat raiser from the country pays down his cash as readily as the townsman.

Is it, after all, largely a matter of habit? The farmer likes to charge goods it seems; and he generally has a balance at the bank all the time. If it is necessary to pay cash, he is willing to produce it.

A Furniture Department.

Another obstacle which has kept many dealers from making the change from credit to cash is the difficulty experienced in exacting full and immediate payment for certain lines of goods—stoves, for instance. Some dealers do large contract trade in builders' hardware, and they are adverse to changing their system because they fear that the new scheme could not be applied to that branch of their business. With some men it is one thing, with others it is another.

The Macleod Hardware Co. have, like many other Western hardware firms, a furniture department. Now if any business is difficult to run on a cash basis it is furniture. People must have furniture, whether they have the wherewithal to pay for it or not and, just as sure as there will always be impecunious parties in the world, there will always be a demand for furniture on the so-much-per-week plan.

Nevertheless, the "Cash only" sign which regulates the sales of hardware in the Macleod Hardware Co. exercises

(Concluded on page 38.)

HARDWARE AND METAL

(ESTABLISHED 1868)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

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PUBLISHED EVERY SATURDAY.

STRENGTHENING THE MAGNET.

What is the use of a show window? Generally this is believed to be the sample of the store; the eye, not through which the store looked out, but through which the people look in. The window is an indication of what is to be seen inside. But it is more than this. It is one of the store's magnets—one of the forces which draw people to the store.

This phase of window dressing deserves some consideration. The retailer must present his goods in such an attractive way that they will arrest attention, and draw people to inspect them more closely. But there is an agency outside of the mere goods which some men have used to make their windows attractive. They give room to signs, not immediately relating to the store, but of genuine interest to a large part of the people whose custom they have or hope to gain. There are some who do not believe in this—and doubtless in certain places this would not be advisable—but properly regulated the system of putting forward signs, bearing information about things of interest to the general public, does a store good.

People notice these cards from across the street, and walk out of their way to see what is to be learned. After satisfying their curiosity, they look at the goods in the window. If the display is well arranged—and, of course, the notices must not be allowed to interfere with this—many people will see something which they want. They will perhaps buy, or will say something about the goods which will induce others to buy.

Let people once get to know that signs bearing news of general interest are to be seen in a certain store window, and many of them will go out of their way to pass that store. Much attention will be gained. The magnet will have been made more powerful, and the educational qualities of the window will not have been spoiled, if discrimination has been shown in the class of announcements which are given window room.

RECKONING OVERHEAD EXPENSES.

The question of fixing the selling price and figuring profits is a live one, judging from the interest which hardwaremen are taking in the discussion which has been conducted through the columns of Hardware and Metal. Quite a number are still unconvinced, however, that the proper way is to figure profits and overhead expenses on the selling price.

The fallacy of figuring profits and cost of doing business on the cost price can be best illustrated, perhaps, by quoting the experience of a dealer who followed that system. He was doing a $40,000 dollar business, and he reckoned his overhead expenses to be about $7,500 or about 18.7 per cent. In figuring the selling price of his stock, he added the 18.7 per cent. to the cost price of the goods and then tacked on his margin of profit. He made the grave mistake of forgetting that his expenses totaled that percentage on the selling price, not on the cost price. Thus, instead of allowing 18.7 per cent., he probably allowed considerably less than 10 per cent. on most articles and was creating a deficit of something like $4,000 each year, which had to be made up out of the margin of what he assumed to be his profit. The result of this blunder in accounting was that his profits were growing smaller every year, despite the fact that his business was growing.

AS TO THE FUTURE OF METALS.

A careful consideration of the metal market at the present moment is sufficient to make all interested pause to consider what the future will be, and what they had better do now in view of that future.

See what conditions are. Tin high and apparently going higher. Iron exceedingly scarce in Canada, and orders from Canadian houses being refused. Copper stocks low and prices high. Spelter almost unobtainable; lead scarce; and antimony in greater demand than usual, with a smaller supply on hand.

It is a difficult situation to fully comprehend, but the signs seem to point toward a higher market for one and all the metals. True, copper is higher now than it has been for a long time, but it is also true that the supplies are lower than is usual at this season, and the demand is great. Seventeen cent copper is looked for, and if it comes a general advance on all products will have to be made.

When iron seems likely to advance at this season the situation is indeed strange. But iron does seem quite likely to rise in value on the Canadian market at the present time. The supply is small here. English shippers have been exhausting their stock during the strike. Now they will want to refill their warehouses. This will take a certain amount of their new product, which will result in the supply on the market being smaller than the demand, the higher prices to meet the demand. Moreover, the higher prices which are being paid for coal will make production of this and almost all other metals more costly. It seems certain that higher figures must be asked before long.

KEEP AHEAD OF THE SEASONS.

The dressmaker and milliner know the styles which are to prevail in a certain season long before the public gets any inkling. They are prepared well in advance of the season. It is the same in all lines of trade, and commerce. Everything which is to be offered to the public must be prepared quite a time before the date of presentation. The theatrical magnate begins to plan in early spring the attractions which he will offer in the fall and winter. The magazines plan their stories and features several months in advance. The manufacturer is striving in 1912 to find new ideas and models to offer in 1913.

The retail hardwareman must follow the same policy of keeping ahead of the trade. To get best results, he must know just what he intends to do, what stock he

is going to handle and how he is going to handle it, quite a little time before demand for those lines is felt. For instance, he should prepare now for the trade in wedding presents, which will start late in May and continue right through June and July. In a short time also, he should begin to plan his harvest tool campaign. Although little seed is yet in the ground, the time will soon roll around when the farmers will start to thresh.

Much has been said on the subject of the wisdom of preparing well ahead of time. The admonition cannot be made too strong, however. Haphazard merchandising, taking trade just as it comes, season after season, brings the dealer just the amount of trade that arises from sheer necessity. No demand is created. On the other hand, the dealer who plans out everything ahead of the seasons is bound to "work" all lines to the fullest possible extent.

ARRANGING THE HOLIDAY SCHEDULE.

Soon straw hats will be making their appearance, and spring will be on the wane and summer approaching. The days will be hot, and thoughts of summer vacations will fill many minds. This is a state of affairs which may be expected, and the hardwareman will do well to make his preparations accordingly.

These dealers who employ a number of clerks might well arrange in advance the date upon which the staff will go away for their holidays. The dealer will then know during just what seasons he will have a short stah. He will be able to prepare in good time, so that all may be in readiness when this short-handed season arrives.

Arranging the holiday schedule well in advance is of advantage to the employer in other ways. It prevents disputes among the clerks as to who shall go on a certain date. It enables the clerks to plan their trips; and instead of their being any discord among them there will be a feeling of expectancy. They will give more enthusiastic, more whole-hearted service.

A PROOF OF CONFIDENCE.

Writing to Hardware and Metal, a Western hardwareman says: "We are expecting the biggest year on record, and are stocking up for a heavy trade."

It is the surest proof of confidence on the part of the dealer when he shows it by ordering heavily. The dealer who lays upon himself the responsibility of selling more goods than ever before, is convinced in his own mind that conditions of trade are going to be such that he will find no difficulty in increasing his sales.

The dealer in question is located in a Western city which is experiencing a steady growth, but is not "booming," in the ordinarily accepted sense of the word. There is no feverish building activity to guarantee a record demand and yet the hardwareman is thoroughly convinced that trade is going to break all records.

It is a healthy sign. Corrobative evidence is not lacking by any means. From all sections of the country come reports which bespeak activity and soundness in trade conditions.

TAX ON MAIL ORDER HOUSES.

At the annual meeting of the Retail Merchants' Association of Canada, report of which appears elsewhere in ciation of Canada was a lengthy discussion on the mail order question.

N. C. Cameron, of Goderich, Ont., has been making an extensive study of this problem, and he claims to have a solution in a tax or license on houses which sell by catalogue outside of their own communities. He says the law could be enforced in the same manner as the liquor license law, where the Government collects a percentage of the bar receipts. Each hotel proprietor must give a sworn statement of his bar receipts. Mail order houses would, under Mr. Cameron's plan, be obliged to make sworn declarations to the Government of the amount of business done in each municipality. The tax would be a certain percentage of that amount, and would go to the coffers of the various municipalities.

That there will be much opposition to such a measure is beyond a doubt, and it is a question which should be given much thought before a definite proposition is presented to the Legislature.

A number of other important discussions took place, chiefly on Legislative matters, and these discussions certainly demanded a larger attendance. If, as one of the members expressed himself, merchants could have known what was on the bill-of-fare, more would have been present.

POINTED EDITORIALS.

It is his ability to get the "extra margin" of trade which makes or unmakes most merchants.

* * *

"Cash only" is a good motto for the retail dealer. One cash sale is worth two bad debts on the books.

* * *

"Get your goods out in full view," is the advice of a well-known hardwareman, to further the sale of seasonable lines.

* * *

Winter goods left in stock are now being put away. When they are brought out again, in the fall, the care or lack of care taken in the storing will be very evident.

* * *

Feature brushes and other paint accessories. This is one of the surest awys of building up a good paint business.

* * *

If a sport enthusiast becomes interested in an article, he is likely to buy it, despite the price and other considerations. The secret of big sales in sporting goods is, therefore, to arouse the interest of the sporting fraternity.

* * *

Many retail dealers still figure their profits on the cost price, judging from communications received by Hardware and Metal. This system may be followed successfully, but it possesses drawbacks which are avoided by figuring on the selling price.

* * *

In arranging the holiday schedule, Mr. Dealer, don't forget that hard-working, worried and faithful member of the staff, the proprietor. He needs rest and relaxation the same as the others, and should have it. Don't think that the store can't get along without him. The absolutely indispensable man has never yet been found.

* * *

Although the headline is one of the most important parts of an advertisement, a great many retail advertisers dispense with it entirely. An ad. without a good headline loses at least half its strength.

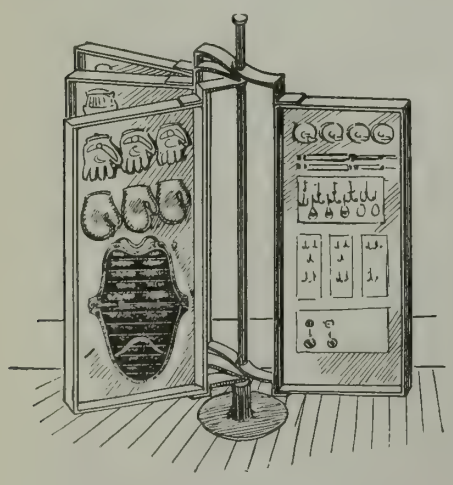
Arouse the Interest of the Sport Lovers

The One Sure Method of Holding the Trade in Sporting Goods—Why Not Hold a Spring Opening Day?—How One Dealer Went About It—Proper Display is a Strong Factor—Two Convenient Devices Shown.

"All work and no play makes Jack a dull boy," is one old adage to which practically all members of the male sex unhesitatingly subscribe. Outdoor sports of all kinds are the main interest in life of healthy boys; and the speed with which men turn over to the sporting page of their morning paper is pretty positive proof that the same passion survives through years of maturity. It is no anomaly for the keen business man of the morning and early afternoon to become an ardent baseball fan at 3.30; it is just human nature.

For all of which reasons the sporting goods trade is well worth the attention of the retail dealer. Of late years the trade has been drifting more and more toward the hardwareman until now it is pretty generally recognized that the hardware store is the place to go for sport supplies. It is important that the dealer should "nail it down," when he has the opportunity, for this branch of his business is too good to lose. "What we have we'll hold" should be the motto of the hardwareman.

To hold the trade in sporting goods entails the devotion of considerable time to that department. The secret of success is to make that part of the store interesting to sporting goods customers. The sport devoteee is an enthusiast above all else. If his interest is aroused on visits to the hardware store, he will keep on visiting it. A good stock well displayed will arouse his interest. The sportsman loves to handle and examine anything pertaining to sport and will frequently be led to indulge by that means in purchases which he had not intended previously to make. Perhaps the strongest inducement to hold out for the trade of the sporting fraternity is to have a member of the staff well versed in sports. A clerk who can talk hunting to local nimrods, discuss the ways of the "speckled beauties" with angling devotees and argue big league averages with baseball fans, will always be a magnet to attract sporting goods trade.



Swinging Rack for Small and Flat Articles.

The Spring Trade.

The spring is the "big season" in sporting goods. The dormant enthusiasm of the sport lover is aroused when the first signs of warm weather appear. It is important, therefore, that the dealer should pay special attention to this trade during the spring season.

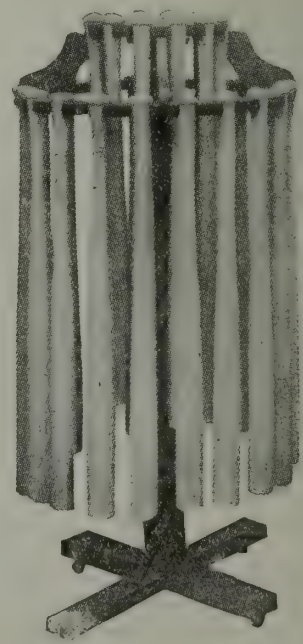
Why not hold an opening day? This is done in other lines—in paints, stoves, Christmas goods. The writer recalls the experience of a dealer in Western Ontario who adopted this plan three or four years ago. He selected the first of April as the date, and advertised the opening extensively, running a series of snappy ads. calculated to attract the attention of sportsmen. On the night before the opening day, the staff got to work and arranged the stock to fit the occasion. A large table was shoved to the front of the store and on it was placed a variety of articles, such as baseball and cricket gloves, deckers and masks. Three ropes were strung from the top of the shelves on one side of the store to the top on the other. Deckers and gloves were attached at intervals on the first rope. Tennis rackets were strung along the second and the third was used for the display of baskets, reels and other supplies sacred to the gentle sport of Izaak Walton. Racks with bats, lacrosse sticks, fishing rods and guns were placed as near the front of the store as possible. All other lines were obscured more or less by the prominence thus given to sporting goods, but it was for one day only. The following night the store was rearranged in the old order. In the meantime, however, practically every sport enthusiast in town had visited the store and a record day's sales had been the result. So satisfactory had the opening day been that the dealer has repeated the operation each year since and is getting better results every time.

Proper Display.

Proper display of sporting goods is a strong factor in creating sales. At the same time, there are few problems which present more difficulties. It is not an easy matter to devise methods for showing gloves, baseball bats, tennis rackets and fishing rods. Many dealers have given it up and just put the goods in anyhow, heaping the "deckers" on a counter and placing the rods and bats in a convenient corner.

Two simple and effective methods of displaying goods are shown in the Sporting Goods Dealer. The first is a folding display rack for small articles or large flat articles. The rack should be made of soft wood covered with cloth or felt. The articles can be fastened on firmly with wires or tacks. The upright can be made from an ordinary piece of gas pipe, with a heavy piece of iron casting for a base. The supports at the top and bottom can be made to fit within each other in such manner that the panels will fold up. When closed the rack would occupy very small space. The different sections swing easily either way, so that while the customer may be waiting for a package he may inspect several of the surfaces crammed full of articles that he may be interested in. Fishing tackle, baseball gloves, golf balls, pocket knives, hunting knives and small supplies of almost limitless variety may be shown and the articles can be changed with the passing months so that the display will always be seasonable.

The second rack is for the display of baseball bats. It consists of a base on



A Rack for Baseball Bats.

rollers, with a firm upright, to the top of which two revolving wooden discs are securely attached. The bats are hung in notches in the outer edges of these discs. The smaller disc sets higher than the larger, so that longer bats than those in the outer disc may be held in it. Three dozen bats can be held in the rack at a time, and yet the pivotal bearing used in the revolving construction makes it possible to turn the heavily loaded discs easily. The rack is so constructed that when not in use it can be taken apart without the aid of a tool and placed in a box the size of a woman's hat box for storage.

It is well for the hardwareman to consider all such schemes for display. Without some such devices, he will find it impossible to display the goods to such advantage that sport lovers will consider a visit to the store interesting.

Hardware Store Publicity

Chapter 7—The Headline.

The headline is undoubtedly one of the most important features of an advertisement; and yet, strange to say, there are few retail advertisements which can boast a headline of any kind. This may sound like a paradox, nevertheless it is a fact.

The headline is the opening statement in the advertisement, the part which the eye first encounters. It is set in larger type and is supposed to bear somewhat the same relation to the rest of the ad. that the headline in a news paper does to the body of the article. But, as stated before, a large number of ads. have no headline at all. The writer became convinced of this sad truth on going over a bundle of retail hardware advertisements in search of material for this article. Only a few of the ads. had anything which could be called a headline. A great many of them started off with the name of the firm, thus:

JONESVILLE HARDWARE CO.
E. K. Smith, Manager.

Quite a number started off with the word "Hardware," or in a few cases "Smith's Hardware." A few more had gone just one step further and began with such introductory words or phrases, as "Wire Fencing," "Paints," "Stoves," to indicate the particular branch of the hardware business to be taken up in the ad.

In the real sense of the word, these are not headlines, any more than the name of a newspaper could be used as a heading for an article. If the editor of a daily paper put the word "news" at the top of a column, every reader would appreciate the fact that what followed was in the nature of news but there would be no inducement to find out what the article contained. The editor who got his paper out in that style would not be voted a success and yet he would not be more at fault than the hardwareman who puts the word "hardware" across the top of his advertisement.

It is equally bad to start the advertisement with the name of the firm. Interest the reader in the proposition and he will want to find out the name of the firm offering it. Telling him the name of the firm does not necessarily arouse in him any curiosity as to the nature of the proposition which follows. In this respect, a lesson might be learned from that ubiquitous, sometimes derided, universally avoided, and yet capable and energetic member of society, the book agent. If the book agent opened up with the bald announcement, "I'm selling books," he would "get the door" before he could say another word. The wily agent knows that his chief hope is to interest his prospect before he lets the latter find out what his business is. Accordingly, he begins something like this: "You are a busy man, Mr. Blank, and I suppose you haven't had an opportunity to travel and see the world as much as you would like. A man with a big business to look after can't go wandering off on long trips, I know. But you can enjoy all the benefits of travel without the discomforts by reading So-and-So's travel lectures——" and so on.

That is salesmanship. Now the ad. writer is a salesman. He is striving to interest the public in the article he is advertising. He is striving to make his ad. stand out from the great mass of news and advertisements which makes up the modern daily newspaper so that the eye of the busy reader, in skimming through (the average reader "skims" rather than reads) the pages, will pick it out, pause and peruse it. It is no mean task.

The importance of the headline will, therefore, be seen. It decides the fate of the ad. If the headline interests, the reader stops and looks over the ad. If it contains none of the elements calculated to interest, the amount of attention attracted will be correspondingly less. What chance, then, has the benighted ad. writer who cannot resurrect from the storehouse of his imagination anything more original and striking than the word "hardware?"

Writing a Headline.

In writing a headline, the first rule to be borne in mind is that it should tell the story of the ad. in the same way that the newspaper heading sums up the story which follows it. Some advertisers believe in writing the headline without any regard to the rest of the matter, on the principle that, if you interest people at the start, they will continue right through to the end. Novelists sometimes do this. But the author's license does not extend to the ad. writer. When a person is plunged into the perusal of an advertisement of kitchenware through the medium of a headline which read, "Shot from the mouth of a cannon," he feels that he has been tricked and is resentful.

Write Headline First.

Some good ad. writers seek for a headline first and then write the advertisement to fit it. If they are sufficiently clever, they can succeed by that method. But it is a cart-before-the-horse way at best and generally leads to a disjointed, illogical and unconvincing advertisement. The logical way is to write the body of the ad. first and then prepare the headline from what has been written, summing up the whole story in the fewest words possible. It should be borne in mind that the newspaperman writes his story first and then prepares his heading.

Should Be Brief.

A headline may be imperative, funny or startling. Only one quality is absolutely necessary. It must be brief. The reader is more likely to focus his attention on a few words than on a long sentence. One of the best headlines the writer has seen in a long time was the midsummer admonition of an Eastern Canadian hardwareman, addressed to the public during a particularly warm spell—"Get a tent." Brief, pointed, imperative, it struck home. Those three words had many times the potency of such a construction as "Do you need a tent in this warm weather?" or the tiresomely hackneyed, "We handle tents at all prices."

Three Classes.

Headlines can be roughly divided into three classes: Interrogative, imperative and demonstrative. The interrogative is the most commonly used but not by any means the most effective under all

circumstances. The interrogative headliner asks: "Do you need a gas range?" thus appealing to the class of people who have come to the conclusion previously that they do need a gas range. The imperative headline recognizes no restrictions but boldly flaunts the assertion addressed to all and sundry: "You need a gas range!" The demonstrative headliner seeks to convince one of the need for a range by citing a fact, such as "A gas range saves labor."

Different styles must be adopted to suit different cases. On the whole, however, the interrogative style lacks force and should not be employed to any great extent. The imperative style can become wearisome also. People cannot always be hectored into buying and a constant succession of dynamic imperatives will put them out of sympathy with the advertiser. For general use, the demonstrative form is found the most useful and the most readily adaptable.

Good and Otherwise.

Here are a few specimens of headlines culled at random from hardware advertisements in Canadian newspapers:—

"Don't sleep cold at nights when you can get a bed warmer for one dollar." Too long. It straggles all over the space. How would this do? "Bed warmers bring comfort."

"Hundreds of Hunters." Very bad. The rest of the sentence is finished off in small type, so that the words which strike the eye first convey no significance or meaning. "Prepare for hunting season," would have been more effective.

"Doesn't this hot weather make you wish you had a gas range?" Too long by far. "Cook in comfort," expresses the same thought much more concisely and with equal force.

"If you are thinking." An antiquated, stereotyped, inanely inexpressive heading. It tells nothing and is worse than mere blank space.

"Put the mail order stove on the scales." (This one accompanied by cut.) It makes a definite suggestion and is calculated to set the person who has caught mail-orderitis to thinking.

The D. Moore Co., Hamilton.

We are very much pleased with the arrangement of our ad. in your Spring Number, and think that your artist has excelled himself in the way he has displayed the ranges and also the type, etc. We think it is a very attractive ad.

We must compliment you on the very artistic manner in which you have put out this Spring Number, and think it will be the means of bringing some business.



By Mack.

I obtained a new point of view regarding the attitude of a business man towards his business recently.

To many, the Utopian period of business life begins when the generosity of Fortune provides the opportunity of withdrawing from the active direction of affairs that are usually interlaced with responsibility.

Now the impression seems to be accepted generally that the retail merchant or the manufacturer, it may be, works his best to develop a lucrative trade and at the same time maintains an aspect of repressed hostility to his environment.

There are many instances of this condition known to all of us should it be acknowledged frankly.

But this is not the way of our pattern merchant whose philosophy I shall describe for the benefit of those who chafe under the daily round.

He has trained his mind to extract entertainment from his work in the office every day.

By excluding from his mental vision pictures of future pleasure and benefits, to-day's task yields to him satisfaction.

Probably the number of men capable of carrying on a business from year to year buoyed by such an atmosphere of hope is as yet too small to be called a class.

If it were larger could anyone doubt the good effect such treatment would show on the average store and, of course, upon the dealer himself.

This gentleman apparently does not believe that it is necessary to seek recreation by interrupting the tenor of events by long vacations.

He is in constant mental training and fresh to cope with any ordinary difficulty or situation as it appears.

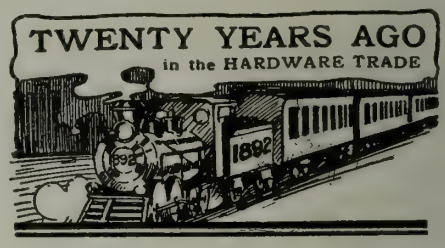
And this by the relaxation of mind induced from putting himself in a receptive mood and expecting pleasure and interest from his work.

The optimistic outlook thus caused is reflected in the successful results obtained in financial increase and physical efficiency.

THE JAP-A-LAC 1912 CONTEST.

Following their regular custom for years, The Glidden Varnish Company are offering valuable prizes for the best Jap-A-Lac window display made in 1912. This year the first prize is a solid gold repeating watch, valued at $75.00. The second prize is a twenty-year gold filled repeating watch, valued at $50.00. The third prize is a 17-jewel 14k. gold Locust watch. They will also award thirty prizes of watches to all contestants who send them photographs of their Jap-A-Lac window displays, which displays may be of superior excellence, yet not worthy of either first, second or third prize.

The material for making the Jap-A-Lac window display consists of a center piece showing a Japanese pagoda in the center of which is a large Jap-A-Lac can, and around the base of which are shown Japanese figures dancing the famous Flower Dance of Japan. It is the work of the well-known artist, W. W. Denslow. This center piece is reinforced by a window trim in which wistaria is used in connection with Japanese screens.



The following items were taken from the issue of April 23, 1892:

"Another new hardware store has opened on Upper Water street, Halifax, the proprietor being M. O. Crowell, who has had an extensive experience in the business."

* * *

"A representative of Hardware the other day had the pleasure of a ramble through the spacious premises in which Bond & Co., Guelph, carry on business as hardware merchants."

Editor's Note.—The Bond Hardware Co. are in the same premises still but they recently acquired the store next door and have practically doubled the capacity of their store.

* * *

"The Toronto Roofing Co. have dissolved, W. G. McMurchy & Co. continuing."

* * *

"Fire was caused by combustion in the cellar of McMahon Bros.' hardware store, Kingston, early on Wednesday morning. Loss $1,000; covered by insurance."

Complete Course of Sheet Metal Work

By L. W. KOSER

Prob. 1, plate 17, shows the method of developing a cone.

First draw the plan Fig. 1, having the diameter of the circle to correspond to the diameter of the base of the desired cone.

Step the plan off into equal spaces and number each.

Draw the elevation Fig. 2 which represents the height and gives the slant or pitch of the cone as A, B, C.

With the point of the compass set at A, and the lead at B, and with any convenient point as centre, as S, describe the arc N, M, Fig. 3 and lay off on this the stretchout of Fig. 1; draw lines from the points 1, into the centre, as shown by the lines N, S, and M, S, and the pattern is developed.

Prob. 2 shows the method of developing the frustrum of a cone with its top cut off parallel to its base.

Draw the plan Fig. 1 and step it off into equal spaces.

Then draw a complete cone as shown by the elevation R, B, D, Fig. 2.

Then draw the line A, C, showing where the cone is to be cut off at.

Set the point of the compass at R, and the lead at D, and with any convenient point as S, describe the arc N, M, and lay off the stretchout of Fig. 1.

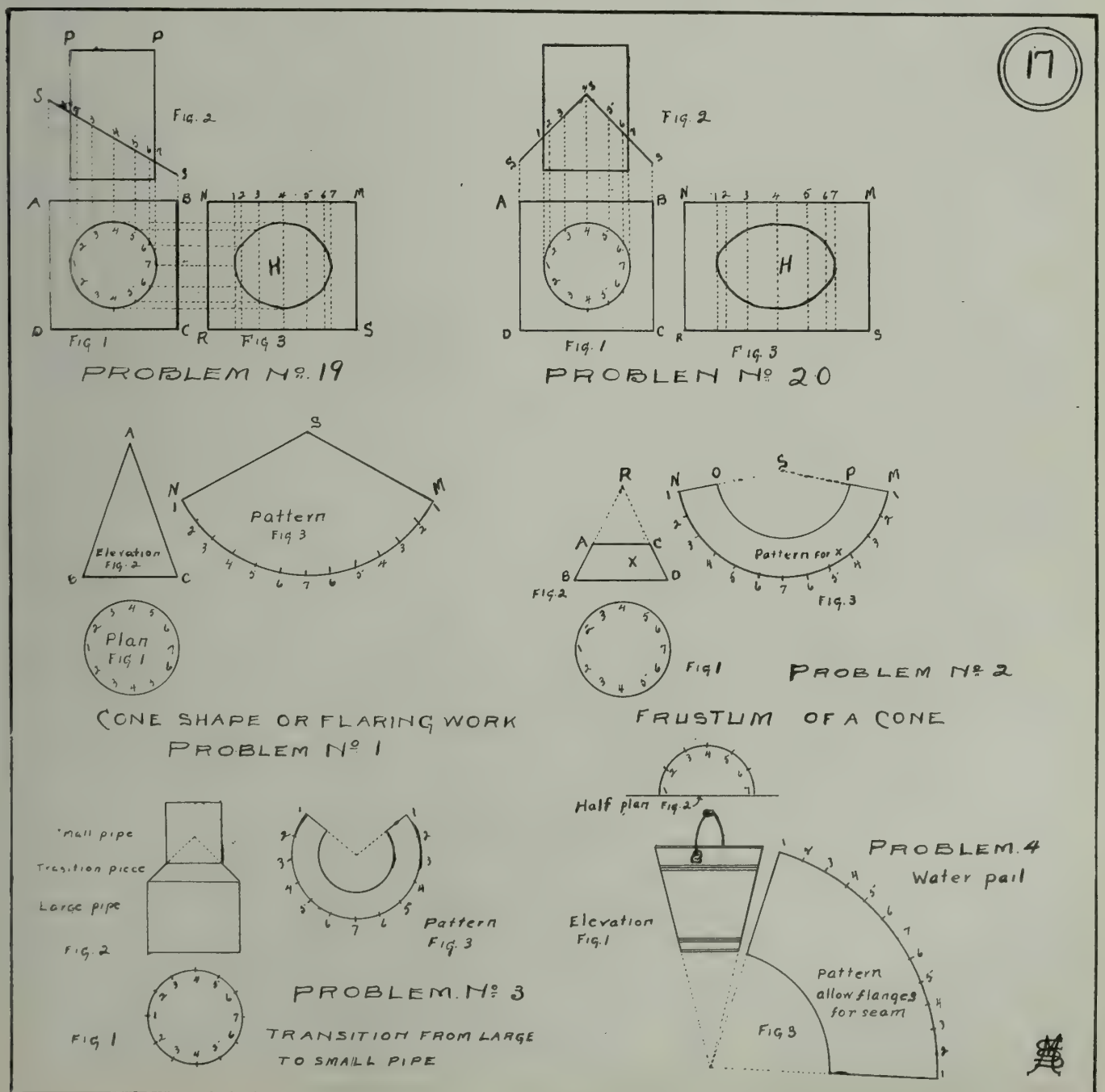
Draw lines from the points 1 into the point S.

Then set the point of the compass at R, Fig. 1 and the lead at C, and, with S, as a centre, describe the arc O, P, cutting the lines N, S, and M, S, thus completing the pattern.

Prob. 3 represents a frustrum of a cone used as a transition piece to connect a large and a small pipe running in the same direction.

The method of developing is the same as Prob. 2.

Prob. 4 shows the pattern developed for a bucket or pail. This is a frustum of a cone inverted or turned upside down, and is developed the same as explained for Prob. 2.



Progressive Hardware Retailing

A New Way of Showing Knives—Featuring Tools for the Farm—A Forcible Talk on Paint—B. C. Dealer is Holding a Big Cash Sale—Pushing Housecleaning Goods.

NEW WAY OF SHOWING KNIVES.

Picton, Ontario.—Carter Bros. have a new and highly effective method of displaying knives. A glass showcase is used for these goods and the knives, instead of being left in the cases are taken out and laid flat on shelves. Customers have thus a complete assortment to glance over and can make a selection with greater facility. Behind the showcase are small trays or drawers in each of which one variety of knife is stored. When a customer desires to inspect or buy a certain knife, the salesman opens the corresponding drawer and takes one out. Thus there is never any necessity to remove goods from the showcase and the assortment is always complete.

TOOLS FOR THE FARM.

Rosetown, Sask.—Under the caption "Tools for the Farm," L. F. Heartwell & Co., are running a half-page ad. devoted to the sale of speed drills, hoof parers, vises, portable forges and similar articles. The advertisement contains the following pertinent statement:

"The outlook for a bumper crop was never better than at the present time. If you want your share of the crop you must be prepared to do your work at the proper time.

"All who have lived in the West for two or more years know the importance of getting the crops in, and off, in season.

"Those who were the most successful last year, were those who had their machinery repaired and ready to go to work when the time came for them to do so. If you keep your machinery, harness and horses in shape you are prepared for your work at the proper time.

"If you have your own tools you can get your repairing done before the seeding and spring work begins. You will also save time and money as it takes both to go to town for a small repair."

FORCIBLE PAINT TALK.

St. John, N. B.—"Spring is the great housecleaning season. It's the time when everybody feels it is absolutely necessary to make things brighter with the liberal use of paint. Paint is a necessity, not a luxury. Good paint is fully important as insurance. Paint to the house is as clothing to the body." These are just a few quotations from "McAvity's Messenger," the spring issue of which made its appearance this week, from the offices of T. McAvity & Sons, the hardware dealers in King street. Short, pithy, directly to the point, these and other like sentences command instant attention and, featured well, caused the casual reader to give the remainder of the contents of the number more careful attention than might otherwise be the case.

The firm have started an active spring housecleaning campaign. Their issue of the "Messenger" attracted considerable attention in St. John, and it was gotten up for no other purpose, so that this must be decidedly gratifying. The issue was illustrated with cuts showing the advantages of certain lines of goods, and there was just enough reading matter to get the reader interested and to cause him to make a visit to the store to inspect the features advertised. Each line had the various prices affixed, and no article of use or value in the work of renovating the house and premises in springtime escaped the listing in the issue of the "Messenger," which should prove a distinct aid in the campaign to secure the trade. It was published in two pages of one of the local dailies.

BIG CASH SALES.

Enderby, B. C.—The Fulton Hardware Co. are conducting a cash sale of all lines of hardware. The fact that "$25,000 worth of goods will be placed at the mercy of the buying public" is being fully announced in full page advertisements in the local paper. The sale will close on May 11 and everything is being offered at a very considerable reduction. The stipulation is made, however, that all sales will be on a strictly cash basis.

HOUSECLEANING AD.

High River, Alta.—"Housecleaning time properly prepared for ceases to be the most dreaded time in the year," is the introductory sentence in an advertisement of the High River Hardware Co. Following a number of illustrations are given of articles suitable for use at housecleaning time, the list including carpet sweepers, wash boilers, clothes wringers, dustpans, washboards, mops, carpet beaters, scrubbing brushes and pails.

SECRET OF WESTERN FIRM'S SUCCESS.

(Continued from page 31.)

the same control over transactions in the furniture department. All sales are cash sales. If this can be successfully accomplished with respect to furniture, there is good reason to believe that the same can be done with respect to stoves, builders' hardware and so forth.

Members of the Firm.

The Macleod Hardware Co. are a progressive firm in other respects as well. As will be seen from the accompanying illustration, they have a good-sized store with modern fixtures. The stock is neatly and effectively arranged and credit is particularly due for the display of machine tools. A large stock is carried and the articles are effectively shown behind glass cases.

T. M. Paulson was formerly in business in Minneapolis. B. E. Spink was with the Alberta Pacific Elevator Co., serving in the capacity of auditor.

FREIGHT CHARGES.

The Editor of Hardware and Metal:

I have been following your articles on "How to arrive at the selling price" with great interest.

There is one question I would like to ask: Do you include freight charges in the overhead expenses?

Our expense of doing business averages 25 per cent., including the freight. Leaving the freight out, it would average about 22 or 23 per cent.

Would be glad to see your answer in the next issue.

Yours respectfully,

S. F. Y.

Freight charges are not included in overhead expenses, but are reckoned on the cost price of the goods. Briefly, the cost price of goods is determined on the following basis: The invoice price, less the trade discount (but not less any cash discount), plus the freight or express and cartage, but not plus demurrage charges or breakage losses. If your overhead expenses run as high as 23 per cent., you had better start to investigate to find the reason. That percentage is too high.—Editor.

Current News of Hardware Trade

In New Office.

Montreal.—B. & S. H. Thompson have moved from their old office on St. Paul Street, and are now located in the new Transportation Building, suite no. 507.

Annual Reunion.

Kingston Old Boys, who are largely represented in the hardware trade throughout Canada, will be interested in the announcement that the Annual Re-union of the "Old Limestone City" will be held on June 3.

Moving Head Office.

Ottawa, Ont.—The Westport Plating and Manufacturing Co. are moving their head office from here to Westport. The move is being effected in order to have the head office and factory together.

W. G. Colville Burned Out.

Fort William, Ontario.—Fire broke out in the hardware store of W. G. Colville on Tuesday morning. Owing to the fact that the city mains were turned off for repairs, the hardware store and two others were consumed. The total loss is estimated at $132,000, about two-thirds covered by insurance.

Opening Showrooms.

Montreal. — The Sherwin-Williams Company of America are this week opening in New York large showrooms. In these there are to be model rooms equipped, showing the public the effects which can be secured from a wise use of interior paints. The showroom is to be in charge of a Canadian.

George Chaffee Goes West.

Montreal.—George Chaffee, until recently connected with Lewis Bros., left last week for Chicago and St. Paul en route for Winnipeg, where he has accepted a position with Wood, Vallance. Mr. Chaffee will move to Calgary upon the completion of the Wood, Vallance warehouse in that city.

Watched the Markets.

Montreal.—What happens when a man neglects to follow the markets closely was well illustrated here one day this week. One metal man found that another was selling tin a cent and a quarter below the market. The man who knew the rapid advance the metal had taken bought all he could from the other man, making quite a nice little sum in this way.

Scale is Fixed.

Toronto, Ont. — The International Sheet Metal Workers' Union of Toronto has come to an agreement for the forthcoming year with the employers. About 300 men are affected. The terms are as follows: Minimum rate, 35 cents an hour, and every man geting more than 35 cents an hour 2 cents an hour increase. The present rates run from 33 to 45 cents an hour.

Hours—8 hours a day, except in June, July, August and September, when firms desirous of so doing will work 9 hours a day. 5½ days a week's work.

Dalton & Sons' Store Burned.

Kingston, April 24th.—Dalton & Sons, Princess Street, one of the oldest hardware firms in the city, suffered a severe loss by fire Tuesday afternoon. It was one of the worst fires the city has experienced in some years. The loss is estimated at from ten to fifteen thousand dollars. The entire stock was valued at about $50,000. This was covered by $39,000 insurance. The fire started in the cellar, where the oils are stored, and the store itself was gutted. The stock in the warehouse at the back was almost untouched. The tipping over of a coal oil lamp which was in the hands of one of the boys employed in the store, is said to have been the cause of the fire. The lad was so frightened at what occurred that he cleared out and gave the others in the store no warning at all of it.

Thus, the fire was given a good start before the firemen were summoned. Mr. Dalton was in the office and his attention was drawn by his lady stenographer, who noticed smoke coming up through the office floor. At first Mr. Dalton thought it was only a match which had ignited, but when he made an investigation, was shocked to find that a terrible fire was raging among the barrels of oil in the basement.

The books of the firm were safely removed. The firemen, under Chief Armstrong, rendered good work. Seven minutes after the fire was discovered, the firefighters had several streams playing on the flames. While the fire was at its height, one of the clerks in the store, Henry Bedford, showed great bravery when he entered the building and rescued the cash register.

Business Changes.

Coquitlam.—The firm of Watson & McKeown have opened their new hardware store near Dewdney Trunk Road.

Goodlands, Alta.—Geo. R. McLean is opening a new hardware store here.

Oxbow, Sask.—Crossby & Johnston have bought the hardware business of George S. Hames.

Khedive, Sask.—Martin Fladagar is withdrawing from the hardware firm of Martin Fladager & Co. His half interest has been acquired by J. L. Farnum.

Cadogan, Alta.—Paulson Bros., hardware dealers of Bawlf, have opened a branch store here.

Melbourne, Ont.—R. C. Thomson has sold out his hardware business here to Alexander McDougall, and has gone West, locating at Outlook, Sask.

Galt, Ont.—The Brewster Hardware Co. have disposed of their stock to W. F. Hall, of Berlin, who has taken possession. Mr. Hall was with Geo. Potter, of Berlin, for some time.

Personal Notes.

Montreal.—F. M. Tobin, of the Tobin Arms Manufacturing Company, Woodstock, spent several days in Montreal last week.

The fine weather is bringing the Quebec retailers to Montreal. Among those in the city this week were: A. Lesage, St. Therese; C. Leblanc, Joliette; H. Desjardin, Terrebonne; J. P. Poissant, St. Edward; A. Largace, Cartierville; L. J. Mage, St. Antoine; R. Chasse, Tetreauville; P. E. Caron, Chambly; P. Laberge, Chateauguay.

New Companies.

Among the new companies recently incorporated are the following:

S. Weisglass, Ltd., to manufacture hardware lines, head office Montreal, capital stock $100,000.

Wire Goods, Ltd., head office Howick, Quebec, capital stock $50,000.

profitable.

CULTIVATION OF FLAX.

Ottawa, April 14.—The Federal incorporation of the Canada Flax Fibre Company, Limited, of Toronto, with a capital stock of three million dollars, as announced in yesterday's Canada Gazette, presages the inauguration of a great new industry of special importance to the prairie provinces. The incorporators are nominally law clerks and stenographers in a Toronto law office, but it is understood the men behind the enterprise are Toronto and English capitalists. The manufacture of cloth and paper from flax fibre on an extensive scale in the prairie provinces, where flax is grown extensively, and where hundreds of thousands of tons of flax straw are now thrown away each year, has been rendered feasible by a new process of handling flax fibre. The incorporation of the new company marks the first step towards the exploitation of what promises to be a most important manufacturing industry in the West.

Weekly Market Report --- Metals

TIN GOES UP.

The whole trend in metals is toward higher prices. Sharp advances were made during the week in tin and the price has now reached almost a record level. It is noteworthy that the scarcity in a number of lines is still felt. There has been, in fact, scarcely any improvement, despite the fact that buyers are showing a tendency to order some metals for immediate requirements only.

MONTREAL.

Montreal, April 25.—Tin has taken one of its upward turns, advancing £3 upon the primary market, and having of necessity been raised here. Indeed, it is a high market all around this week. Copper, rather unexpectedly, has declined, although not sufficiently to affect the price asked by the Canadian handlers. Whether the decline will continue, or whether the price will soar once more is a question. The copper market, at the present time is none too certain.

All metals are scarce. Lead is exceedingly difficult to obtain. So is tin. There is next to no spelter on hand. Antimony is wanted badly, also iron. But relief is in sight. Word has been received of shipments on early boats, and it would appear that the first week in May will see a more healthy condition of the market.

Large Orders Placed.

But even the better supply which is expected will hardly cause any drop in price. Orders have already been placed for more metal than will reach Canada by the early boats.

Tin.—The remarkably rapid advance which came on Monday does not seem to have been the result of any manipulation by the syndicate, but rather to have been the natural outcome of heavy ordering. The supply of tin which could be sold in place of Straits—upon the proper scale—was not great. The call, therefore, was upon the Straits, and there was not enough on hand to meet the demand.

Locally ordering of tin has been heavy. It is a strange thing, but as this metal advances the demand for it seems to increase. Dealers fear that there will be a still further rise, and as present events show, with some cause.

Up a Cent a Pound.

It has been found necessary to advance tin on the local market a cent a pound, the Lamb and Flag Straits now being quoted at $49.50.

Copper.—Stocks appear to be somewhat easier. The demand continues large but the metal is on hand to enable the filling of orders. The easing off has not been sufficient to cause a drop in the prices locally, for the advance which was made last week was a small one in view of the rapid jumps which the metal had been taking.

Whether a future advance will take the metal up to 17 cents in large lots, as has been predicted, remains to be seen.

Antimony.—There is little new to report. The metal is still wanted by manufacturers, and is still a little hard to obtain. Supplies are low.

Spelter.—This metal also is scarce. Shipments are expected to arrive, and their coming may result in a small drop in prices, but this is far from certain.

Advances in Lead.

Lead.—So scarce has this metal become that it has been necessary for the handlers to make another small advance. They are being forced to pay more for the metal and must charge a little more for it.

Domestic Trail has been advanced 10 cents a cwt. to $4.95. Imported pig has risen similarly; while bar pig has jumped to $5.20 a cwt., a rise of 25 cents.

Only a speedy arrival of more supplies can keep lead from advancing still further. A shipment is expected on the first boats, however, so the scarcity may be relieved.

Iron.—Stocks are getting lower and lower, for there is a good deal of ordering, and the handlers, though chary, are selling some of the metal. Shipments are known to be coming, but they will probably be all sold before they land; and as there is but little likelihood of enough metal coming to meet the need, lower prices do not seem imminent. A change in the other direction is more likely.

TORONTO.

Toronto, April 26.—The situation in metals is eminently satisfactory from one standpoint and rather alarming from another. The satisfactory side of the question is the fact that consumption is very heavy. There is a big demand all along the line and there is every reason to believe that this active condition will be maintained right through the year.

The unsatisfactory features are found in the extreme scarcity of some metals, tending to higher prices in most lines. There is no relief in sight in some lines, particularly as the demand continues so consistently heavy.

Tin Goes Up.

Tin.—The past week has seen a rather remarkable advance in tin; remarkable even for tin. The local price has followed the sharp advances recorded on the primary markets, and quotations to-day range anywhere from 48 to 50 cents, with the higher figures most common.

Even at this price there have been large sales. Buyers seem inured to high prices in tin and no developments at London have the power seemingly to check the demand to any appreciable extent.

The firmness shown at London seems to point to a conviction that the intrinsic position is one of great strength. Stocks are said to be light on the primary markets, which will tend to keep prices up.

Great Firmness in Lead.

Lead.—There have been no developments in the lead situation. The demand continues heavy and the metal locally is rather scarce. It follows as a natural sequence that the price has remained firm. Although no direct indications of a pending advance have been given, it is apparent that the market is tending in that direction.

Antimony.—Little interest is being shown in antimony. Small sales are the order of the day.

Copper. — The tendency in copper seems to be to buy from hand-to-mouth. The price has advanced to such a comparatively high figure that some buyers are a little shy about purchasing in bulk and are content to satisfy immediate requirements only. Small orders predominate and yet the volume of business is large enough to give an active tone to the market.

The future of copper is a little uncertain, but confidence is felt, a condition brought about by the heavy consumption all around.

Spelter. — "Scarce" is hardly the word to use in connection with spelter. There is none in sight locally and no business is being done. Enquiries indicate that the metal is in demand, but there will be none to satisfy the demand before the first of the month.

Iron is Firm.

Pig Iron.—There is a firm tendency noted in pig iron and higher quotations would not cause any surprise.

G. L. Griffith & Son.

The spring number arrived all right and it's a dandy. Our ad. shows up well and we should get some business from this. Just got a rush order from Montreal, so they must be getting help from the ad.

Weekly Market Report --- Hardware

PRICE INCREASES.

The hardware market has been featured by "advances and rumors of advances." Several lines have gone up in price, as noted below, and there is much talk of future increases as a result of the higher cost of raw material Some interesting developments are promised in the not distant future.

MONTREAL.

Montreal, April 25.—Business seems to be growing brisker every day. The Titanic diaster of last week had some harmful influence in the cities, but the orders from the country were not checked, and now attention is generally undistracted from the daily activities.

Some price changes have been noted. all of these relating to shovels and scoops, the new price rate having been struck at a meeting of the Shovel Association held in Montreal last week. The revision, naturally, is in an upward direction. With metals scarce as they are at present, the move could hardly be otherwise, unless some competition made a drop necessary.

Tools in Big Demand.

Spring goods are moving especially well, though tools, not necessarily connected with this season, are in good demand.

It would appear that this is a time when the hardware dealer would do exceedingly well to study the market conditions carefully; and then make an examination of his stock. Certain lines seem likely to advance, and if the stock of these on hand is small it would be advisable to order a fair supply at once. Because of the high, and rising price of brass, builders' hardware may well be advanced. Valves and solder irons will hardly remain at their present figure for long. Copper rivets and brass screws may advance, too. True brass screws have been dropped recently, but it was American competition which brought about this movement. Let there be a bettering of conditions across the line and screws will advance here.

Demand for Spring Lines.

Spring Goods.—For all class of spring goods the orders are piling in. Lawn mowers are in demand—and lawn mowers of a high grade, too. There is a call for clippers, for sprinklers, for hose and hose reels. The dealers are preparing for a heavy business in these lines.

Builders' Hardware.—Here there has been an increase in the heavy business which has been noted for some time. From the cities the larger orders are being received, but the smaller places of the far West are making their demands. Later it may be that dealers will buy in order to insure a good stock against a probable advance in price. Now, however, the ordering seems to be the result merely of a large demand felt and anticipated.

New Discounts Struck.

Shovels, as has been indicated, have been advanced. At present the discounts are as follows:—

Grade 1—60 and 2 1-2 per cent. off.
Grade 2—55 and 2 1-2 per cent. off.
Grade 4—45 and 5 per cent. off.

In scoops the change in discounts has been as follows:—

Grades 1, 2 and 3—50 and 5 per cent. off.

Grade 4—50 per cent. off.

Kitchen Ware.—The demand for this line of goods seems likely to remain large for some little time. Dealers are laying in good stocks, but supplementary orders show that they are retailing the ware with satisfactory rapidity. The moving season is undoubtedly responsible for a good deal of the purchasing.

Weather Helping Sporting Goods.

Sporting Goods.—Warm weather is beginning to suggest the laying off of overcoats, and when it does this it also suggests the purchasing of goods needed for Spring and Summer sports. Baseball and tennis goods are beginning to sell well. Fishing tackle is moving, and bicycles are showing once more that they can come back. The sales are growing, dealers say. The demand this season has been much better than it was in the early spring months of 1911.

TORONTO.

Toronto, April 26.—Spring trade is now at its height. With weather conditions favorable and the surety of a continuance of like conditions, the hardware dealers are finding that the spring demand is heavy. There is, in consequence, an insistent call on the wholesalers for supplies. Local jobbers report that they are pretty well rushed; in fact, that business is just as heavy as they can conveniently handle. Whatever has been lost up to the present through unfavorable weather conditions is now being made up in real earnest.

A number of price changes have been made during the week. The tendency in prices is upward, due to the rapidly increasing cost of metals in many cases. It is highly probable that advances will be made in other lines before long. Those who are closely in touch with conditions assert that there will be advances as a result of the cost of copper and brass; as this would affect many lines of builders' hardware, the prediction is one of deep significance and should be given close consideration. The present seems, on all counts, to be a good time for the retailer to do his buying.

A Heavy Demand.

Seasonable Lines.—Spring goods are in heavy demand all around. Rakes, spades, hose, lawn mowers, sprinklers, wire netting and all other goods of a like nature are being shipped out in big bulk. Already there are plenty of sorting orders being received, showing that the demand on the retailer has been heavy.

Spades have been advanced. The new schedule is noted in the Montreal hardware report.

Shipments Are Heavy.

Household Goods.—Shipments of all varieties of household goods are heavy. Refrigerators are in particularly heavy demand. One jobber reports an individual order for 45 this week from an outside point. There is a correspondingly good demand for all kitchen sundries—enamelware, tinware, etc.

The vacuum cleaner trade is reported to be heavier by a wide margin than in any previous year. This is an article which is rapidly coming into favor.

Builders' Hardware.—The demand is undoubtedly heavy and it is growing all the time. "Selling more than ever before at this time of year," is the terse commentary of the sales manager of a local jobbing house.

It is predicted that some lines will be advanced shortly, in view of the high cost of raw material. Undoubtedly the material entering into the manufacture of builders' hardware is costing more and, in some cases, it is hard to obtain. Whether this will affect prices remains to be seen.

Upward Revision.

Heavy Hardware.—An advance in the price of lead pipe to 7 1-2 cents is reported. The discount remains the same. The discounts on screws have been revised in accordance with the upward trend in price. The new discounts have already been announced. There is a good demand for all lines of heavy hardware at present moment.

Sporting Goods.—The good weather has brought along a rapid-fire demand for all lines of sporting goods. Anglers' supplies are being sold now, although the fishing season cannot be said to have opened. Baseball goods are very much in demand. Every corner lot is being utilized by some amateur nine and the stores are experiencing a steady call for balls, bats and gloves. This means an equally heavy demand on the jobbers. All other varieties of sporting goods are selling correspondingly well.

Stoves, Furnaces and Accessories

What About the Second Hand Gas Range?

These are Harder to Dispose of Profitably Than Are Coal Cookers—The Three-Dollars-Down-and-a-Dollar-a-Month Business Has Decreased the Call for Old Models, Even in the Large Cities—Two Means of Disposal Which Have Been Tried With Good Success.

What is to become of the second-hand gas stoves?

At this season, when many are moving, and when gas stoves have to be moved with the rest of the furniture, this question is a particularly live one. Many there are who would be glad if they did not feel it necessary to move that gas stove. If they could simply go to a dealer, arrange with him to allow so much for the old stove, and give him the balance in cash. Then the dealer would remove the old model and would put the new one in the house to which the move was made.

Field Seems Limited.

But what is the dealer to do with the stove which he takes in part payment? There are a number of ways in which coal ranges secured in this way, may be disposed of, but a different state of affairs exists with gas ranges. Coal and wood cookers, of the second-hand variety, can be repaired and sold to the poorer classes in the community. They can also be sold to the well-to-do for use in summer kitchens. A second-hand stove is a mighty useful thing to have, according to the experience of many dealers; but a second-hand gas stove is not so valuable. It cannot be sold to the poorer classes, for the poorer classes in a great many cases do not have gas in their homes. There is no equipping summer kitchens with gas stoves. There is no gas there either. In the smaller places only the moderately well-to-do have gas stoves. They want new models, when they buy, so there is no solution here for the problem of how best to dispose of gas ranges which have already been used to a greater or less extent.

How Business Has Been Spoiled.

It would seem the demand for these is largely confined to the large cities. There gas is found in many of the poorer homes. There live a good number who are glad enough to get a good model which is yet not costly. That it has been used a little, that it does not look new, does not particularly matter to them.

Yet even the business among this class has been somewhat spoiled by the three-dollars-down-and-a-dollar-a-month concerns. When a man can get a new stove put in his kitchen on payment of $3, he does not look with a great deal of favor upon a stove which has been used, and for which he is asked to pay a sum varying from $8 to $15 or $18. That in addition to the three dollars initial cost, he will be called upon to pay $20 or $30 in one-dollar monthly instalments is lightly regarded. A dollar at a time he thinks he will not miss. He feels confident that he will not miss it as much as he would miss that extra six or more dollars at the start. Perhaps it is by looking at things in this way that people are kept poor; nevertheless this is the way many people do view a stove purchase.

Advertising Wisely.

Yet second-hand gas ranges may be disposed of fairly profitably—providing, of course, the right means are taken. M. H. Boucher, of St. Lawrence Boulevard, Montreal, has adopted the wise plan of letting people know that he has second-hand stoves to dispose of. He does not take much space to convey this information. Where advertising space is expensive, it is doubtful if the returns would justify the expenditure. But at the bottom of his advertisment, telling of his other stoves, Mr. Boucher adds a line mentioning the old models which he is prepared to dispose of "at greatly reduced prices."

This scheme is bringing results. It catches the attention of the few who do pause to consider. It attracts all who would rather pay down six or ten dollars at once than eighteen or twenty-five dollars within a year. An ad. such as this attracts the wise bargain hunters, and the necessary sales are made.

An Opposite Method.

How second-hand gas ranges can be disposed of in a place much smaller than Montreal is somewhat of a question. One man explains the plan he adopts. It is quite the reverse of that adopted by Mr. Boucher in Montreal. Whereas Mr. Boucher sought to draw attention to the second-hand stoves he had for sale, this man sought rather to keep the knowledge of his old models to himself.

A strange course of procedure this may seem, yet one which was not adopted without some thought. The dealer explains his course this way. "You see," he says, "there are a number of people here who would like to have a gas stove in their kitchen, but who feel they cannot afford to spend any considerable sum for one. They have a good coal range, and the addition of a gas stove seems somewhat in the nature of an unnecessary expense. I get to know the people who deal with me, and when I find one who would rather like a gas range, but who does not feel justified in paying any great sum for one, I remark casually that I have some patterns which have been slightly used, and which I am selling off at a low figure. Often the customer becomes interested, and a sale is made."

No Harm to Other Business.

The dealer adds that he does not in this way interefere with his sale of new models. He never speaks about the old ranges until he feels quite sure that it would be useless to attempt to sell a new stove.

It is to give him a chance to determine who will and who will not buy the new and more expensive models that this dealer keeps his supply of second-hand stoves somewhat of a mystery. But he has another reason. As he says: "The place in which I do business is not of great size. The people buying gas stoves are of the better class. They would not like people to know they were buying a second-hand gas range. They wouldn't like to think they were buying one themselves. As a matter of fact, I never use the term 'second-hand' at all. I say stoves 'which have been slightly use'—stoves which I have taken back because people were moving, or because they want a larger oven. I never let one of these 'stoves which have been slightly used' go out until it is in perfect condition, and so the buyers are quite satisfied. I find that I am not losing any favor because of handling this line. Rather people seem to be pleased that I can give them what they want at a price which they feel they are justified in paying."

Weekly Market Report---Stoves

A BIG DEMAND.

Trade is said to be so much brisker that conditions resemble what is usually experienced in early fall. The feature of the market is the big demand for gas stoves. The manufacturers are experiencing some little difficulty in meeting the demand. It is also noteworthy that the demand for gasoline stoves is increasing.

MONTREAL.

Montreal, April 25.—Because they are so busy getting out the goods which are on order, manufacturers have little to say about business. It is good, that is about all there is to be said. Orders are coming in better than they have for some time. The month of April to date is much ahead of April, 1911, and the probabilities are that the increased amount of business done will be rendered larger before the coming of May.

The general advance in tinware, announced last week, has not had any deterrent effect on orders. Rather the demand for kitchen ware has increased.

Business in stoves is entirely satisfactory. All lines are being largely ordered—that is excepting heaters, which are not much wanted at this season. Furnaces, too, are moving in a satisfactory manner.

Collections Reported Good.

Not only is business good, but it is reported that the manufacturers are getting their money rapidly. The retailers, the country through, seem to be in a good position financially.

Spring Goods.—As has been said the higher price level has not stopped the call for tinware in the least. All kitchen articles, indeed, are being largely ordered. This is this line. The retailers continue to show the ware prominently, and those passing by are evidently seeing the wisdom of buying. The number of new homes being opened, and the number of people who are moving, undoubtedly has a good deal to do with this demand.

Gas Stoves.—Here a rush is being experienced. Orders are being placed with the retailers in large numbers, and, of course, every one wants the stove delivered promptly. None think they can wait. So, the manufacturers are being called upon to make hurried shipments, and the retailers are giving their customers the quickest service possible.

Orders Placed Early.

Many, it will be remembered, have been taking steps to rouse people to the necessity of placing their stove orders early, and so avoiding the rush. The rush, as far as the dealers have been concerned, has not been avoided; but they did get a good deal of early business, which after all, is what was most wanted. They are quite content that there should be a rush now.

Coal oil and gasoline stoves are in demand, too. These are wanted for homes in the city and in the country places. Some say the demand for these lines is much greater than it was last year. Generally an improvement in the business is noted, and it must be remembered that it is only April yet.

Good Call for Ranges.

Ranges, Heaters and Furnaces.—Spring is not as brisk a season for ranges as is the fall, yet at this very time there is a big demand for these cookers. Those taking up house-keeping are buying their ranges, and many are being purchased by those who are relegating their old range to the summer kitchen.

TORONTO.

Toronto, April 26.—The activity noted in the stove market is unusual for this time of year. All lines are selling briskly. "Our trade," commented a manufacturer to-day, "is just about as heavy as we usually get it in the early fall; much larger than we expect at this time of year." Reports indicate that a pretty satisfactory increase has been made over last year.

The transportation situation has improved, but considerable difficulty is still being experienced. The railways are unable to make shipments rapidly and some complaints are being received from customers on that score.

Gas Ranges.—The largest demand, of course, is being experienced in gas stoves. There is a heavy call and the manufacturers state that they are meeting with considerable difficulty in meeting the demand. Shipments are heavy and every mail brings in its share of "rush" orders. The same applies to gas plates, which are in heavy demand this year.

People "Coming Around."

Oil and gasoline stoves are selling well. With respect to gasoline stoves, people are slowly "coming around" and losing the belief that they are dangerous to operate. There is, as a result, a steadily growing demand.

A Steady Trade.

Ranges.—Although taking a second place in sales just at present, coal ranges are still pretty active. The demand, though not unduly heavy, is steady and is showing signs of rapid improvement. Several good sized orders were placed this week.

Coal Heaters.—The demand is not large, but a few orders are coming along. Considerable booking is being done and everything points to an active fall trade.

Furnaces in Demand.

Furnaces. — The warm weather has created active resumption of building operations and there is, as a result, a better tone to the furnace industry. Furnacemen are now pretty busy and the manufacturers are finding the demand brisk.

CLEARING SALE.

Vancouver, B.C.—C. B. Kernan, 148 Hastings street east, is selling out his hardware stock. In order to dispose of the goods before his lease expires, he is conducting a clearing sale and is advertising extensively.

He has been using a four-column space twenty inches deep for his advertising matter. Prices have been made the outstanding feature. The advertisement has a two-inch margin on each side, the margin space being divided into a couple of dozen sections. Each section contains the name of one article and the price, the figures being set in 36 pt. type so that the prices stand out boldly from the rest of the advertisement and compel attention.

THE GARDENER'S REWARD.

Apropos of amateur gardening, the following poem is well worth reproduction:—

It was the busy hour of four,
When from a city hardware store
Emerged a gentleman who bore
    1 hoe,
    1 spade,
    1 wheelbarrow.
From thence our hero promptly went
Into a seed establishment,
And for these things his money spent:
    1 peck of bulbs,
    1 job lot of shrubs,
    1 quart of assorted seeds.
He has a garden under way,
And if he's fairly lucky, say,
He'll have about the first of May
    1 squash vine,
    1 egg plant,
    1 radish.

Weekly Western Market Report

Important Price Changes Are Pending in Many Hardware Lines—Trade Has Been Exceptionally Good as Result of the Favorable Weather Conditions.

Winnipeg, April 23.—A meeting is being held this week which will probably result in some important changes in hardware prices. What these will be cannot be stated at time of writing.

Trade has been exceptionally good, due to the favorable weather conditions. Western jobbing houses are being rushed to meet the demands.

Winnipeg Hardware Quotations.

Ax Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

Augur Bits—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—$3.15 per keg base.

Wire nails, base, $2.80 Winnipeg; $2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c, to 20-inch gage, 29c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron—Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 6, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe—⅜ in., $3.25; ½ in., $4.05; ¾ in., $5.00; 1 in., $7.20; 1¼ in., $9.80; 1½ in., $11.80; 2 in., $15.30.

Galvanized Ware.—37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3.15; ¼ in., $2.30; ⅜ in., $2.35; ½ in., $3.15; ¾ in., $3.80; 1 in., $5.45; 1¼ in., $7.45; 1½ in., $8.95; 2 in., $11.55; 2½ in., $18.40; 3 in., $24.15; 3½ in., $32.25; 4 in., $36.75; 4½ in., $42.50; 5 in., $47.50; 6 in., $61.50; 7 in., $95.50; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.75.

Lead Waste—$6.75.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope — Sisal, 8¾; Pure Manilla, 10¾c; British Manilia, 9c; lath yard, 9¼c.

Staples.—Bright wire, $2.50 F.O.B. Fort William; $2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Flat head, iron, 87½, brass, 77½; round head, iron, 82½; brass, 72½; coach, 67½ per cent.

Staples—Bright wire per cwt., $2.50 at Fort William, $2.90, Winnipeg.

Belleville Hardware & Lock Manufacturing Co.

We received to-day your Annual Spring Number of your paper, which we want to compliment you on. It certainly is a very creditable piece of work and we are well pleased with our ad. in same.

Catalogues and Booklets

A Handsome Calendar.

The Carborundum Co., Niagara Falls, have sent out a very handsome calendar, showing the Falls, with an Indian in a canoe striking out across the river. Of unusual size, it makes an attractive hanger for the office.

• • •

A Want Book.

Emerson & Fisher, St. John, N.B., have issued a "want book," which is arranged on an original plan. The pages on the left-hand side of the book are used for advertising matter and the right-hand pages are left blank except for ruled lines. The object of this is that the wants, suggested by the advertising matter on the left page, can be entered on the right page before they are forgotten or neglected.

• • •

Marble's Arms.

The 1912 catalogue of the Marble Arms and Mfg. Co., Gladstone, Mich., has been issued to the trade. It is a directory of the sixty outing specialities made by this firm. The catalogue is 9 by 11 inches and illustrates the full line. It includes full information and descriptions of sights, pocket screw drivers, rods and cleaners, auxiliary cartridges, anti-rust ropes, nitro-solvent oil, pocket axes, hunting knives, fish gaffs and nippers, compasses, etc. This catalogue contains a special section devoted to advertising and selling helps, particularly designed for the retailer.

• • •

Edge Tools.

The Allan Hills Edge Tool Co., Galt, Ont., have issued a handsome catalogue, showing their line of edge tools. It is printed on coated paper and the cuts, which are all half tone, show up extremely well. The cover is embossed and printed in three colors.

The lines shown include axes of all sizes and varieties, adzes, sleeks, chisels, carpenters' knives, coach and wagon makers' knives, shingle and beading knives, brick scrutch, brick hammers, brick chisels, cold chisels, peaveys, cant hooks, picks, matlock, crow bars, hammers, sledges, wedges and mauls.

Methods of Retailing Paints and Varnishes

Interior Paints Present a Fine Field

Few Realize the Ease with which This May Be Applied—Interior Paints Not Only Give Beautiful Effects, but They Render the House Sanitary; They Give a Finish that Is Durable—Hardwaremen Must Do Considerable Educational Work.

It is largely because of the educational work which has been done by both manufacturers and retailers that the paint business has grown so tremendously in the past decade. But it is exceedingly necessary that the dealers should not come to feel that there remains nothing more to be done. They should not even get the idea that the breaking ground has been accomplished, and that all they have now to do is to keep the ground fertile. There remains yet a great deal of missionary work. Hardly a dealer is there who has made his paint business as wide as it may possibly be made.

A New Field Opening.

Much has been said about house and barn paint, and much remains yet to be said; but there is another side to the painting trade—a side which has come to the front only during the past three or four years—a side about which there is a great deal of ignorance displayed.

Of interior paints the great mass of the outside public know very little. They are being educated, but the work has only commenced. Some people have predicted that the paint business has been going ahead so fast that it will play itself out. These interior paints show the foolishness of any such prediction. Why here is a branch of painting which has only been touched to date. It remains for the hardwaremen of the country to devolop it—to educate people up to the point where they will see what they can do to beautify their homes by the use of a little of this special preparation.

These interior paints have virtues of which many are as yet in ignorance. The lamentable part is that there are hardwaremen, men who are handling paint, who know little of this line. They can tell a customer that it is for interior work, but only the few are able to explain how easily it may be applied; only the few are able to show that while the initial cost is perhaps a little more than would be necessary to decorate the room with a cheap wall paper, the ultimate cost will yet be less. Only a few are able to point out the sanitary advantages.

Those who have come to realize the fine effects which can be secured by the use of wall paints, the tints, the delicate colors, the tones which harmonize with the furniture used, have nevertheless often been kept from having their houses decorated in this way because they believed the work would be expensive. And it must be admitted these people have had some reason for so supposing. It has been to the advantage of the decorators to keep people in ignorance of the ease with which many of these wall paints can be applied. By keeping the people in the dark, they have kept business for themselves.

Easily Applied.

Now that is all very well from the standpoint of the decorator, but for the people and for the hardwaremen who supplies the householder with what he wants, this ignorance is not satisfactory. Interior paints are not so hard to apply. True, there are some effects which the amateur could hardly secure, but the average tint he can easily get by following a few simple directions. The householder, moreover, who would wish to effect a saving by doing his own walls and ceiling, does not want the most expensive finish. He wants something dainty, something good but simple, and he can obtain what he desires himself. The borders at the top of the walls will not bother him. With the stencils which the hardwareman can supply, these can quite simply be obtained.

To what extent these interior paints will come to be used rests largely with the hardwareman. If he makes a study of the interior paints himself; if he talks of them to his customers; if he is willing to explain how they can be applied, even when a sale does not seem imminent, he will educate the people of his community to using this material.

Sanitary Features.

The hardwareman need not feel that he is advocating the use of the interior paint on its appearance alone. Many will decide to use this for the fine effects which it renders possible; but others may be lead to make purchases from other reasons. The beauty which the paints renders possible will appeal to them, but the other features which it offers will clinch the sale.

Paint for instance, is sanitary. In the United States, some little time ago, a test was made to find which was the most sanitary for interior decorations—paint or other mural coverings. The decision was strongly in favor of paint. Indeed, one would not have to refer to the United States investigation to get pretty good evidence of this. Think of your local hospital. How are the walls decorated? Paint. Perhaps it has not the fine appearance which can be given by the splendid interior paints now being manufactured, but paint is used in the hospitals for the reason that it is sanitary. In this age which has invented the phrase "Swat the fly," in this age when germs are having such a struggle to prevent being exterminated, the sanitary features of interior paints are well worthy of attention. They are worth explaining to prospective buyers. Won't the fact that using paint on her walls makes the house less likely to disease appeal to the mother of a family?

Some, when it was suggested that they should use interior paints, have decided against this, claiming it is too expensive a means of decoration. The dealer should be able to answer that argument. He need not attempt to prove that a decorator can be secured to do the painting for the price it would cost to paper. That would hardly be true. But the dealer may point out that the householder can do the painting himself. He can tell him how, and give him some of the information prepared by the manufacturing houses.

It is worth pointing out too that the painting once done is done for a large number of years. The most delicate tones will last. Dirty—yes, they will get a little dirty, but what matter. They can be washed. Think of the way that will appeal to the housekeeper—a wall that can be washed and kept as bright as when first decorated.

Every one who has been in a house at the time a move is in progress knows how the walls then appear. A picture is taken down, and the place where the picture has hung stands revealed, the paper behind not having faded as much as had the other. There is nothing like that with the walls decorated with interior paint. They are durable. They do not fade. They get a little dirty but they can be cleaned. There is nothing unsanitary about them, and they can be had economically.

Undoubtedly there is a large business in this material yet to be developed. It is for the hardwareman to do much of the educational work.

Feature Paint Accessories and Supplies

Dealers Find That it Pays to Push the Sale of Brushes and Similar Supplies —It Improves the Demand for Paint Considerably—Methods of Keeping Supplies to the Front.

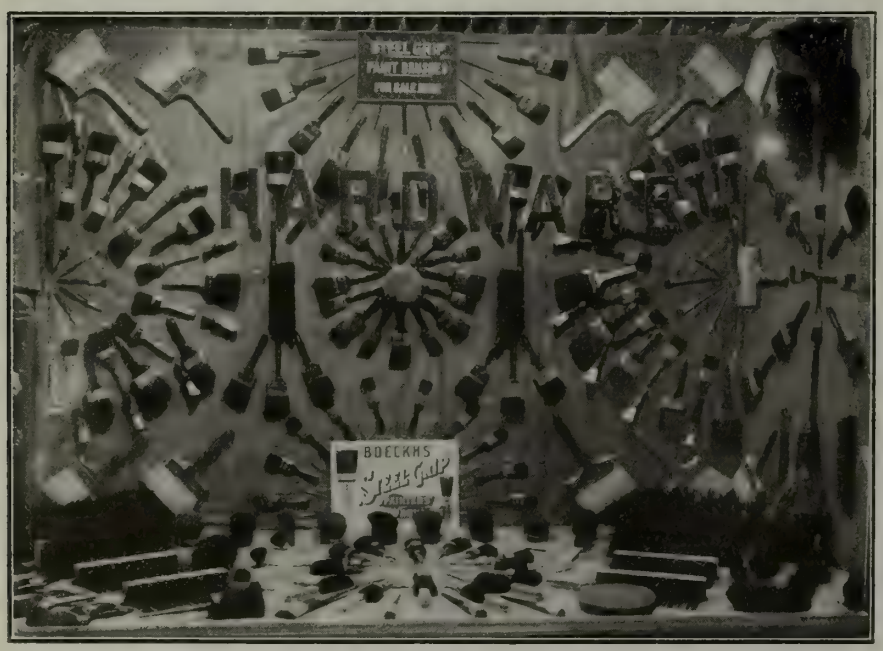
The handling of paint accessories can be made a valuable feature of the paint trade. A stronger statement of the case might be used. Accessories SHOULD be made a feature of the trade. The sale of accessories both directly and indirectly helps the sale of paint and varnish.

Figure it out this way. The dealer who builds up a good paint business does so partly on the strength of good service. He must supply satisfactory paint, of course, but he has got to see that the customer is satisfied on all points as well as with regard to the quality of the goods. If a customer is not supplied with everything needed to do the work well, he is not going to be satisfied. Men will buy floor paint and try to put it on with an old brush that has been around the house for years until the bristles have become ossified. Are they satisfied with the results? Certainly not. They leave the floor streaky and probably lay the blame on the paint and the dealer who sold it. If the dealer had gone to the trouble of selling brushes, he would have made nothing but satisfied customers.

It is a wise rule to set that a brush should be suggested to every purchaser of paint and varnish. It is not sufficient to do it sometimes. Do it always. A young hardwareman, who has worked up a good business in paint, informed the writer recently that he had adopted this as a rule for all members of his staff. "Do you need a brush?" has become quite as invariable a phrase after a sale of paint has been closed as "good day." This rule was adopted some time ago and the dealer states that he believes a sale is made at least three out of every five times. His sale of brushes has been more than trebled in that time.

There are many other lines which come under the head of paint accessories. Furniture polishes, putty, paint remover, graining tools, are all in constant demand. What is more, articles of this nature are needed in the home but are often not asked for because the customer never thinks of them. Clearly then, it devolves on the dealer to do all the thinking.

Some provision should be made for the display of such goods in the paint department. As a general rule, they are kept in drawers or in packages or on a top shelf; somewhere out of sight, at any rate. In the best regulated stores, a silent salesman is provided for the display of brushes and general supplies, the same being placed in close proximity to the paint stock. This method cannot be too highly commended. The goods sell themselves. The customer is made to realize his needs by inspection of the articles thus displayed.



Display of brushes in store window of D. W. Douglas, Campbellford.



A profitable advertisement of paint specialties.

Should be Advertised.

Paint accessories should be advertised as well; advertised in the many ways that the dealer has at his command. They should be given publicity through the medium of window displays. The accompanying illustration of a brush window in the store of D. W. Douglas of Campbellford, shows that it is quite possible to make up striking and attractive displays. Splendid results were obtained in this instance.

Advertising space in the papers should also be given to paint specialties and accessories. James & Reid, of Perth, have realized this as the advertisement reproduced herewith attests. By an appeal of this nature, the public are made to realize that the spring brings with it a need for just such lines for the beautification and preservation of property both indoors and out-of-doors.

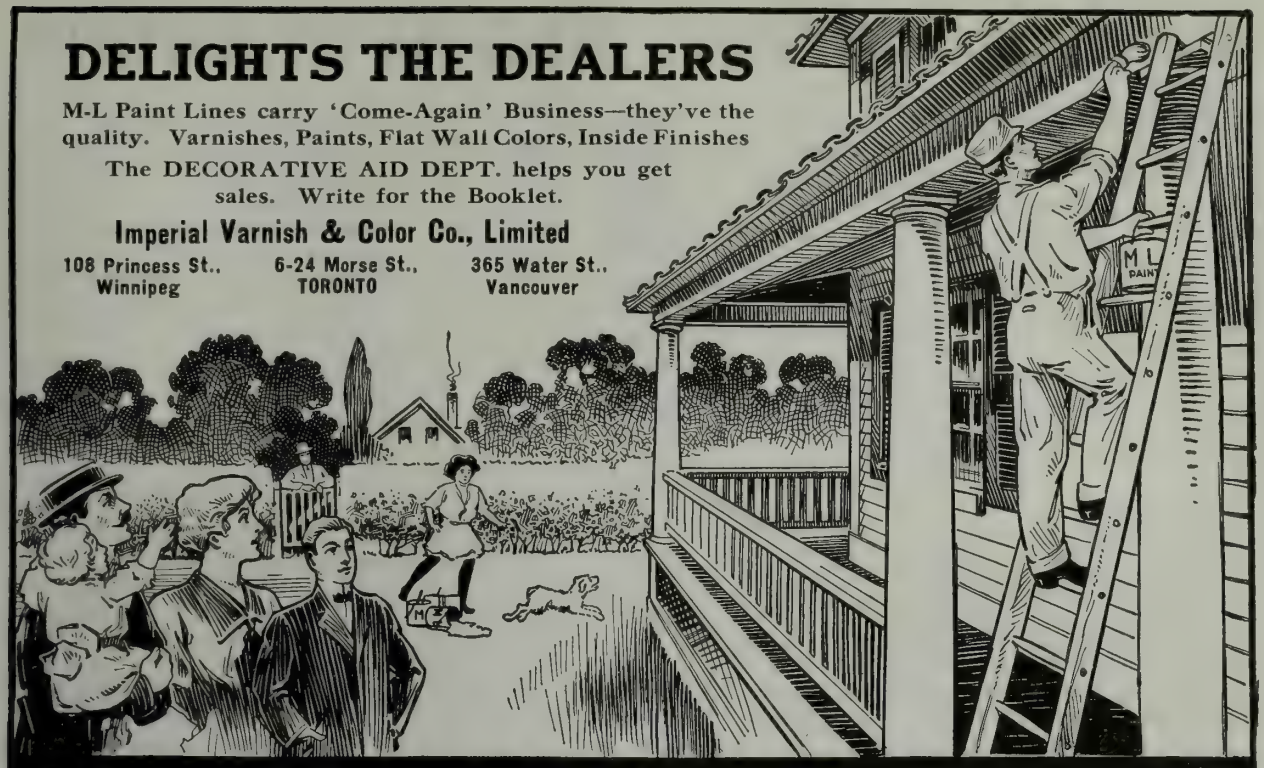
DELIGHTS THE DEALERS

M-L Paint Lines carry 'Come-Again' Business—they've the quality. Varnishes, Paints, Flat Wall Colors, Inside Finishes

The DECORATIVE AID DEPT. helps you get sales. Write for the Booklet.

Imperial Varnish & Color Co., Limited

108 Princess St., Winnipeg
6-24 Morse St., TORONTO
365 Water St., Vancouver



DELIGHTED! IT'S M.L. PAINT.

MAGNETS

TALK NO. 2—PROMOTION

An Ad. is the advance agent of a product. In the old days the successful theatrical advance agent was a man with flowing moustache and many flourishes; to-day he is a quiet little business man.

The day of boastful advertising is past. Successful business men realise to-day that the most powerful sales-getting magnet is the plain unvarnished truth. Those who use it most succeed most.

The simple story of what Lowe Brothers "High Standard" Liquid Paint will accomplish requires no boast to be convincing. We are educating communities from time to time on the paint question with honest straight-forward literature.

One superior article often proves the pivot of Successful Business Building. The combined magnetic forces of Lowe Brothers advertising and "High Standard" paint will permeate your whole business, giving new energy and drawing power.

Lyon-Monkhouse Limited
171 James Street
Winnipeg, Man.

Lowe Brothers LIMITED

TORONTO
Dayton Boston
Kansas City
Chicago New York

Weekly Market Report --- Paints

A HEAVY WEEK.

The market has been featured this week by a remarkably heavy demand for prepared paints and all kinds of specialties. A record spring trade is being done.

No price changes are recorded but everything points to developments shortly. White lead and linseed oil will likely go up and a small decrease seems not unlikely in turpentine.

MONTREAL.

Montreal, April 26.—Possible advances in white lead and linseed oil are causing the handlers to watch the market with great care at the present time. The likelihood of an increase in lead, of course, is owing to the rise in the pig—a rise which seems more likely to continue than to cease. Linseed is strong at the present time, but that an advance will come immediately is far from certain. Indeed there is now some variety in the prices quoted, some handlers being a cent or two below others.

Mixed paints are moving splendidly. The shipping departments have their hands full, being rushed to get out the orders. The retailers no longer look upon delays in shipment with any degree of tolerance. They want the paint, and they want it right away, for orders are being placed with them daily. Fortunately the shipping facilities have improved a good deal and the delays are not great.

Turpentine.—At the present time there is a good demand for turpentine. It might be thought, therefore, that the price would remain strong, but rather there is a downward tendency. Still quotations are at .70, but it seems quite likely that prices will drop slightly in the next few weeks. Yet, as has been said before, with turpentine one never can tell.

White Lead.—There are those who consider that the price of lead is already high enough, but none of these are corroders or handlers. They are paying advanced prices for pig lead, and realize that unless there is a change in the price of the raw product, they will not long be able to market the finished product at the present figure. It seems quite likely, indeed that an advance will be struck before May is over. If the rise does come the English coal strike will be partially responsible.

Of late there has sprung up a big demand for linseed oil. The stocks at the present time are fairly good, but it is rumored that the seed is scarce, which, if true, will have an influence on prices. The heavy building operations are largely responsible for the demand. Painting is already being extensively undertaken, and where painting is being done there linseed oil is being used in large quantities. For floors, too, the oil is now wanted. Naturally the demand has grown considerably.

Mixed Paint. — Last April—that is April of 1911—was a poor paint month. It was cold and wet, and few there were who thought of getting to work decorating. This April has been entirely different. Operations have been extensive. The business for the month is far ahead of the corresponding season last year, and the hopes are that May will surpass May of last year, though then much of the left over business of April was transacted.

Glass Still Wanted.

Glass.—The advance in prices has not had any noticeable effect upon the demand. Dealers are recognizing that there is no great likelihood of a lower level being struck in the near future. They are, therefore, laying in supplies. A few saw the advance coming and bought largely. They naturally are not buying now but the heavy orders of the others prevents any falling off being noticed.

Paris Green.—Retailers are now selling to some farmers. They know that the demand will grow, and are now laying in a good supply.

TORONTO.

Toronto, April 26.—The past week has been an exceptionally busy one for the paint manufacturers and jobbers. The mild weather has brought the spring trade along with a rush. The dealers are now experiencing a heavy demand for paint and are compelled to place large supplementary orders. The demand to date has been far in excess of previous years and there is every reason to believe that this pace will be maintained throughout the year.

No price changes have been made during the week but a number are pending and future developments are worth watching closely.

Oil is Firm.

Linseed Oil.—The price of linseed oil remains firm and must continue so for some time as the price of flaxseed has again advanced in the North-west. Presents figures would indicate that there is no profit for the crushers on present prices. Consequently they are raising their price one cent per gallon. No change has been made in the local jobbing price, although there is a firm tendency noted and an advance shortly would not cause any great measure of surprise. Everything points to continued firmness in the oil market for some time to come. Prices are 96 for raw and 99 for boiled.

Turpentine.—Owing to the fact that the market price of turpentine at present is more favorable to the buyer than it has been in other years at this season, there has been a fair demand from the retailers. Stocks of turpentine in the hands of local jobbers are very light as they are only buying from hand to mouth. This course has been necessary to avoid loss, owing to the uncertainty of the market in the southern States. The price has remained the same as last week, 69 cents, but there have been rumors of the likelihood of a slight decrease. Whether this will come is hard to say but conditions on the primary markets seem to point that way. For the month of March the receipts of turpentine at the shipping points were some 700 barrels less than for the same month last year. Notwithstanding this, there has been a fair supply of stock on hand at Savannah and the market is quiet.

In rosins the prices for the fine grades have been very materially reduced while the prices for the darker brands, from G down to D, have remained fairly normal. Considering the quantity of rosin held in stock at the beginning of the year, it looks as if there might be some further decline in all the grades in the near future.

White Lead Firm.

White Lead.—The price of white lead has not been changed although a feeling of certainty exists that there will be an advance before long. There is a good demand.

Glass.—The uncertainty which has existed with respect to the price of glass has not hurt the demand. There is a good call for this time of year.

Putty.—There is an active demand. Prices are as follows:—Standard bulk in casks, 2.20; in 100-lb. drums, $2.40; in 25-lb. drums, $2.50; bladder in barrels, $2.65. Pure putty prices are as follows:—Bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder in barrels, $3.

Prepared Paints.—The demand for prepared paints is large. There is a particularly good demand for floor paints, house paints, wall colors and other specialties used for house decoration. Carriage paint is also moving well.



Front Elevation, Quebec Technical School, Quebec, P.Q. Rene P. Eemay, Architect.

Painted and decorated
with
Brandram's B.B. Genuine
and
Anchor Pure White Lead

Marier & Tremblay
Decorators,
Quebec.

BRANDRAM'S B.B. GENUINE
WHITE LEAD
AND
ANCHOR PURE
WHITE LEAD

are used on the biggest and
best buildings in Canada

MADE BY

The Only Corroders and Grinders in Canada

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

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METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb..8 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 20	2 20
Heads, per 100 lb.	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ in.	9 50	9 00
" " 2 "	8 25	8 50
" " 2½ "	10 50	10 00
" " 3 "	12 00	12 10
" " 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge... 0 24
Rods, base ½ to 1 inch, round.. 0 20
Tubing, seamless base, per lb... 0 23
Tubing, iron pipe size , 1 inch base 0 23
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ per cent.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and finaged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot	17 00
Cut lengths, round bars, ½ to 2 in.	24 00
Plain sheets, 14 oz., 14x48 inches, 14x60 inches	26 00
Copper sheet, tinned, 14x60, 14 oz.	27 00
Copper sheet, planished, 14x60, base,	34 00
Braziers', insheets, 6x4	26 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto
Canadian foundry, No. 1		19 50
Canadian foundry, No. 2		19 00
Middlesboro, No. 3 pig iron	18 00	19 00
Summerlee, No. 2 pig iron	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles $ base	2 50	2 50
Common bar, per 100 lb.	1 90	2 05
Forged iron, per 100 lb.	2 05	2 20
Refined iron, per 100 lb.	2 15	2 30
Horseshoe iron, per 100 lb.	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

Cold Rolled Shafting.

9-16 to 11-16 inch 0 06
¾ to 1 7-16 inch 0 05½
1 7-16 to 3 inch 0 65
Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal.	Toronto
10 gauge	2 30	2 50
12 gauge	2 30	2 55
14 gauge	2 20	2 35
17 gauge	2 20	2 45
18 gauge	2 20	2 45
20 gauge	2 20	2 45
22 gauge	2 25	2 55
24 gauge	2 25	2 55
26 gauge	2 35	2 65
28 gauge	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
20x28x80	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 gauge, per square	5 00
26 gauge, per square	3 85
28 gauge, per square	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	345
26 gauge, American	3 85	3 50
28 gauge, (26 English)	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜-inch	$ 5 50	66 p.c.	51 p.c.
½-inch	8 50	71 p.c.	60 p.c.
¾-inch	11 50	75 p.c.	65 p.c.
1-inch	16 50	75 p.c.	65 p.c.
1¼-inch	22 50	75 p.c.	65 p.c.
1½-inch	27 00	75 p.c.	65 p.c.
2-inch	36 00	76½p.c.	66½p.c.
2½-inch	57 50	76½p.c.	66½p.c.
3-inch	75 50	76½p.c.	66½p.c.
3½-inch	95 00	75 p.c.	65 p.c.
4-inch	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00.

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15x24, $2; 18x30, $2.35; 18x36, $3.50.

HEATING APPARATUS

Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50, 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers' buying prices:	Montreal	Toronto
Heavy ocpper and wire, lb.	0 11	0 11¼
Light copper bottoms	0 09	0 09¾
Heavy red brass	0 10	0 10½
Heavy yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	0 02	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb.	4 95	5 05
Imported pig, per 100 lb.	4 95	5 05
Bar pig, per 100 lb.	5 20	5 30
Sheets, 2½ lb. sq. ft. by roll	5 20	5 30
Sheets, 3 to 6 lb., ft.	4 90	5 00

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE.

Lead Pipe and Waste, 22½ p.c.
Caulking lead, 4¾c. per pound.
Traps and bends, 45 per cent.

SOLDER.

	Per lb. Montreal.	Toronto
Bar, half-and-half, guaranteed	0 26	0 26½
Wiping	0 23	0 24

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks	8 50	8 50

SPELTER.

Foreign, per 100 lb.	7 50	7 25

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lb. $49 50 $50 00
Redipped Charcoal Plates—Tinned M L S, Famous (equal Bradley)

	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50
Raven and Murex Grades—	
I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double.

Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base		4 50
I X, 14x20 base		5 25
I X X, 14x20 base		6 00

Bright Cokes

Bessemer Steel—

I C, 14x20 base	4 25	
20x28, double box	8 50	

Charcoal Plates—Terne

Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 50	
I X, Terne Tin	9 00	

Charcoal Tin Boiler Plates.

Cookley Grade—

XX, 14x56, 50 sheet bxs.)		
XX, 14x60, 50 sheet bxs.)	7 00	
XX, 14x65, 50 sheet bxs.)		

Tinned Sheets.

72x30 up to 24 gauge, case lots	8 00	7 35
72x30 up to 26 gauge, case lots		7 85

WIRE.

Annealed Cut Hay Bailing Wire.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.

High Carbon, No. 9, $2.00 in cars.

Fine Steel Wire.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c.; oiling, 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

Hay Wire in Coils.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

Galvanized Wire.

From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

Poultry Netting.

2-in. mesh, 19 w.g., 60 and 2½ p.c. off.
Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

Smooth Steel Wire.

No. 0-9 gauge, $2.25 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c, spring wire $1.25, bright soft drawn 15c, charcoal (extra quality) $1.25, packed in casks or cases 15c, bagging and paperings 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks, 50c, in ½-lb. hanks, 75c., in ¼-lb. hanks, $1.

Wire Cloth.

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

Wire Fencing.

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

Wire Rope.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5, 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized	2 80
Plain	2 50

—

Paints, Oils and Glass	2 50

Barn Paint.

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

Beeswax.

Per lb.	0 40

Chemicals.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05¼
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

Colors in Oil.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb. irons	0 05

Enamels.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.

	Per lb.
French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" solder sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c, ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

Paris Green.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 16¼	0 16½
Packets, 1-lb., 100 in case	0 18½	0 18¾
" ½-lb. "	0 20½	0 20¾
Tins, 1-lb., 100 in case	0 19½	0 19¾

Paris White.

In bbls.	0 90

Pigments.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

Prepared Paints.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 60
Ramsay's paints, Thistle	1 30
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	
Jamieson's Crown and Anchor brand	1 60

The Famous British Brand

You are safe in featuring a line of paints that has made good in two hemispheres. For 78 years

"MINERVA"

PAINTS AND PAINT SPECIALTIES

have been prime favorites with experienced painters.

And they leave the dealer an excellent margin of profit.

Our many original and forceful selling helps have made "MINERVA" Paints the line with the strong demand.

Every can contains full Imperial Measure.



Write for details of our proposition. It will not obligate you in any way.

Pinchin-Johnson & Co., (Canada) Limited

377-387 Carlaw Avenue, Toronto

Established in England in 1834

(K 64)



HOW ABOUT YOUR PAINT OIL DEPARTMENT?

If you could find a way to increase the profits in your paint oil department you would at least investigate it, wouldn't you? Then why not take the time during the winter months, NOW, to investigate the

BOWSER PAINT OIL SYSTEM

We have installed systems for many of your fellow merchants—it pays them—it will pay you.

You can get one outfit or a dozen, just as your requirements demand. You don't have to invest much money but you get enormous returns.

The Bowser not only prevents all waste and over-measure, but it gives your store tone and attractiveness. It draws trade because you can give better service and cleaner oil. The pumps measure the oil directly into the customer's can—no measures nor funnels. It computes the charge and counts the gallons.

Send a card to-day for free book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 FRASER AVENUE

For Twenty-seven Years Manufacturers of Self-measuring Pumps, Gasoline and Oil Storage Systems, Self-registering Pipe Line Measures, Dry Cleaning Systems, etc.

Plaster of Paris.

Per barrel	0 30

Pine Tar.

Half-pint tins, per dozen	0 60

Putty.

	Standard
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders, in bbls.	2 75

Red Dry Lead.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs "	5 25	5 25
No. 1 casks, per 100 lbs.	4 25	4 25
No. 1 kegs, per 100 lbs.	4 75	4 75

Shingle Stains.

In 5-gallon buckets	0 75

Turpentine and Oil.

	Montreal	Toronto
Can. Prime white petroleum, gal.	0 14	0 12
U.S. Water white "	0 15½	0 13½
U.S. Pratt's astral "	0 19	0 15½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal. single bbls		0 15½
Pure Turpentine, single bbls	0 70	0 69
Wood Turpentine		0 60
Turpentine, second run		0 60
Linseed Oil " raw	0 93	0 96
" " boiled.	0 96	0 99
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

Varnishes.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" Union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps, brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 85
Elastilite varnish		1 25
Copaline varnish		2 25
Granitine floor finish		2 25
Jamieson's floor enamel		1 75
Sherwin-Williams kopal varnish.		2 50
Canada Paint Co.'s sun varnish.		2 25
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Ltd. "Gold Medal," in cases		2 25
Dependon Lt. H. Oil Finish		8 75
Everlastic Floor		14 25
Flattine floor finish		3 00
Elastica exterior finish		4 25
Stovepipe varnish, ½ pints, per gross		8 00
Pure white shellac varnish, in barrels		1 75
Pure orange shellac varnish, in barrels		1 60
No. 1 orange shellac varnish, in barrels		1 30

Window Glass.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 25 p.c. and 30 p.c.
Montreal prices, no discount.

Size United Inches	Star
Under 26	$ 3 05
26 to 40	3 25
41 to 50	3 65
51 to 60	3 90
61 to 70	4 15

White Lead Ground in Oil.

	Montreal Per 100 lb.	Toronto
"Anchor," pure	6 85	7 00
Brandram's B.B. Genuine	7 85	8 00
C.P.C. decorators, pure	6 85	7 00
Crown and Anchor, pure.	6 85	7 00
Elephant Genuine	7 10	7 25
Essex Genuine (Windsor).		7 00
Island City Decorators' Pure	6 85	7 00
Lily Pure	6 85	7 00
Moore's Pure White Lead		7 00
Monarch (Windsor)		6 60
Munro's Select Flake White	7 10	7 25
Purity, C.O. Co.'s Ltd.		6 50
Ramsay's Pure Lead	6 85	7 00
Ramsay's Exterior	6 60	6 75
Sterling Pure		7 00
Tiger Pure	6 85	7 00

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over, 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

White Zinc (Dry)

Extra Red Seal, V.M.	0 07½

White Zinc in Oil.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2 " "	0 05¾

Whiting.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE.

Adzes.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

Axles and Hatchets.

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	5 00
Barrell hatchets	5 50	6 85

Anvils.

Taylor-Forbes, prospectors	0 05¾
Buckworth, per lb.	0 10¼

Ammunition.

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust, $7.50 per 100 lbs. Discount 25 per cent.; cash discount, 2 per cent. 30 days; net extras as follows, subject to cash discount only; Chilled, 40c; buck and seal, 80c; no. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

Augers and Bits.

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

Barn Door Hangers.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, dozen sets		6 50
Standard jointed hangers, dozen sets		6 45
Steel King hangers, doz. sets		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.). 3 25

Barn Door Latches.

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Bells.

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

Belting.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 80c; cut laces, 85c.

Bird Cages.

Brass and Japanned, 40 p.c.

Bolts and Nuts. Per cent.

Carriage Bolts, common, new, $1 list.
Carriage Bolts, ⅜ and smaller 70
Carriage Bolts, 7-16 and up
Carriage Bolts, Norway Iron ($3 list) 60
Machine Bolts, ⅜ and less.. 60, 10 & 10
Machine Bolts, 7-16 and up.. 60
Plough Bolts 55, 5 & 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, ⅜ and less 60 and 10
Sleigh Shoe Bolts, 7-16 and larger 55 and 05
Coach Screw, new list 7
Nuts, square, all sizes, 4¼c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts, 80.

Building Paper, etc.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2 "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain and tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs.	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32' & 60', per 100 lb.	3 00
2 Ply Ready Roofing, per sq.	0 70
3 Ply Ready Roofing, per sq.	0 95
2 Ply complete, per roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, brls., per gal.	0 15
Liquid tins Cement	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb.	0 06
Nails, per lb.	0 05
Mop cotton, per lb.	0 15

Butts.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent.

Cement and Firebrick.

Canadian Portland, bags, per bbl.	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood.		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

Chalk and Pencils.

Carpenters Colored, per gross	0 65 0 80
" lead pencils, p. gr	2 40 6 75

Chisels.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

Chain.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack-chain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

Churns.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

Clamps.

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

Conductor Pipe.

2	inch, in	10 foot	lengths	3 30
3	"	"	"	4 00
4	"	"	"	5 28
5	"	"	"	7 26
6	"	"	"	8 80

Cotter Pins.

Cotter pins, 90 p.c. Montreal.

Copper and Nickel Ware.

Copper boilers, kettles, 47½ p.c.
Copper tea and coffee pots, 42½ p.c.
Copper pitts, 27½ per cent.
Foundry goods, hollow ware, 45 p.c.

Door Knobs.

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

Door Sets.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

Door Hangers (Parlor)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

Door Springs.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

Draw Knives.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

Drills.

Bit stock drills, 2-32 in., doz.	0 67

Escutcheon Pins.

Steel, discount 50 per cent.
Brass, 55 per cent.

Eavetroughs.

8	inch in	100 foot	lengths	2 90
10	"	"	"	3 15
12	"	"	"	3 68
15	"	"	"	5 25

Add extra 10c per 100 ft. O.G. Round Bead Trough.

Factory Milk Cans.

Milk cans and pails, 35 p.c.
Hand delivery and creamery cans, 40 p.c.
Railways cans, 45 p.c.
Cream cans, 40 p.c.
Creamery trimmings, 75 and 12½ p.c.

Faucets.

Common, cork-lined, 35 per cent

Farrier Knives.

Buckworth, 50 p.c.

Files and Rasps. Per cent.

Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62 2-3
Jowett's (English list)	27½
Spear & Jackson (English list)	35

Forges.

Blacksmiths portable, 135 lbs.	9 85

Galvanized Ware.

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

Grindstones.

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

Hammers.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09

Harvest Tools.

50 and 5 per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

Halters (Snap and Ring).

Jute Rope, ⅜-inch, per gross	8 00
" " ½-inch, per gross	10 50
" " ⅝-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1¼-inch, per doz.	5 20
Web	2 45

Sisal Halters (Snap and Ring).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

Hinges.

Blind, discount 50 per cent.

Heavy T and strap, 4-in., 100 lb. net	7 25
Heavy T and strap, 5-in., 100 lb. net	7 00
Heavy T and strap, 6-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 50
Heavy T and strap, 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in., per 100 lb. 4 00
over 12 in., per 100 lb. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

Hinges (Spring)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro., $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

Hooks.

Wrought iron hooks and staples—
¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 & 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

Horse Nails.

M.R.M. cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

Horseshoes.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

Horse Weights.

Taylor-Forbes, 4¼c.

Ice Cream Freezers.

White Mountain, 5c per lb.

2 & 3-ply
Ready Roofing
"Black Diamond"
Tarred Felt
"Joliette" & "Cyclone"
Sheathing

Before you place your order for roofing and building papers get our prices.
We have the facilities for turning out the highest grade weather-resisting products at a reasonable cost – products that can be easily laid by any ordinary workman—products that will give a service that cannot be excelled.
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GLASS
BENDERS
TO
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THE TORONTO PLATE GLASS IMPORTING CO., Limited
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS
DON ROADWAY TORONTO

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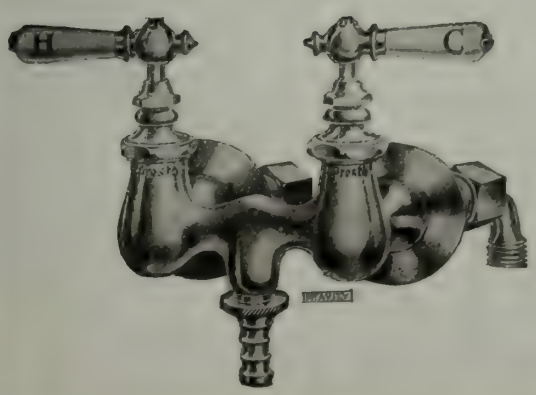
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has made them the tinners' favorites. This quality is due to the great care taken in selecting materials and the tempering which is done by experts.
The "Vulcan" Snip is designed especially for cutting curves, all irregular shapes, cornice work and small circles down to 3 inches in diameter.
Recommend them to your customers—we guarantee the highest satisfaction. Get them from your jobber.

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Newark, N.J., U.S.A.

TAILORS' SHEARS
TRIMMERS' SCISSORS



"Presto" Double Bath Cocks
Nickel Plated. With China Index Handles
"A QUARTER TURN GIVES A FULL OPENING"
Tails (Finished) Screwed for ½ in. Male I.P.

GOOD { METAL, PLATING, FINISH, DESIGN

We can quote you an attractive price. Write Dept. P.
T. McAVITY & SONS, Limited, ST. JOHN and WINNIPEG

Knives.
Hay knives, net list.
Clauss, 50 and 25 per cent.

Kitchen Enameled Ware.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial, and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 40 per cent.

Kitchen Sundries.

Asbestos mats, 50 p.c.		
Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per doz.	0 60	0 70
" wood, per doz.	0 50	0 80
Vegetable slicers, per doz.		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 per cent.		
Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 per cent.		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

Ladders.
3 to 6 feet, 12c per foot; 7 to 1 ft., 13c.
Extension ladders, 15c per foot up.

Lanterns.
Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast, per doz. 6 75
Lift Tubular and Hinge Plain, per doz. 5 00
Japanning, 50c per dozen extra.
Prism globes, per dozen, $1.20.
Lamp wick, 50 per cent.

Lawn Hose.
Competition grade lawn hose, 70 and 5.

Lawn Mowers.
Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75; 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25; 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

Locks and Keys.
Canadian, 45 and 10 per cent.

Lumbermen's Supplies.

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

Mallets.

Tinsmiths', 2½x5½ in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00

Mats.

Wire door mats, standard, 16x24, doz.	9 00

Metal Polish.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkge	6 50

Miners Supplies.
Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lb., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

Mops and Ironing Boards.

Mops, per doz.	1 20	1 50
Folding ironing boards	16 25	18 60

Nails.

	Wire
1—1½ inch	3 35
1¼ inch	3 00
1½—1¾ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

Oakum.

Plumbers....per 100 lb.	4 50

Oilers.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
Tinned and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

Plated Goods.
Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

Pieced Ware.
Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

Planes.
Wood bench, Canadian, 40, American, 25 per cent.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

Pliers and Nippers.
Button's genuine, 37½ to 40 per cent.

Plough Lines.

Russian snap	per gross	30 00
Indian snap	"	25 00

Pumps.
Berg's wing pump, 75 per cent.

Razors.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 20 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent.	
Ever Ready Safety	9 00

Rope and Twine.

Sisal rope	0 08½
Pure Manila Rope	0 10½
"British" Manilla	0 09
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.	
Jute, ⅜ and upwards, 9c; under ⅜, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	0 08¾
Sisel bed cord, 48 feet, per doz.	0 65
Sisel bed cord, 60 feet, per doz.	0 80
Sisel bed cord, 72 feet, per doz.	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb.	0 45
Staging " "	0 35

Refrigerators.
Sanderson-Harold, 40 per cent.
Galvanized, 45 per cent.

Rivets and Burrs.
Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ per cent.
Extras on Coppered Rivets, ½-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned Rivets, net extra, 3c per lb.
Coppered Rivets, net extra, 2½c per lb.

Rivet Sets.
Canadian, 35 to 37½ per cent.

Rules.

Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

Sad Irons.

Mrs. Potts, No. 55, polished, per set	0 80
Mrs. Potts, No. 50, nickel-plated, per set	0 85
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

Sand and Emery Paper.
Sand and emery paper, 40 per cent.

Sash Weights.

Sectional, 1 lb. each, per 100 lb.	2 25
Sectional, ½ lb., each, per 100 lbs	2 40
Solid, 3 to 30 lbs.	1 55

Sash Cord.

No. 8, per lb.	0 33

Saws.
Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

Saw Sets.
Canadian discount, 40 per cent.

Screen Doors and Windows

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

Scales.
Gurney Standard, 35; Champion, 50 per cent.
Burrow, Stewart & Milne.— Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45, Weigh Beams, 30.

Scythe Snaths.
Canadian, 40 per cent.

Screws.

		Per cent.
Wood	F.H., bright and steel	85 and 10
"	R.H., bright	80 and 10
"	F.H., brass	75 and 10
"	R.H., brass	70 and 10
"	F.H., bronze	70 and 10
"	R.H., bronze	65 and 10
Drive screws		85 and 10
Set, case hardened		60
Square cap		50 and 05
Hexagon cap		45
Bench, wood, per doz.		$5 00
" iron, per doz.		4 25

Screws (Machine).
Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

Screw Drivers.

Sargent's, per dozen	0 65	1 00
North Bros., No. 30, per doz.		16 80

Scissors and Shears.
Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

Shelf Brackets.
No. 140, 65 and 10 per cent.

Skates and Hockey Sticks.
Starr skates, 37½ per cent.
Boker, hockey, 30c upwards; spring
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

Shovels and Spades.
Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.

Scoops.
Grade 1, 2, 3, 50 and 5 per cent. off. Grade 4, 50 per cent. off.

Squares.
Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

Snaps.
Harness, 25 per cent.

Soldering Irons.
Base, per lb., 28 cents.

Stamped Ware.
Plain, 75 and 12½ per cent.
Retinned, 75 and 5 per cent.
Tinners' trimmings, 75 and 5 p.c.

Sap Spouts.

Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00

Staples.

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	0 12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

Stable Fittings.
Dennis Wire & Iron Co., 33 1-3 p.c.

Stove Boards.
Lithographed, 60 and 10.

Stovepipes.

5 and 6 inch, per 100 lengths	7 62
7 inch, per 100 lengths	8 18

Nestable, 40 per cent.

Stovepipe Elbows.

5 and 6-inch, common, per doz.	1 22
7-inch, per doz.	1 35

Polished, 15c per dozen extra.
Thimbles, 70 per cent.

Stocks and Dies.

No. 20 Beaver Die Stock	18 75

Stones—Oil and Scythe.

Washita	per lb.	0 25 0 37
Hindostan	"	0 06 0 10
" slip	"	0 18 0 20
" Axe	"	0 10
Deer Creek	"	0 10
Deerlick	"	0 25
" Axe	"	0 15
Lily white	"	0 42
Arkansas	"	1 50
Water-of-Ayr	"	0 10
Scythe	per gross	3 50 5 00

Tacks, Brads, Etc.
Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

Tape Lines.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821	1 95
" Steel, No. 1840, 50 ft.	

Trowels.
Disston's, 10 per cent.

Thermometers.
Tin case and dairy, 75 to 75 and 10 p.c.

Tinners' Snips.
Discount 35 per cent.

Tinners' Trimmings.
Discount, 45 per cent.
Plain and retinned, 75 and 12½.

Traps (Steel Game).
Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

Traps (Rat and Mouse)

	Doz.
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

Vises.

Per pound	0 12 0 12¾
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

Washing Machines.

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

Wringers.

Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

Wheelbarrows.

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

Whiffletrees.

Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

Wood Handles.
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent.

Wrenches.
Agricultural, 67½ per cent.

Wrought Iron Washers.
Canadian, 50 per cent.

JAMIESON'S



Floor Enamel

In every respect the best finish for floors.

R. C. Jamieson & Co., Limited

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co., Limited

Montreal and Vancouver

ALL LEADERS

MOORE'S MURESCO—The Best Wall Finish.

MOORE'S SANIFLAT—A Washable Flat Oil Paint.

MOORE'S T-45—An all-round Interior Varnish.

MOORE'S HOUSE COLORS—A Pure Linseed Oil Paint.

Write us for color card and prices.

Benjamin Moore & Co., Limited

WEST TORONTO

NEW YORK CHICAGO CLEVELAND

Stephens

BARN, ROOF AND ELEVATOR PAINTS

Pay an Attractive Profit---Produce Results

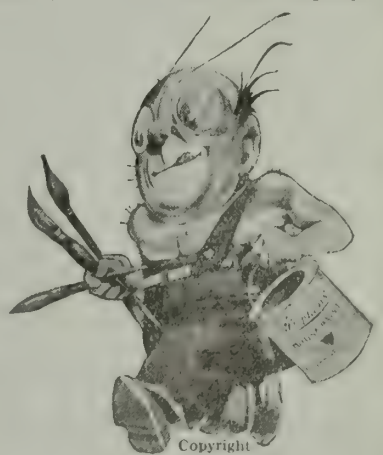
Every farmer is looking for something to "add charm to his farm."

Stock our high grade paints. We supply you with window displays and advertising circulars so as to make your sales easy.

Besides making the farm more attractive, our paints are perfect protection for exposed surfaces, whether of wood or metal.

Stephens paints are used by all Railroads for freight cars and by all leading elevator Companies throughout the West for their buildings.

It will pay you to investigate Stephens profits.



WRITE US TO-DAY

G. F. STEPHENS & CO.

LIMITED

WINNIPEG - - - - - - CANADA

Branch at Calgary, Alta.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance) :—
2c. per word first insertion
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required.

BUSINESS CHANCES

WANTED—HARDWARE IN GOOD TOWN in Ontario; Orillia, Barrie, Oshawa, Galt, Woodstock or Brampton preferred. Box 667. Hardware & Metal, Toronto. (17)

NICE, SMART LITTLE HARDWARE BUSINESS for sale, in thriving western town. Turnover $12,000. Large district to draw from. Box 647, Hardware and Metal, Toronto. (11tf)

WE HAVE GOOD IMPROVED FARM NEAR Barrie—another near Guelph, that we want to exchange for up-to-date hardware business. Thornton Bros., Hardware Merchants, Bradford, Ont. (16)

A CLEAN, UP-TO-DATE STOCK OF HARDware, about $5,500.00, in one of the best towns north of Toronto; where prices are not slaughtered. Owner going West. Box 666, Hardware & Metal, Toronto. (19)

HARDWARE BUSINESS, WELL ESTABlished. One of the best stands in west end of city, stock five thousand. Big yearly turnover. Will also sell building. Apply box 657. Hardware & Metal, Toronto. (15)

HARDWARE AND TINSMITH BUSINESS —established 20 years; stock new; terms to suit purchaser; money-maker; turnover $20,000.00; reasons for selling, "going west." Apply Box 656. (15)

HARDWARE AND TINSMITHING BUSIness—also set of tinners' tools for sale in nice town in first-class farming country; good reasons for selling. Address J. L. Thompson, Elmvale, Ont. (17)

CENTRAL ALBERTA.—GOOD HARDWARE business for sale in one of the best towns, mixed farming and dairying community, stock and fixtures about $5,500, in first class shape, one opposition. Box 648 Hardware and Metal, Toronto. (11tf)

FIRST CLASS HARDWARE BUSINESS IN Coronation, the liveliest town in central Alberta, for sale. $8,000 stock, well assorted. Building and fixtures either for sale or rent. For full particulars and terms address G. R. Farmer, P.O. Box 128, Castor, Alta. (16 tf)

HARDWARE AND PLUMBING—ONE OF the best established businesses in Toronto. Corner store; good location and lease; business increasing and profitable; stock about $4,000; good reason for selling; an opportunity. Box 660, Hardware & Metal, Toronto. (17)

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

HARDWARE BUSINESS FOR SALE IN live town of 1,500 in Saskatchewan, on main line of C.P.R. Stock and fixtures, including shop tools, $12,000.00. Turnover last year $52,000; net profits over $6,000. Building is 130 x 20 ft., with basement. Can rent for $55.00 per month. Reason for selling, poor health. Box 663, Hardware and Metal, Toronto. (23)

HARDWARE LINES WANTED

HARDWARE LINES WANTED ON A COMmission basis, covering western provinces. Canadian Specialty Co., Suite 307, Travis Blk., Calgary, Alta. (14)

SITUATIONS WANTED

EXPERIENCED MAN WANTS POSITION as bookkeeper, or to take charge of office work. Can do advertising, collecting, conduct correspondence, etc. Box 662, Hardware and Metal, Toronto. (17)

GENERAL HARDWARE — YOUNG MAN with three years' experience desires position; temperate, good salesman and stockkeeper. Can furnish best of references. Must be in first-class store. Box 658, Hardware & Metal, Toronto. (15)

WANTED—BY AN EXPERIENCED HARDware clerk, position as travelling salesman for hardware. Have had six years' experience in the retail hardware business. Western territory preferred. Box 664, Hardware & Metal, Toronto. (18)

A YOUNG SCOTCHMAN—ENERGETIC AND ambitious, with wholesale and retail experience, is desirous of making a change as first clerk, or taking charge of store; West preferred. Can furnish highest of references. Apply Box 659, Hardware and Metal, Toronto. (17)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 15 cents postpaid, or two sets for 25c while they last. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

ARTICLES FOR SALE

COMPLETE SET TINSMITHS' GASFITTING and plumbing tools for sale. M. J. Otto, Dunnville. (16)

THE PATENT FOR A NEW AND THE most efficient ventilator extant. Address the inventor R. M. Pancoast, Civil Engineer, Camden, N.J. (17)

SITUATIONS VACANT

EXPERIENCED HARDWARE CLERK wanted at once. State salary expected. Box 661, Hardware and Metal, Toronto. (16)

WANTED—HARDWARE CLERK. APPLY at once, stating experience and salary expected. R. Hawkins, Smith's Falls, Ont. (18)

WANTED — SENIOR CLERK TO TAKE charge of hardware store in Western city of 8,000 population. Box 665, Hardware & Metal, Toronto. (17)

WANTED.—Hardware clerk with two or three years' experience, as second man. Apply with references and state salary expected to The Nelson Hardware Co., Ltd., Windsor, Ont. (16)

WANTED—YOUNG MAN WITH TWO OR three years' hardware experience as clerk in hardware store. Apply, with references, and state salary expected, G. H. Clark & Co., Niagara Falls, Ont. (15)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Avenue, Toronto, Ont. (tf)

WANTED—AN ENERGETIC YOUNG MAN with experience in running furnace, tinware and stove store, to take charge of retail store in Hamilton. Must have some capital, but will have our backing. State experience. This is a good opportunity for a practical man. Bowes, Jamieson, Limited, Hamilton. (15)

PRINTING

CHEAPEST PRINTING ON EARTH—BOOKlets, Catalogues, Price List, Handbills, and any other fine Printing for the Hardware trade at fiercely competitive prices. Russell Smart, 40n, Chancery Lane, London, England. (15tf)

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white card marked 25c, 50c, 75c, $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set 25 cents postpaid. Technical Book Dept., 143 University Avenue, Toronto. (tf)

The Condensed Ads. in this Paper will bring good results

LIN-UNA FAST TO LIGHT BURLAP

Present day ideas demand utility and simple, inexpensive beauty in home building and decoration—good taste rather than extravagant expenditure sets the style.

In no other direction is the trend towards simplicity and individuality more marked than the prevailing treatment of furniture, woodwork, and especially WALLS.

The owners of beautiful walls take a pride in them, the credit for that is attributed in numerous cases to LIN-UNA BURLAP.

Can you imagine anything more attractive than a beautiful paneled dado of LIN-UNA BURLAP in your dining room, living room, hall, den, etc. Not only do they give forth comfort and good cheer, but create a lasting impression of good taste and refinement.

LIN-UNA fast-to-light Tapestry BURLAPS are essentially and admirably adapted for their original purpose—for beautifying the walls of the better city and country homes, churches, clubs, schools, hospitals, public buildings, theatres, etc., and are extensively used for this purpose. The colors are rich in tone, selected by competent artists and are fast to light as can be obtained by modern methods of scientific dyeing. The cloth is especially made for the requirements of the trade and is shrunk in the process, despatched out to a perfect edge for butting or joining, and no effort is spared to produce BURLAP OF FIRST QUALITY.



SHOWING A DINING ROOM PANELED WITH LIN-UNA BURLAP.

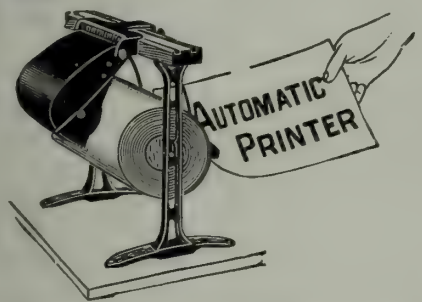
¶ Write for Sample Card showing Thirteen Popular Colors—
WINNIPEG PAINT & GLASS CO., LIMITED,
WINNIPEG.

WINNIPEG, CALGARY, EDMONTON

THE WINNIPEG PAINT AND GLASS CO.
LIMITED
EVERYTHING FOR A BUILDING

GOOD ADVERTISING

Have your ad. appear on every parcel that leaves your store. This is a very cheap method of advertising, and a very good one.



This is the machine that will do the work for you. Reasonable in price, and nothing to get out of order.

Utilities Limited
Bank of Ottawa Bldy.
MONTREAL

Genuine satisfaction is assured to every user of

NEW ERA PAINT

because it lasts longer, covers more surface and holds its color better than any other prepared paint.

Is not this the article you can handle with pleasure and profit? Write for our prices; they will interest you too.

Standard Paint & Varnish Co.
LIMITED
WINDSOR ONTARIO

IT WILL PAY YOU to watch our Condensed Ad. columns. There are many money-making positions there. You may find just what you want.

INSIDE The Can

is where we put the best argument you can use with your paint customers. It is *this* that makes each one a confirmed user of

Ramsay's Paints

and if we didn't know this to be so, and if we couldn't back up our paints with our reputation as guarantee, we would never have had seventy years of unqualified success with our paints.

INCREASE YOUR BUSINESS
BY BECOMING AN AGENT





A. RAMSAY & SON CO.

Paint Makers Since '42 **MONTREAL**

WESTERN DISTRIBUTORS

A. McBRIDE & CO., Limited, Calgary.
REVILLON BROS., Limited, Edmonton.
BOGARDUS, WICKENS, BEGG, Limited, Vancouver.

108

Sterling Prepared Paints

We were looking for the rush of Spring orders and started early to prepare in order to give our customers good service. We are in a position to make prompt shipment of this HIGH QUALITY PAINT.

CANADIAN OIL COMPANIES, LIMITED

TORONTO

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA

All S-W Agents and Dealers should make record sales and big profits this Spring



Right now is the time to get busy with your Spring paint window displays. Don't wait for the other fellow. Begin now to let the people in your locality know that you are the local Sherwin-Williams distributor. Make special Sherwin-Williams Paint and Varnish displays each week. The window trims we have for you this year are the best we ever had. See that your outdoor signs are put out at once along the country roads. Go around and make a list of the property owners whose houses and barns need painting and let us send them our personal letters on S.W.P. and Commonwealth Barn Red. Write us for free newspaper electros. Start early and beat the other fellow to it.

Our national advertising in the magazines and farm papers is now working in full blast. The Sherwin-Williams reputation is by long odds the widest and most favorable in the Dominion. It is founded on quality and extended by publicity. Let's all work together to make sales and profits this Spring the biggest ever. Call on us for all the help and advice you want. Our whole organization is at your service. ***Begin Now!***



SHERWIN-WILLIAMS PAINTS & VARNISHES

Montreal Toronto Winnipeg Vancouver



ESTABLISHED 1875

THE GLIDDEN VARNISH COMPANY



HIGH GRADE VARNISHES

BRANCHES.
NEW YORK, CHICAGO

FACTORIES: CLEVELAND AND TORONTO.
GENERAL OFFICE, CLEVELAND, OHIO.

CABLE ADDRESS "COPAL CLEVELAND"
A.B.C. FOURTH AND FIFTH EDITIONS
LIEBER'S & WESTERN UNION CODES USED

TORONTO, ONT. April 22nd, 1912.

Editor, "Hardware & Metal",
#143 University Ave.,
TORONTO.

Dear Sir;-

Kindly cancel our ad. in "Hardware & Metal" of this week, as we wish to use the space in explaining to our customers why, for the past few weeks, we have been unable to make better delivery of our products.

It is only about eighteen months since we began manufacturing our lines in Canada. Our plant, we believed, would, under ordinary conditions, meet our requirements for two or three years, but in less than six months we found it necessary to enlarge.

Our first improvement was a large Force-Draft Melting Building, then a new Reducing and Filtering Building, this was followed by a new Tank and Storage House. We then bought more land and enlarged our Grinding Department, and have just completed a large building, which we have this week begun using as a stock warehouse and shipping building.

A little over a year ago we started a heavy campaign of advertising our Green Label Varnishes and Jap-a-lac to the consumer. Last fall we enlarged our discounts to the dealers and lowered the list price of Jap-a-lac to the public, and while we anticipated that this would make a still greater increase in our business, it grew faster than we did and for the past few weeks we have been unable to make prompt shipments.

We are now occupying all the new buildings and beginning with this week we will be able to make prompt deliveries of all orders received, and we wish to thank those dealers who were lenient with us, during our inability to make better deliveries.

If you will be kind enough to reserve space for our ad. in your next issue, we will be very glad to furnish you with regular copy for same in a few days.

Yours very truly,

(Signed) THE GLIDDEN VARNISH COMPANY,

TORONTO, ONT.

EDITOR'S NOTE.—We have received permission from The Glidden Varnish Co. to reproduce the above letter explaining their position with our readers.

GREATER SALES-GREATER-SATISFACTION-GREATER—PROFIT



It is the quality the manufacturer puts into his paint that gives the greater satisfaction — that makes greater sales possible, and returns the greater profits to the paint dealer. The dealer who handles

Martin-Senour Paint
100% Pure

finds his business growing as a result of the presence of the quality of *lasting service, non-fading color, luster, free flowing, surface covering capacity* put into paint by its makers. If you want the greater sales and the greater profits that come as a reward for greater satisfaction, sell Martin-Senour Paints. Don't put off writing for the agency

THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paint

Montreal **Chicago** **Winnipeg**



Varnish to Stand the Weather

For use on Motor Boats, Yachts, Canoes, etc., varnish must be of the best quality. Those of your customers who are water sport enthusiasts will be purchasing varnish now to put their craft in shape. Sell them DOUGALL VARNISH and be sure that they get the best.

DOUGALL MARINE VARNISH

Is The Very Best Obtainable And Guaranteed To Give Satisfaction On All Work.

It gives a very high polish, which it retains in spite of exposure to the weather. The ravages of sun and wind do not affect it, and the action of spray will not spoil its appearance.

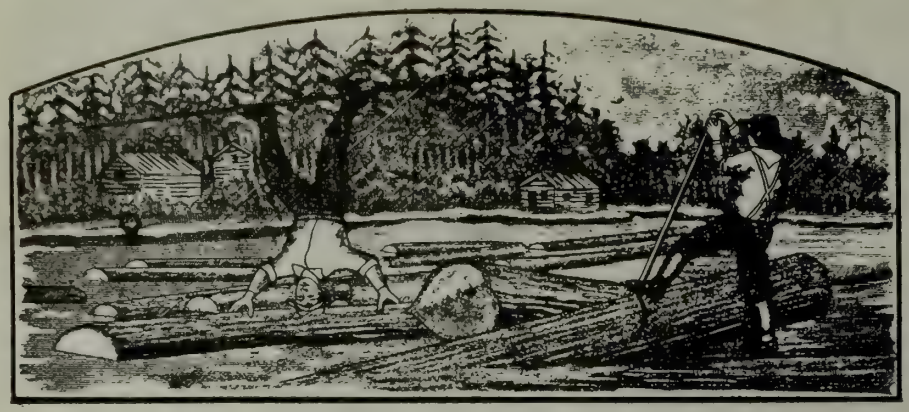
Unlike most varnishes, the action of water will not cause it to turn white.

THE VARNISH THAT LASTS LONGEST.

THE DOUGALL VARNISH COMPANY, Limited

305 Manufacturers Street, - Montreal

J. S. N. DOUGALL, President. Associated with MURPHY VARNISH CO., U.S.A.



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.
We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List. **Long Distance Phone No. 87.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

T. PINK, Manufacturer of LUMBER TOOLS

PEMBROKE, ONT.

KA-LOR-OID ROOFING

(Colored Ru-ber-oid, Can. Patents 93,027 and 93,160)

IN RED, BROWN AND GREEN



is the only ready roofing made in **permanent** impregnated colors. In **KA-LOR-OID** the colors are not painted on, but by our patented process are made an integral part of the exposed surface, and cannot wash off or fade.

KA-LOR-OID meets the growing demand for attractive and yet durable roofing for bungalows, expensive residences and public buildings. You can recommend **KA-LOR-OID** with perfect confidence that it will retain its fine appearance and continue to give perfect protection for years after stained shingles and other ready roofings have had to be replaced.

Write for Samples and a supply of Booklets to

The Standard Paint Co. of Canada, Limited

286 St. James St., MONTREAL

105 Tenth Ave. E., CALGARY 25 Pender St., VANCOUVER

WINNIPEG

TRADE MARK
KEYSTONE
BRAND
REGISTERED

"As nearly perfect as you could make them"—This is what one of the largest dealers said a few days ago with reference to the polished handles on our

Klondike and Jubilee Brooms

The finest corn, high-class workmanship and a perfect handle will produce a Broom easy to sell and on which a good profit can be made.

Now is the time to order a supply.

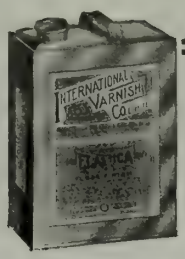
Stevens-Hepner Co., Limited
PORT ELGIN - - ONTARIO

If you want Strictly Pure Turpentine at the right price, get our quotation before placing your order.

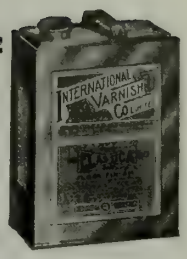
TURPENTINE PRODUCERS' AGENCY

Independent Distributors

Office, 140 Victoria St. **Phones:**
Warehouse, Macdonell Ave. **Main 4391**
C.P.R. & G.T.R. Sidings **Park 2781**



The Man Who Knows



features the brand of unequalled merit and reputation.

INTERNATIONAL

VARNISHES & VARNISH SPECIALTIES

are reliable and uniform and are backed by a reputation for quality of many years' standing.

Here are a few leaders of the famous INTERNATIONAL specialties. Every dealer should stock them for his own satisfaction and profit.

LACQUERET — Household Lacquer

Satinette — White Enamel

TRADE ELASTICA MARK — Floor Finish

TRADE FLATTINE MARK — Finishes

TRADE KLEARTONE MARK — Stains

Every can guaranteed to contain full Imperial measure.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

Canadian Factory of Standard Varnish Works

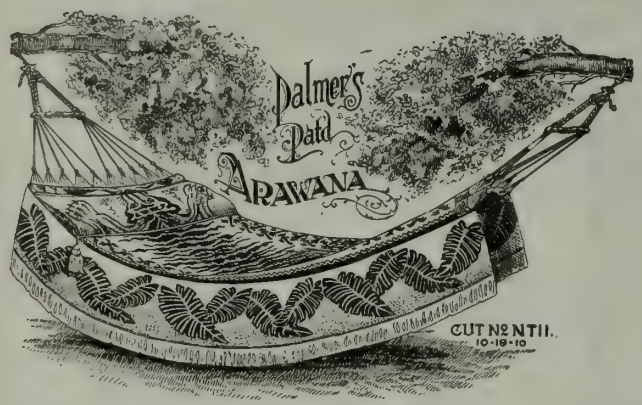
NEW YORK CHICAGO LONDON
BERLIN BRUSSELS MELBOURNE

Largest in the world and first to establish definite standards of quality

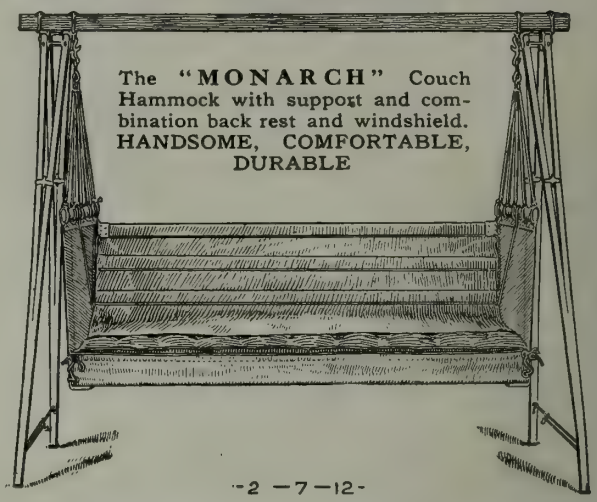
K63



PALMER HAMMOCKS
OF ALL KINDS



The "TIGER"
The most attractive and popular design ever woven in a hammock.



The "MONARCH" Couch Hammock with support and combination back rest and windshield. HANDSOME, COMFORTABLE, DURABLE

-2 -7-12-

The I. E. Palmer Co., - Middletown, Conn.

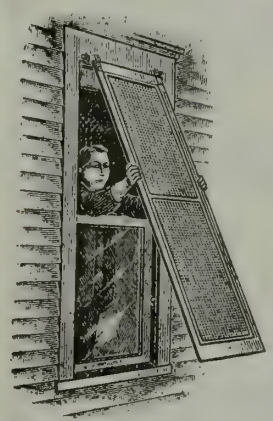
The original, largest and best equipped hammock plant in the world.

Also manufacturers of Mosquito Canopies, Nettings, Crinoline Linings, Horse-fly and Minnow Nettings and Window Screen Cloth. Dyeing, Sheer and Swiss Finishing.

New York Office: 55 Worth Street

Canadian Representative:
R. N. SCOTT, 200 McGill Street, Montreal.

"PEERLESS"



Full and Half Screw Hangers
Will Sell Quickly At a Good Profit

HALF SCREEN HANGER



Very soon the house wife will be taking precautions to keep the flies etc. from entering the home.

Houses on which our Screen Hangers and Fasteners are used are burglar proof, and at the same time have a constant supply of fresh air.

A display will bring many buyers your way. Put in an order at once.

Write for details and prices.

Cowan & Britton :: Gananoque, Ont.

DRABBLE & SANDERSON

Ebenezer Works, SHEFFIELD, England. Established 1816

SAWS
for all purposes



SAWS
The finest quality obtainable

The leading English Manufacturers, with ninety-five years' reputation.

Canadian Selling Agent: - - - **D. G. ROSS, 17 Bleury St., MONTREAL**

"NORCROSS" CULTIVATOR-HOES & WEEDERS



MR. DEALER:

Do you appreciate **QUALITY** and **DISTINCTIVENESS?**

We have had 20 years' experience in the exclusive manufacture of this one line and guarantee our goods to out-class all imitations on the market.

We have nearly 300 regular jobbing customers in the U.S.

"WE MAKE NOTHING ELSE AND OUR GOODS SHOW IT"

Our 5-prong is the only one having detachable ferrule (Pat'd) providing for attaching Cultivator to Wheel Plows.

Our new 3-prong is a modification in size, weight and cost. eheap as the common hoe in price and pays a greater profit.

ANY WOMAN CAN USE THIS WITH EASE

Our Midget is the greatest of all Flower Weeders.

Our line is complete. Weights—3 lbs., 2 lbs., 12 oz.

Canadian Jobbers who handle the "Norcross" line are: McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Lewis Bros., Ltd., Montreal; The Eureka Planter Co., Ltd., Woodstock, Ont.

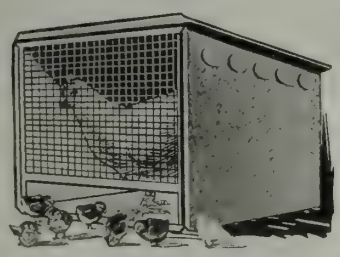
Write them for Circulars and Prices.

C. S. NORCROSS & SONS, - BUSHNELL, ILL., U.S.A.

Patentees and Sole Manufacturers.

CUT THIS OUT

Compare This Coop With Others



Storm Front Not Shown

Folds Flat

Roof Slides Back

Perfect Ventilation

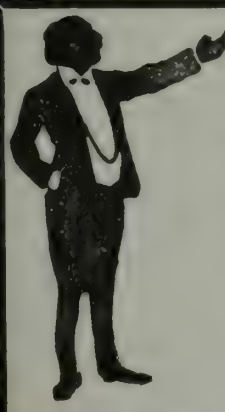
Rat, Rain and Vermin Proof

Steel Throughout

SPECIAL INTRODUCTORY OFFER;—To every dealer who sends us this ad. with a One Dollar Bill we will ship at once one Tri-Angle All-Metal Coop. The regular retail price of this coop is $1.90. Money must reach us by May 7, 1912.

This coop displayed in your store will sell six dozen more. And there's a good profit.

The Tri-Angle Manfg. Co., 75 Grant St., Freeport, Ill., U.S.A.



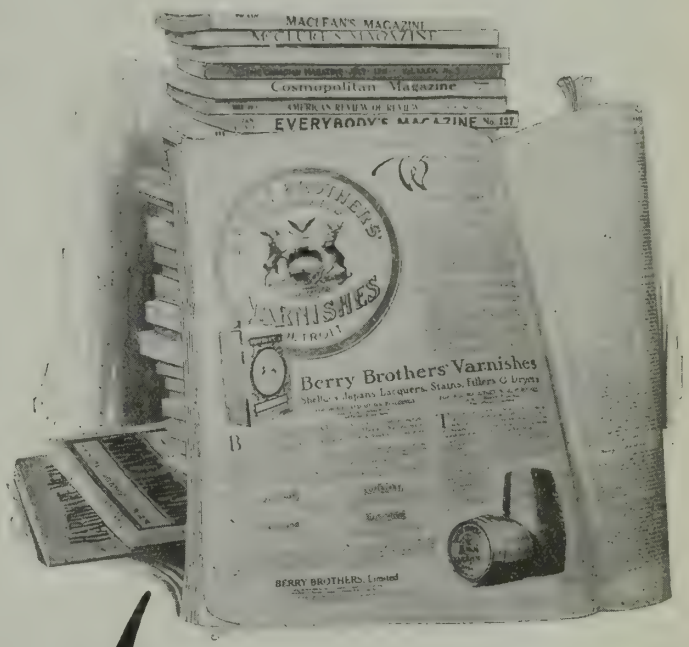
Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent dealers, who are on the look out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THIS PAPER

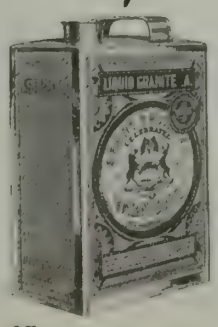
Put the Same Varnish Can on Your Shelves that the Public Sees in the Magazines



The prominent publicity that is being given to the Berry Brothers' Varnish Can, month after month, gives an added value to the display on your shelves.

Even if you fail to put out any of our attractive store advertising, your shelves will carry an advertising message to every man, woman and child that enters your store.

A solid front of Berry Brothers' Varnish Cans will help you "cash in" on our effective advertising in a way that is possible with no other line.



Berry Brothers' line includes every varnish, shellac and kindred product that any dealer needs to fill all his demands.

Berry Brothers, Ltd.

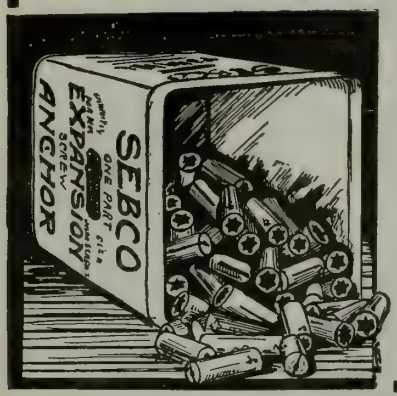
The World's Largest Varnish Makers

WALKERVILLE, ONT.

STAR EXPANSION BOLTS

Somebody's Going To Get It —It Might As Well Be You

We are receiving inquiries every day from people who have occasion to buy Expansion Bolts---these inquiries might just as well go to you---if you could see some of the letters from Dealers thanking us for sending them business, you would not hesitate to send for our 90 day Special Dealers' Proposition. We can refer inquiries only to those who have our goods.



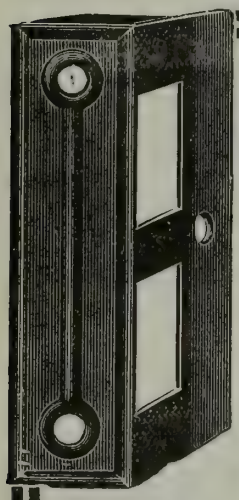
It's easier to sell to a man when he's in your store than it is to get him to come. We are paying to get men to come to you. Can you supply them?

Star Expansion Bolt Co.

CATALOGUE DEPT. 36

147-149 Cedar Street, New York City

Bacon Bros., 377 St. Paul St., Montreal, Can.; Turner & Walker, 14 Bannatyne Ave., Winnipeg, Can.
H. F. McIntosh & Co., 28 Toronto St., Toronto, Can.

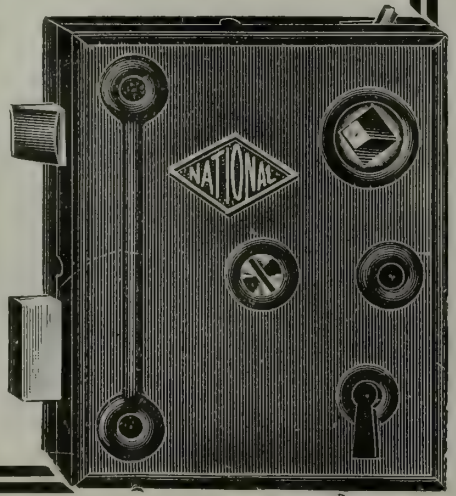


STRONGEST, SAFEST, MOST SATISFACTORY

That's why you should specify the

"National" Steel Rim LOCKS

The simplicity in construction and grade of materials used assure absolute satisfaction with every sale.



The National has got a quick selling ability that others lack--better investigate it at once.

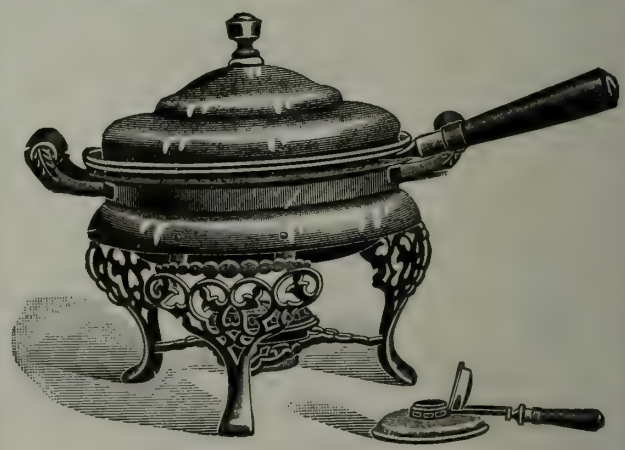
Prices on request

NATIONAL HARDWARE CO., Limited

ORILLIA, ONT. CANADA

Choice Chafing Dishes

THAT SELL WELL and YIELD GOOD PROFITS



Made in Silver and Nickel Plate, capacity three pints. Patent asbestos forced draught lamp with each dish, or peerless regulating lamp. Handles of rubberoid or staghorn.

Get Catalogue and Prices

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives

H. F. McIntosh & Co., 28 Toronto Street, Toronto

MINNOW AND FROG BUCKETS



Fishermen are now securing their equipment for the season's sport. One of the first requirements is a bait-can—one that will keep the bait alive and fresh. Our "Mermaid" Bucket is constructed with an air-tight compartment at the top, so that it is buoyant, and will float at the side of the boat, thus keeping the bait in its natural element.

The "MERMAID"—Double—Floating. Japanned Green—Gold Striped.

Quarts	10
Diam. ins.	8¾
Height, ins.	9½

The "ANGLER"—Double. Japanned Green—Gold Striped.

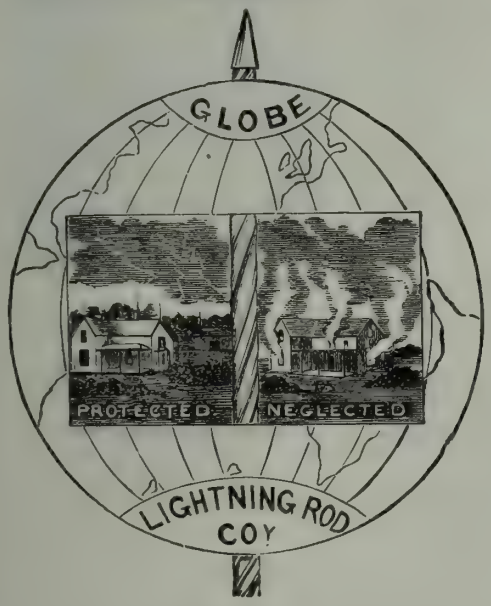
Quarts	10
Diam. ins.	8¾
Height, ins.	9½

Send in your order now, and be ready for the first enquiry.



E. T. WRIGHT & CO., - - Hamilton, Canada

(H. G. WRIGHT) Agencies at Vancouver, Winnipeg and Toronto



WANTED—Live Dealers

TO HANDLE OUR COPPER COVERED STEEL CENTRE LIGHTNING ROD

The Oldest Established Business of this kind in Canada.

Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

WRITE TO-DAY FOR SAMPLES AND FULL PARTICULARS

Hamilton Brass Manufacturing Co.

(Successors) Limited

Hamilton, ∴ ∴ Ontario

MAPLE LEAF



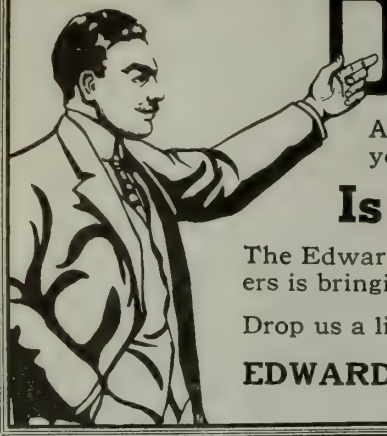
"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.



DIRECT RESULTS

Are obtainable only through the agency of intensive salesmanship in your newspaper advertising.

Is such a Salesman worth $1.25 a week ?

The Edward C. Plume Company's trade-building campaign for retail Hardware Dealers is bringing **DIRECT RESULTS** to other stores everywhere—**WHY NOT TO YOURS ?**

Drop us a line to-day and we'll tell you all about it—in other words, "SHOW YOU."

EDWARD C. PLUME COMPANY, 417-421 So. Dearborn St., CHICAGO

Get Our Prices and Get to Thinking, That Is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

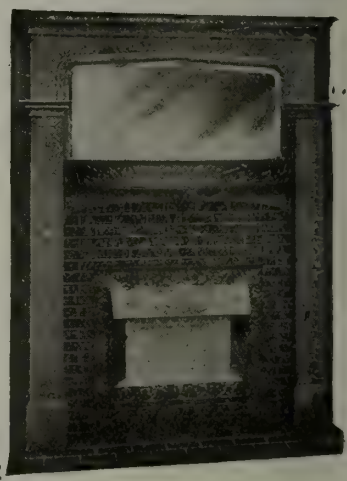
WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.





YOUR sales will be materially increased by handling the Aylmer Metallic Ring Sprayer, the best hand pump made in Canada. No soft packing to give you trouble, a pump that gives perfect satisfaction to your customer in every instance.

Write for Prices and Discounts.

The Aylmer Pump & Scale Co., Limited

AYLMER, :: ONTARIO

A Common Sense Talk

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR J. W. HARRIS VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building, either as to size or as to quality of material.



MONTREAL, Dec. 4th, 1905

MESSRS. J. W. HARRIS MFG. CO., Ltd.
City

DEAR SIRS,—
In answer to your letter of the 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,
W. CHAMPAGNE,
191 St. Paul St.

Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal



There's a Big Demand Among Miners and Sportsmen

for a lamp that gives high lighting efficiency at low cost and that will stand up under long hard service with minimum of breakage or loss of parts.

Maple City Acetylene Lamps

fill this demand. They have many strong selling features to be found in no other acetylene lamps and every lamp is thoroughly guaranteed. Our broad advertising campaign is creating a specific demand for Maple City Lamps that you can easily turn to profits. *Write to-day for our special Selling Proposition.*

MAPLE CITY MANUFACTURING CO.

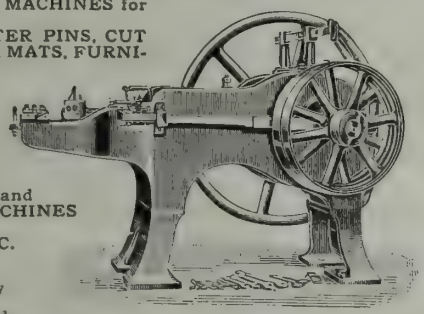
MONMOUTH, ILLINOIS, U. S. A.

MODERN WIRE MACHINERY

COMPLETE PLANTS FOR WIRE DRAWING, NETTING, WEAVING
Improved High Speed Barb Wire Machines
Improved High Speed Wood Screw Machines
Complete Plants for making ELECTRIC WELDED CHAIN
Up-to-date AUTOMATIC MACHINES for making:
BOLTS, BUCKLES, COTTER PINS, CUT NAILS and TACKS, DOOR MATS, FURNITURE SPRINGS.
HINGES, HOB NAILS, NAILS, RINGS, RIVETS, SCREWS, SCREW HOOKS and EYES, STAPLES, WIRE NAILS
QUADRANGULAR MESH WIRE NETTING
WIRE STRAIGHTENING and CUTTING MACHINES
THREAD ROLLING MACHINES, ETC., ETC.

SEND YOUR ENQUIRIES.

ED. BRAND
Specialist in Wire Machinery
472, Moss Lane, East
MANCHESTER - England
Cable Ad: "Filieres, Manchester"
Code used—A.B.C., 5th Edition

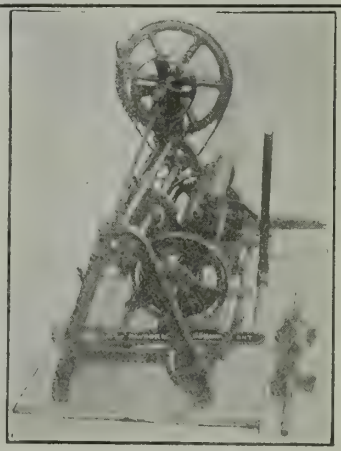


RIVET PRESS

THE IDEAL LAWN MOWER GRINDER

Will grind a lawn mower perfectly in 15 to 30 minutes, makes every blade keen with just the right angle and a perfect clearance, each blade is sharpened alike, so that the lawn mower will run and cut easier than when new. We cannot begin to enumerate all its advantages here. Order one to-day, and when established you will control the business. Made to drive both by hand and power.

Manufactured by
R. Woon & Co., Oshawa, Ont.



"Try Us for Service and Quality"

We carry a large stock of
Wholesale Plumbers' Supplies,
from which we can make immediate shipments.

Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.

WINNIPEG.

If you want to handle

WIRE NAILS

of superior quality, consult us at once.



We are in a position to meet every requirement, as we have the latest machinery which turns out perfect nails—these nails are guaranteed to be full weight.

For baling purposes, we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER

THE LAIDLAW BALE-TIE COMPANY, LIMITED,
HAMILTON, - ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

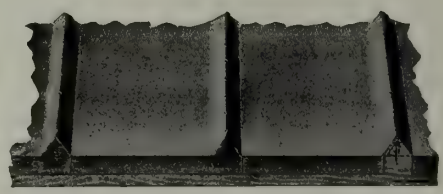


Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York

Hustling Hardwaremen

are selling

3. V. Crimp Roofing



because they are proud of its appearance and know their customers will always get value.

Our literature gives reasons and prices.

Winnipeg Ceiling and Roofing Co.

P.O. Box 2186 H. WINNIPEG, MAN.

CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR JOBBER FOR

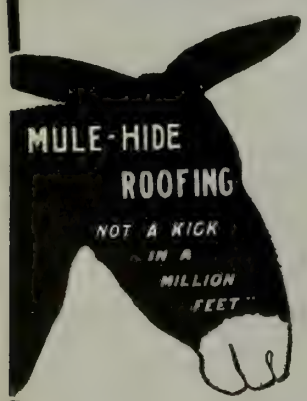
TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL,

Works: Lachine Canal



"MULE-HIDE" ROOFING

Brings Profits That Will Appeal To YOU

If you believe in the common-sense idea, that what a man gets is as important as what he pays—study the felt, saturation and coating of MULE-HIDE ROOFING. If you know enough about roofings to appreciate what MULE-HIDE is, that others (at the same price or lower) are not, then you'll want MULE-HIDE for what it is that others are not, and you can safely figure on a report from MULE-HIDE that satisfies the man who wants the best, and the most for his money.

Write us at once for full details and prices

The Dominion Roofing Company, Limited

31-33 FRONT STREET EAST, TORONTO

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER . . . ONTARIO

Attention!

Here's the line of splendid sellers



Are you handling the

Buster Brown

Children's Express Wagons?

They are beautifully made, painted, strong and easy-running. Handy around farm, home or store.

In 4 sizes. Send for prices.

WOODSTOCK WAGON & MFG. CO., LTD.
WOODSTOCK, ONT

Western Representatives
JAS. STEWART MFG. CO., LTD., Winnipeg, Man.

294 Adelaide St. W.,
Toronto, Ont.
March 28, 1912

Hardware & Metal,
Toronto, Ont.

Gentlemen:—

We are pleased to announce that we were to-day favored with a visit from Mr. Bert Hamilton of Hamilton & Stott, of St. Thomas.

While here Mr. Hamilton on behalf of the firm of Hamilton & Stott completed arrangements whereby they purchased from the Jones Register Co., of Toronto, their entire stock of Jones Registers, floor registers, borders and faces, wall pipes and fittings, and everything connected with the heating business formerly owned by the Jones Register Co., of Toronto. From this date Hamilton & Stott will be successors to the Jones Register Co., of Toronto, and all Jones Registers furnished to the trade in the Province of Ontario will be furnished by Hamilton & Stott, of St. Thomas.

The Jones Register Co. still retain the book accounts, and all collections of the Jones Register Co.'s book accounts will be made by the Jones Register Co.

Yours very truly,

THE JONES REGISTER CO.

A. O. Jones, Sec'y.

FILES OF QUALITY



The Utmost Assurance of Good Service

THE "DELTA" SPECIAL

Pays Good Profits

TRADE MARK
DELTA

Here is a Hand Saw File of unusual quality and temper, the kind that brings "repeat orders."

Made of S. & C. Wardlow's finest English steel and absolutely guaranteed to give the user the highest satisfaction.

It will pay you to investigate the "Delta" at once—it will be your stand-by.

WRITE TO-DAY.

DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto; Stark, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895

Special Grand Prize GOLD MEDAL Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



"ONE MINUTE" Washers & Wringers

Imitated in Construction—Unequalled in Quality

This machine will increase your washer profits.

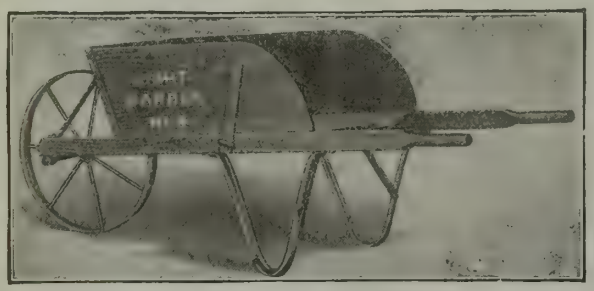
It contains all the qualities that are essential to make it the most satisfactory to both dealer and user.

Communicate with us NOW and get full particulars. It will pay you.

ONE MINUTE WASHER CO., TORONTO

MacKENZIE BROS., Winnipeg, Man., Sask. and Alberta
CANADA STOVE & FURNITURE CO., Montreal

MAXWELL WHEELBARROWS SUIT EVERYBODY



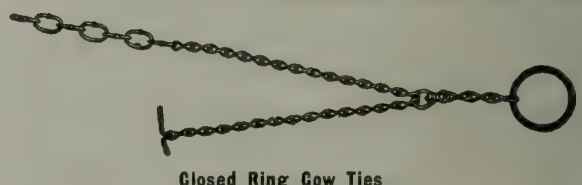
From the big contractor to the man whose garden is his hobby, every man can find exactly the type of wheelbarrow he needs in the Maxwell line. You'll be surprised at the amount of trade you can do in these barrows if you show a good assortment, and make a point of drawing to them the attention of the scores of men who ought to have a first-class wheelbarrow, but haven't. Nine styles, all strong, well balanced and durable.

David Maxwell & Sons, St. Mary's, Ont.



Open Ring Cow Ties

ELECTRIC SWELL WELD CHAIN



Closed Ring Cow Ties

25% more { WELD STRENGTH WEAR } { MADE IN CANADA AND SOLD BY JOBBERS } 25% more { ORDERS SALES PROFITS }

Made by

Office: BUFFALO, N. Y.

McKinnon Chain Company

Factory: ST. CATHARINES, ONT.

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE 

MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

Zinc Sheets

M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

TORONTO

THE "BEST" FUEL CHUTE

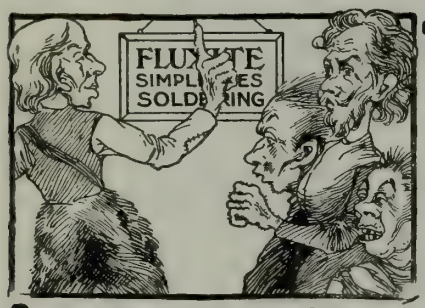
Is a Necessity to Every Up-to-date Home



This device will prove an effective seller in your locality. It costs very little more than a window sash and glass. Sets flush with the outside wall. An overlapping flange on top of the door prevents rain from entering chute and rusting it out. Adapted for any kind of fuel and absolutely burglar proof. This is certain to create a large demand.

Write us at once for full information and prices.

STERLING FOUNDRY CO., Sterling, Ill., U.S.A.



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Plumbers and other mechanics **will** have

FLUXITE

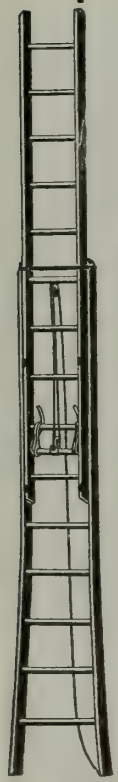
the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use. Easy to sell.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.
Made by the AUTO-CONTROLLER CO., 212 Vienna Rd., Bermondsey, Eng.
General Representatives: SAYWELL'S SALESMEN, 61 Albert Street, Winnipeg.



Common Pulley Extension Ladder

SUITABLE FOR FRUIT PICKING AND GENERAL USE

This Ladder can be instantly taken apart, making two single ladders. The ladder is self hooking and self releasing, is very light and strong, being reinforced with wire cable on the back.

Made of Clear Norway Pine, Malleable Iron Castings, Hardwood Rungs, and nailed together.

STOCK SIZES

20, 24, 26, 28, 30, 32, 36 and 40 ft.

Average Weight, 2¼ lbs. to the Foot

SEND FOR CATALOGUE

McFarlane Ladder Works

158 and 160 River St. :: Toronto, Ont.

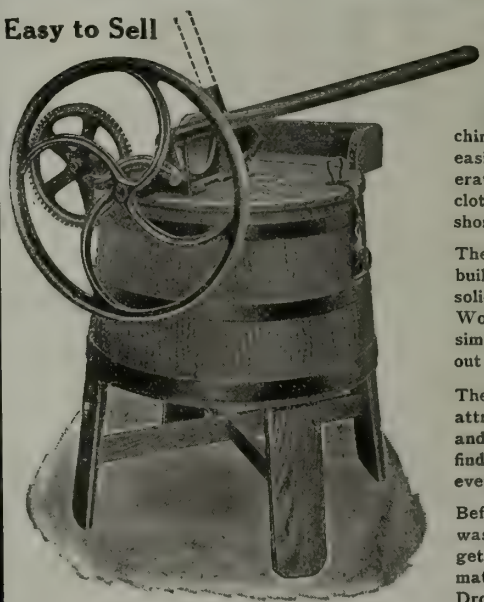
Tel. Main 2038

"THERMO"

The Washer

That makes the Washday Bright

Easy to Sell



Itsimprovedmotion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial, Working parts are simple and cannot get out of order.

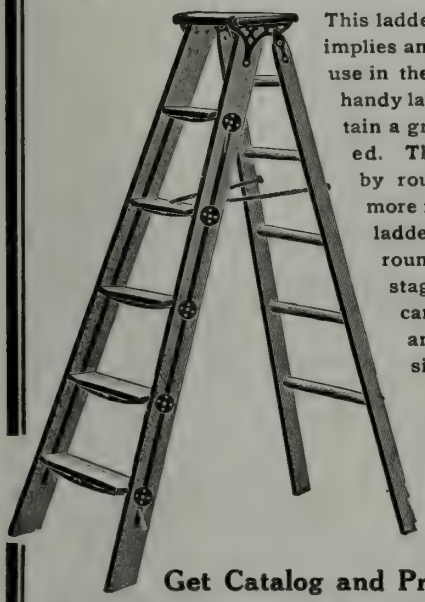
Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices. Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON, CANADA

Edwin Schofield (Eastern Agent), Canadian Express Bldg., Montreal; F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

The Mechanic Special Service Ladder



This ladder is all that its name implies and is highly prized for use in the shop or wherever a handy ladder suitable to sustain a great weight is required. The legs are connected by rounds so that one or more may make use of the ladder at one time, and the rounds and steps are staggered so that a plank can be placed through and find support every six inches. The ears are of malleable iron and steps are trussed.

If you want to increase your profits, that ladder will help you.

Get Catalog and Prices NOW.

The Stratford Mfg. Co., Limited

STRATFORD - - CANADA

HEADQUARTERS

LAMP BLACKS

Sixty-two Years In Business

LAMP BLACKS

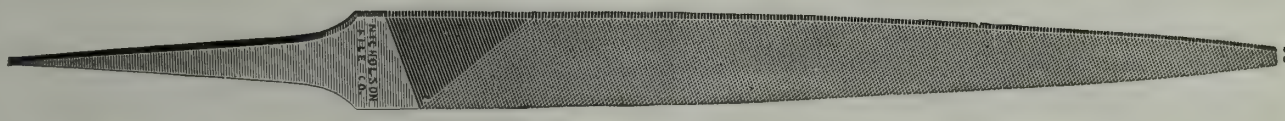
Sixty-two years' experience, enabling us by dint of superior quality in building up the largest business of bulk and package Blacks, not only in England and America, but in the world.

In order to be sure of the best and most economical, look for the Red Seal on every package.

Manufacturers of Old Standard, Eagle, Globe and Pyramid Germantown Brands.

WHY BUY THE NEAR BRAND WHEN THE BEST IS PROCURABLE?

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A



Nicholson-made Files are the Standard of File Quality

The entire output of the Nicholson File Company in 1864 was 100 dozen per day. At the present time 16,000 dozen Nicholson-made Files are sold every day and shipped to all parts of the civilized world. Unvarying good quality, coupled with progressive methods and strict specialization, is the cause.

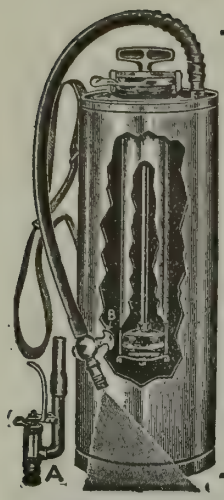
In Canada these are the well-known factory brands made by the Nicholson File Company:—

"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McCLELLAN" "KEARNEY & FOOT" "J. B. SMITH"

Nearly every file user in Canada has a preference for one or more of these lines above all others. You can stake your reputation upon their absolutely uniform and satisfactory quality.

YOUR JOBBER KNOWS!

Nicholson File Co., Port Hope, Ont.



The Demand

for Sprayers of all sorts is growing rapidly. We claim to have the best **AUTOMATIC COMPRESSED-AIR SPRAYER** on the market at the price.

It is light, easily handled, does the work quickly and well and is cheap.

It will pay you to have it in stock.

Send for description and prices.

CAVERS BROS., Manufacturers
GALT, ONTARIO



STEP LADDERS
4 TO 12 FEET

The Best Ladder at the price.
Clear Norway pine sides.
Hardwood Steps --- malleable iron clamp.

We also make
Curtain Stretchers, 3 styles.
Tub Stands, Clothes Bars,
Ironing Boards, Etc.

Send for catalogue

OTTERVILLE MANUFACTURING COMPANY, LIMITED
OTTERVILLE - - ONT.



FLEXIBLE
Metallic Gas Tubing

This is an article that every dealer should handle—because it is the most economical to the user—because it yields a good profit as well. It will not kink, burn out or rot and is just as light and flexible as rubber. Made in either steel or copper. Write NOW for circulars and prices.

F. J. SCHUCH
19 JARVIS ST., TORONTO, CAN.

Cap Screws, Set Screws, Studs
Special Milled Work
Gold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company
LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO,	VANCOUVER
OTTAWA	CANADA	ROSSLAND

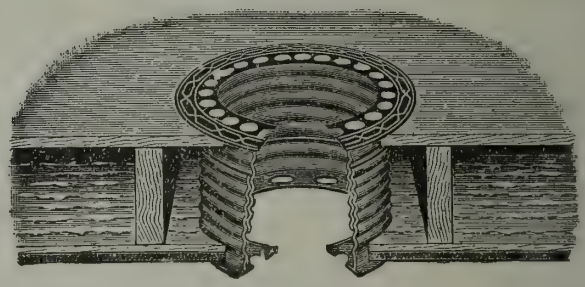
BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

LAMPBLACK

HIGHEST QUALITY

We are the World's Largest Manufacturers of Pure Lampblacks. This has been gained by giving our trade intrinsic value for money received—a value that cannot be obtained in any other lampblack.



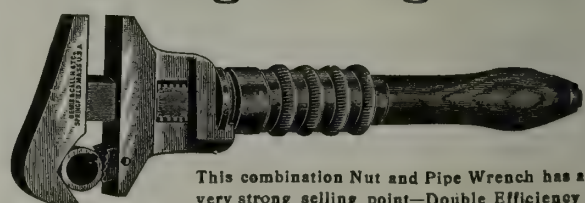
If in doubt, let us submit you the evidence of dealers who know, by sending you copies of their repeat orders.

Better give our Lampblack a trial—it will cost you nothing if dissatisfied.

Write to-day.

Wilkes Martin Wilkes Company
NEW YORK, N.Y., U.S.A

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency

Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

UTICA PLIERS

UTICA PLIERS can be depended upon to DO the work. Each Plier is tested before leaving the factory, and guaranteed to give ABSOLUTE satisfaction.

Any tool bearing the Utica trade mark has our "MONEY BACK IF NOT SATISFACTORY" guarantee behind it.

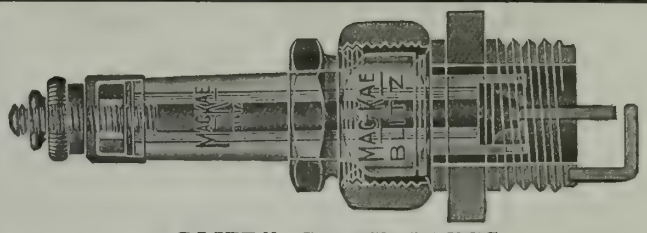
"THE PLIER THAT FITS THE HAND"

Let us send you prices and catalogs.

UTICA DROP FORGE & TOOL CO., Utica, N.Y.

SOLE CANADIAN AGENTS

SMITH HARDWARE CO., Ltd., 240 Lemoine St., MONTREAL



"BLITZ" SPARK PLUGS

cannot short circuit; the inner wire, through the porcelain being protected by a mica tube. The porcelains are imported, and the plug in general is assembled of parts of the highest quality throughout. Made in all sizes.

WRITE FOR PRICES.

Agents for Canada **SMITH HARDWARE CO., Ltd.** 240 Lemoine Street, Montreal, P.Q.

BLACK JACK

QUICK

CLEAN

HANDY



TRY IT

SOLD BY ALL JOBBERS

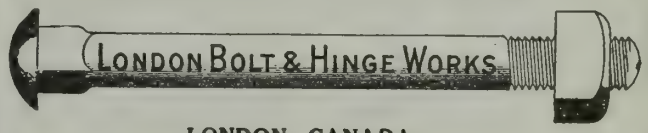
¼-lb tins—
3 doz. in case.

Pole Line Hardware

CROSS ARM BRACES
POLE STEPS
SQUARE WASHERS
ROUND WASHERS

MACHINE BOLTS
CARRIAGE BOLTS
NUTS, ETC.
Plain or Galvanized

We Galvanize by the HOT DIP Process



LONDON, CANADA

HARDWARE BUILDERS' **SPECIALISTS**

Buyers and Exporters for Hardware, Metal, Heating, Paint and Oil Trades.

STRACHAN, OSWELL & CO.

22 St. Mary Axe, LONDON, E.C.

Correspondence Invited.

WALL PLASTER

"Empire" Plaster Board combines lathing and fireproofing in one simple operation.

The "Empire" Brands of Wood Fiber, Cement Wall and Finish Plasters.

We shall be pleased to send you our specification booklet.

Manitoba Gypsum Co., Limited
Winnipeg, Man.

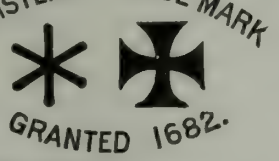
JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.



SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

When in the market for

Glues, Gelatines, Size, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

Supplied through Merchants, Jobbers, etc., only.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1858 **Appley Bridge, Wigan, Lancs., England**

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BEE KEEPERS' SUPPLIES.

Bee Keepers' Supplies, Screen Doors, Window Screens, Bed Springs of all kinds, including full line of Folding Beds, Children's Cribs, etc.

The Ham & Nott Co., Limited
Brantford, Ont.

BRASS STENCILS.

Sheet Metal Stampings, Special Stamped Me al Goods to Order. Dies and Tools, Steel Stamps, Machine and Furniture Name Plates, Seals and Seal Presses, Fire Escapes, Brass Name Plates.

Herod Machine & Stamping Co.,
BRANTFORD Limited

BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

Bossé & Banks

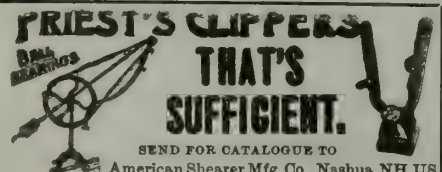
Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, - QUEBEC

CHAPLETS.



ERIE GREY IRON
CHAPLETS
All Foundry Supply Jobbers.
S. Cheney & Son, Manlius, N.Y.

CLIPPERS.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

HORSE POKES.

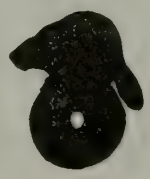
Surprise Horse and Cattle Pokes

The only poke that will stop horses from jumping. Made at Perth, Ont., by

James & Reid
ASK YOUR JOBBER



EMERY WHEELS.



Canadian Hart Wheels
442 Barton St. East, Hamilton
Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to
A. Y. DINAS SILICA BRICK & LIME CO., LTD.
116, Queen Street, Glasgow, Scotland

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

HOUSE NUMBERS.

ALUMINUM & BRASS HOUSE NUMBERS, BRASS SIGNS

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES

Raymond Bros., London, Ont.

IRON.

PIG IRON
STEEL PLATES, BARS and ANGLES
BAR IRON
David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

MANUFACTURERS' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

PLOW CASTINGS.

Castings of all Kinds.

Write us for our list of Plow Castings.

The Hilborn Co., Ayr, Ontario.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

STRAP HINGES.



ATLAS STRAP HINGE
Strong, Light and Attractive, Japan Finish. One pair with Screws in a Neat Box.
Write for Samples and Prices.
ATLAS MFG. CO., - New Haven, Conn.

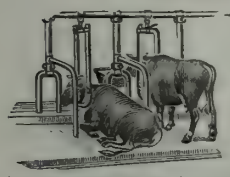
SPRAYERS.

COLLINS SPRAYERS=SATISFIED CUSTOMERS

The Collins line of sprayers for this year is the best yet offered. We have found some small improvements could be made, especially in finish, and have also lowered the price, with the intention of making larger sales but smaller profits. We are aiming at doubling last year's output. Our three largest sellers are our Three-gallon Compressed Air Sprayer, our Crown and Gem Sprayers. Write for Catalogue and Prices. For Sale by Leading Jobbers or

THE COLLINS MFG. CO., TORONTO

STANCHIONS.



O.K. CANADIAN U BAR STEEL STANCHIONS

will hold the cattle secure at all times. Is superior in strength on account of eing made of high carbon U Bar steel and no oints and rivets to wear lose.

Canadian Potato Machy. Co., Limited, 208 Stone Rd., Galt, Ont.

TOOL HOLDERS.



ARMSTRONG PLANER TOOLS Are ALWAYS Ready for use.

7 Sizes. Write for Catalog.

ARMSTRONG BROS. TOOL CO.

106 N. Francisco Ave. Chicago, U.S.A.

ONE

with an assortment of Cutters

EQUAL A DOZEN FORCED TOOLS.



WIRE SPRINGS.

WE MAKE A SPECIALTY OF

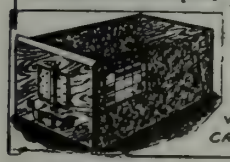
WIRE SPRINGS

for COMPRESSION and EXTENSION

James Steele, Limited, Guelph

HARDWARE SHELF BOXES

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL Toronto

When writing advertisers kindly mention having seen the advertisement in this paper.

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet Brand"

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John Street - Montreal

The INFALLIBLE GLAZIER'S DIAMOND

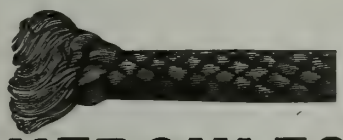
Just the Tool for Inexperienced Glass Cutters



Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL



HERCULES

SASH CORD

BUY THE BEST

Star Brand Cotton Rope

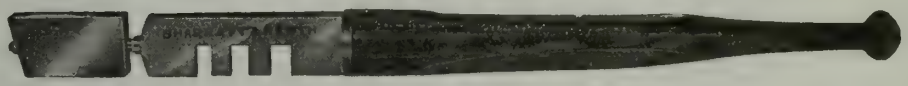
Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by All Wholesale Dealers

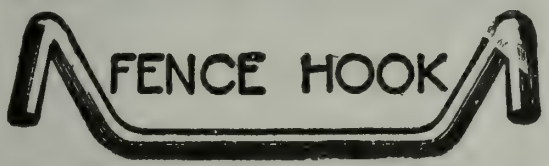
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE. OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"ACME" **are the strongest and sharpest low-priced Shears and Scissors on the market.**

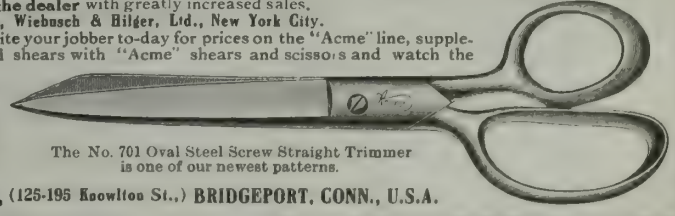
Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?

Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.

Special Representatives, Wiebusch & Hilger, Ltd., New York City.

MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high priced shears with "Acme" shears and scissors and watch the gratifying results.

Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.



The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

THE ACME SHEAR CO., (125-195 Knowlton St.,) **BRIDGEPORT, CONN., U.S.A.**

Pioneer Drop Forged Screw Drivers

Write us about our line of small tools.

We make the most complete line of Screw Drivers on the market. Send in for catalog to-day.



The Southington Mfg. Co., - Southington, Conn.

A want ad. in this paper will bring replies from all parts of Canada.

PEERLESS PERFECTION

You Are Known by the Goods You Sell

Peerless Poultry Fencing will sustain your good reputation, because it has a *Reputation of Its Own*, in addition to making more satisfied customers for you and greater sales.

You can vouch for the quality of our fence because we protect you with

Our Guarantee

A moderate priced fence with which you can successfully meet mail order competition and at the same time realize a nice margin of profit for yourself.

Write for our catalogue and get acquainted with a dependable line of fencing for your business.

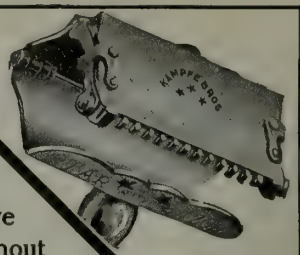
We manufacture a complete line of farm, poultry and ornamental fence and gates.

Agents wanted immediately.

The Banwell-Hoxie Wire Fence Company

WINNIPEG, MAN.
HAMILTON, ONT.

STAR
Safety Razor



The only safety with a barber's blade. It will give satisfaction for years without additional cost.

We are receiving many inquiries from Canada for STAR goods. We give these to our dealers whenever possible. Our national advertising is making the demand greater daily.

Many dealers are dressing their windows with STAR goods and display matter. It draws to their stores the purchasers of STARS created by our advertising. Are you one of these dealers?

Write us for display matter of all kinds and for 1912 Catalog of

STAR Safety Razors
STAR Shaving Brushes
STAR Diagonal Grooved Strops
STAR Automatic Stropping Machines
STAR Safety Corn Razors



Your jobber will supply you

Kampfe Bros.
12-14 Reade Street
NEW YORK CITY

Why not make 1912 the most profitable saw year in your history?



ATKINS STERLING SAWS
MADE IN CANADA

THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

E. C. ATKINS & CO.,
MAKERS OF STERLING SAWS
HAMILTON, ONTARIO

Vancouver Branch, 109 Powell St.
U.S. Factory, Indianapolis, Ind.

LONDON BAR IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.
LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg



POTATO PROTECTION

is best given by the Horse-Power SPRAMOTOR, as the illustration shows. The work is thoroughly done at 15 minutes to an acre. Four rows, three nozzles to a row, adjustable in height, width and direction. Nozzles will not clog. Air tank, 12 gals., gives guaranteed 125 pounds pressure with all 12 nozzles working. Automatic and hand controlled. Agitator clean-out; pressure relief into tank and nozzle protector under driver's seat.

The SPRAMOTOR is made for 1 or 2 horses or to be operated by hand. Equally efficient for field or orchard. Saves time and labor. Saves crops too.

Send for free treatise on crop diseases. AGENTS WANTED.

R. D. HEARD, 1384 King Street, - London, Canada

Wrapping Paper

is rather a commonplace subject to talk about, but we want you to know that we are specialists in

Waterproof Lining Papers

of every description.

DAMP AND RUSTY

goods do not make a favorable impression on your customers. Why not use a damp and rust-proof wrapping paper?

Our distributors will be glad to give you further information.

The Dominion Paper Co.
Montreal.

The Wilkinson-Appleyard Co.
Toronto

The Schofield Paper Co.
St. John

The Hudson Paper Company
Winnipeg

Edward Lloyd Limited

Eastern Townships Bank Building
MONTREAL

—PUMPS—

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

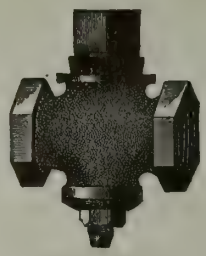
and SIEMENS-MARTIN
OPEN HEARTH STEEL



GLOBE VALVES



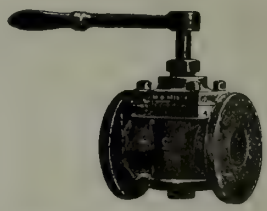
SWING CHECK VALVES



STEAM COCKS



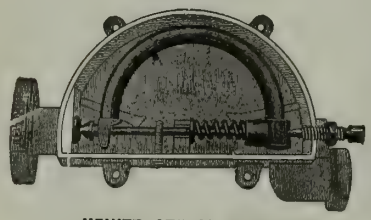
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LEVER THROTTLE VALVES



STEAM EJECTORS



HEINTZ STEAM TRAPS

STOCK

MORRISON'S ENGINEERS' SUPPLIES

(ABSOLUTELY GUARANTEED)

The Hardwareman is judged by the variety and quality of the Engineers' goods he supplies.

Do not risk your reputation by selling inefficient articles, when Morrison's guaranteed goods are procurable at a reasonable price.

Consult us at once and get full particulars.

Catalogue to the trade.

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West, - - TORONTO

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By HERBERT N. CASSON

A Study of Advertising and Selling from the Standpoint of the New Principles of Scientific Management

Something in it for Every Advertiser, Advertising Manager, Corporation, Salesman, Sales Manager, American Business Man.

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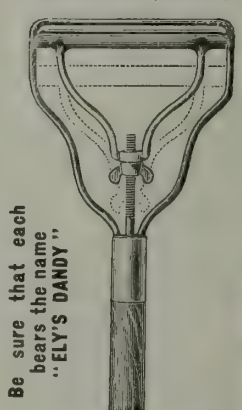
TECHNICAL BOOK DEPARTMENT

MacLean Publishing Co.,
143-149 University Avenue, Toronto

ELY'S JANITOR MOP

No. 8 for men
No. 21 for women

Others are not just as good



ELY'S DANDY

Mop Wringer and Bucket COMBINED

Others are not just as good.

Be sure that each bears the name ELY'S DANDY

Made in three sizes, 10 qt., 14 qt. and 22 qt.; guides, posts and step of malleable iron; lever of wrought iron, finished in black enamel; cedar buckets, three hardwood rolls. The most popular mop wringer on the market.



THEO. J. ELY MFG. CO.

ERIE, PA.

Get our catalogue of Mop Sticks, Mop Wringers, Brush Holders, Carpet Beaters, Broom Holders, Etc.

The cut shows the George White & Sons Co.'s plant, London, Ontario. Note well the location. The plant stretches out along the G.T. railway track—it lies right in the very danger zone of flying sparks and hot cinders. But that doesn't worry the Company in the least, for every building connected with the plant is covered with Brantford Roofing—and "Flying Sparks" are no menace to a roof protected with Brantford Roofing.



Get our BIG Profit-Earning Proposition!

Now is YOUR time to get ready for a good roofing trade, and ***quicker sales*** and ***bigger profits*** can be realized by handling Brantford Roofing than would be possible with any other line. For Brantford Roofing is the ONE best roofing on the market. Made of long fibred wool completely saturated with pure Asphalt (a ***mineral fluid*** that cannot be materially affected by heat or water, wear or weather) in three different kinds—ASPHALT, RUBBER and CRYSTAL.

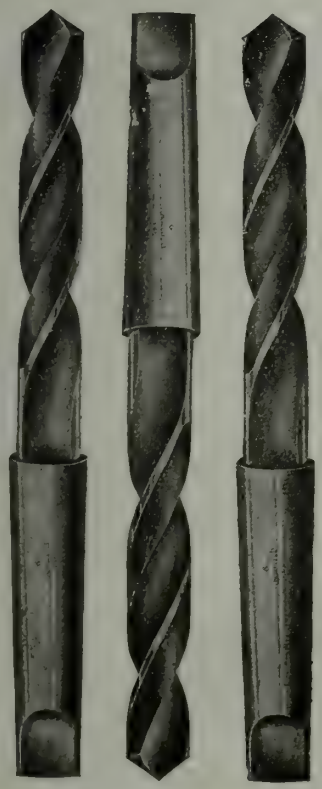
We have a big profit-earning proposition which is sure to interest you. Don't overlook it. Write to-day for full particulars—find out the reason why there's profit for the merchant handling

BRANTFORD ROOFING

made by the

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WESTERN CANADA—Warehouse, 117 Market Street, Winnipeg, Man.



"Hercules" Is The Backbone Twist Drill

The strength of a drill is in the steel. If the steel loses its strength during the process of manufacture, the drill suffers.

"Hercules" Drills are twisted while hot from **High Percentage Vanadium High Speed Steel.** This process leaves the steel undisturbed and retains its original toughness.

These drills hold out longest between grinds because they have the backing.

The taper shanks, usually one size larger than ordinary, prevent tang troubles and give a greater driving power because the drill fits into the chuck firmly and in the center.

Your jobber will supply them or you can send order direct. Send for Catalogue 74-C.

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MARK
Bear these Marks

Tools of Quality
TRADE
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MARK
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Stocks carried at Winnipeg and Montreal

H. BOKER & CO.

"TREE BRAND"

RAZORS AND POCKET CUTLERY



FINEST CONCAVED RAZOR

"RADIUM"

With adjustable guard, fits all Boker's Razors.
For sale by Leading Wholesale Hardware Houses.

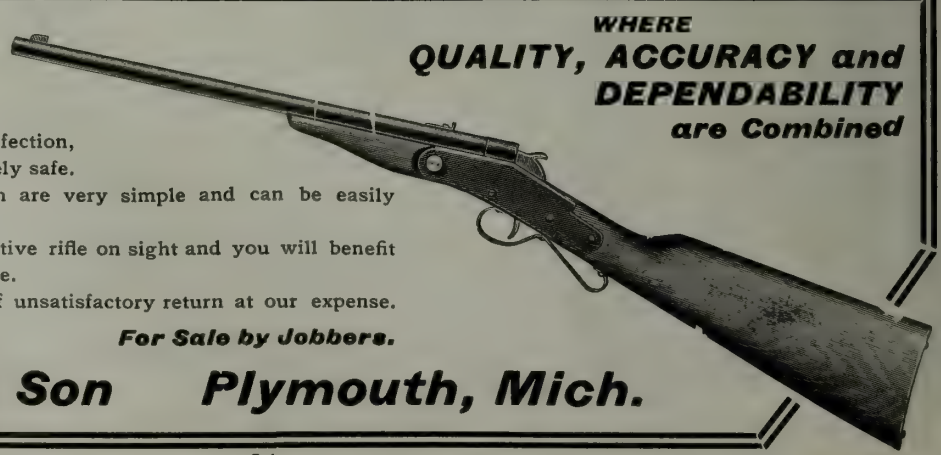
Simonds "Crescent Ground" Cross-Cut Saws



Dealers and Jobbers should place orders at once so that their stock may be complete to supply the great demand for Simonds Crescent Cross-Cut Saws, that begins about the middle of Summer. Write us about the quantity you can use. Give specifications and shipping date when delivery would be desired. If you take this matter up now, it will be the surest way of protecting your sale of Simonds Crescent Ground Cross-Cut Saws. FACTORY IN MONTREAL.

SIMONDS CANADA SAW CO., Limited. Montreal, P.Q., Vancouver, B.C., St. John, N.B.

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WHERE QUALITY, ACCURACY and DEPENDABILITY are Combined

have reached the height of mechanical perfection, being well balanced, accurate and absolutely safe.

They have few working parts, which are very simple and can be easily kept clean.

Both old and young will buy this attractive rifle on sight and you will benefit by their enthusiasm over its excellent service.

Put it in stock—give it a fair trial and if unsatisfactory return at our expense.

GET OUR CIRCULARS AND PRICES. *For Sale by Jobbers.*

C. J. Hamilton & Son **Plymouth, Mich.**

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"An Attractive FENCE Which Pays An Attractive PROFIT"

The Ideal Fence appeals to the public because it is neat and ornamental, very strong and not expensive. Has a close mesh which keeps chickens and small animals out of the yard.

The Ideal Fence not only affords protection to the lawn, but adds greatly to the appearance of any place in which it is erected.

One very important feature about Ideal Lawn Fence is that it is made of No. 9 hard steel evenly galvanized wire. No soft or cabled wire is used, so that when once erected it does not stretch, but maintains its original appearance without bagging or sagging.

This fence can be put up quickly, and at a small cost, by anyone, and will accomplish the same result of efficiency and appearance as an iron fence costing many times as much.

Write for our catalogue and prices now and catch the Spring trade.

THE

McGregor, Banwell Fence Co., Limited

WALKERVILLE, ONTARIO



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Canadian Hart Wheels, Hamilton.

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Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
Wondershine Limited, Toronto.

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Remington Arms Union Metallic Cartridge Co., New York.

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Oneida Community Ltd., Oneida, N.Y.

Anchors
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Star Expansion Bolt Co., New York.

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Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
Tobin Arms Mfg. Co., Woodstock.

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Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

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Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

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Laidlaw Bale-Tie Co., Hamilton, Ont.

Bar Urns
Buffalo Mfg. Co., Buffalo, N. Y.

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Buffalo Mfg. Co., Buffalo, N.Y.
S. Sternau & Co., Brooklyn, N.Y.

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Dominion Belting Co., Ltd., Hamilton
Sadler & Haworth, Montreal.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

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E. T. Wright & Co., Hamilton.

Binder Twine
Plymouth Cordage Co., N. Plymouth, Mass.

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The Steel Co. of Canada, Ltd., Hamilton.
National Acme Mfg. Co., Montreal.

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Gurney Foundry Co., Toronto.

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Star Expansion Bolt Co., New York.

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Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton
Stover Mfg. Co., Freeport, Ill.

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Tallman Brass & Metal Co., Hamilton

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Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.

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Howland, H. S. Sons & Co., Toronto
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North Bros. Mfg. Co., Philadelphia, Pa
Stanley Rule & Level Co., New Britain.

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Canadian Yale & Towne, St. Catharines.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough.

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Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

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Hamilton Brass Mfg. Co., Hamilton.

Carpet Sweepers
Bissell Carpet Sweeper Company, Grand Rapids, Mich.

Carriage Heaters
Chicago Flexible Shaft Co., Chicago.

Carriage Springs and Axles
Guelph Spring and Axle Co., Guelph.

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Dominion Cartridge Co., Montreal.

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National Cash Register Co., Toronto.

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Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

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Alf. Rogers, Ltd., Toronto.
B. & S. H. Thompson & Co., Montreal

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Cummer-Dowswell Ltd., Hamilton, Ont
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Hamilton Cotton Co., Hamilton.

Clothes Wringers
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Lovell Mfg. Co., Erie, Pa.

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Plymouth Cordage Co., N. Plymouth, Mass.

Cow Ties
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Oneida Community, Ltd., Niagara Falls

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Canadian Yale & Towne, St. Catharines.

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Stover Mfg. Co., Freeport, Ill.

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Whitman & Barnes Mfg. Co., St. Catharines.

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Hero Mfg. Co., Philadelphia.

Dry Batteries
Canadian Carbon Co., Winnipeg.

Eavetroughs
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E. T. Wright & Co., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.

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London Emery Works, London, Eng.

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Jas. Morrison Brass Mfg. Co., Toronto.

Emery Cloth
London Emery Works, London, Eng.

Enameled Ware
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The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
McClary's, London, Ont.

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Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor, Banwell & Co., Walkerville.

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Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.

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C. J. Hamilton & Son, Plymouth, Mich.
Tobin Arms Mfg. Co., Woodstock.

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D. Maxwell & Sons, St. Mary's.

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Chicago Flexible Shaft Co., Chicago.

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Furnaces, see Stoves

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Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd, Hamilton.

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Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.

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Jas. Morrison Brass Mfg. Co., Toronto

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Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
B. & S. H. Thompson & Co., Montreal.

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Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass Paper
London Emery Works, London, Eng.

Glass, Wired
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Toronto Plate Glass Imp. Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto

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Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

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Tobin Arms Mfg. Co., Woodstock, Ont.
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W. C. Crawford Co., Tilbury.

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Cowan & Britton, Gananoque.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.

Hinges, Spring
Chicago Spring Butt Co., Chicago.
Standard Mfg. Co., Shelby, Ohio.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
St. Marys Wood Specialty Co., St. Marys.

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Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.

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Laidlaw Bale-Tie Co., Hamilton, Ont.

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Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools
North Bros. Mfg Co., Philadelphia, Pa

Iron and Steel Bars
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton
London Rolling Mill Co., London.

Iron Pipe
Steel Co. of Canada, Ltd., Hamilton.
Canada Tube & Iron Co., Montreal.

Iron Pumps
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
Red Jacket Mfg. Co., Davenport, Iowa
F. E. Myers & Bro., Ashland, Ohio.

Knife Polish
London Emery Works, London, Eng.

Ladders
Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf
Hamilton Brass Mfg. Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Lamps, Acetylene
Maple City Mfg. Co., Monmouth, Ill.

Lampblack
The L. Martin Co., New York.
Wilckes Martin Wilckes Co., New York

Lanterns
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.

Lawn Fencing
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville
Banwell Hoxie Wire Fence Co., Hamilton.

Lawn Mowers
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia
Clipper Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Swings
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lightning Rods
Hamilton Brass Mfg. Co., Hamilton, Ont.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools
Pink, Thos., & Co., Pembroke, Ont

Manufacturers' Agents
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes
Stover Mfg. Co., Freeport, Ill.

Metals
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
McKechnie Bros., Birmingham, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co.,Montreal

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.
John C. Wilson, Ottawa.

Metal Stove Fronts
Canada Foundry Co., Ltd., Toronto.

Mop Holder
Theo. J. Ely Mfg. Co., Erie, Pa.

Mop Wringers
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.

Nails, Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. C., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton.

Oilers
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T. & Co., Hamilton, Ont.

Oil Stones
Canadian Hart Wheels, Hamilton, Ont
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont

Packing
Garlock Packing Co., Hamilton, Ont.

Paints, Oils, Varnishes
Berry Bros., Limited, Walkervile, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works, Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover
Chadeloid Chemical Co., New York.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.

Perforated Sheet Metals
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Samuel Benjamin & Co., Toronto.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pliers
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Poultry Netting
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pruning Knives
International Tool Co., Detroit.

Pumps
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg. Co., Davenport, Iowa.

Pumps, Power
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.

Razors
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton.
Carborundum Co., Niagara Falls, N.Y.

Razor Strops
J. R. Torrey & Co., Worcester, Mass.

Registers
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrosteel Co., Bridgeburg.

Rivets
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co. of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.

Rope
Independent Cordage Co., Toronto.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.

Saws
Atkins, E. C., & Co., Indianapolis, Ind.
Disston, Henry, & Sons, Philadelphia.
Drabble & Sanderson, Sheffield, Eng.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Ont.

Screws, Nuts, Bolts
National Acme Mfg. Co., Montreal.
Steel Co. of Canada, Limited, Hamilton.

Screws, Wood
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.

Scythe Stones
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.

Shelf Boxes
Cameron & Campbell, Toronto.

Shovels and Spades
Spear & Jackson, Sheffield, Eng.

Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silverware
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.

Sprayers
T. Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.
Spramotor Co., London.

Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

Spring Hinges, Etc.
Chicago Spring Butt Co., Chicago, Ill.
Standard Mfg. Co., Shelby, Ohio.

Staples
B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton.

Steel—High Speed
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg.

Stencils
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont.
Herod Machine & Stamping Co., Brantford.

Store Ladders
Hamilton Brass Mfg. Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.

Tacks
The Steel Co. of Canada, Ltd.,Hamilton.

Tapes
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Armstrong Bros. Tool Co,, Chicago.
Robt. Sorby & Sons, Sheffield.
Stanley Rule & Level Co., New Britain.
International Tool Co., Detroit.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.

Tool Grinders
American Grinder Mfg. Co., Milwaukee Wis.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont.
Renfrew Scale Co., Renfrew, Co.

Varnishes: See Paints
Berry Bros., Limited, Walkerville, Ont
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators
Harris, J. W., Co., Montreal.

Vises
Henderson & Richardson, Montreal.
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.

Wall Plaster
Manitoba Gypsum Co., Winnipeg.

Waffle Irons
Stover Mfg Co., Freeport, Ill.

Wagons—Children's
Wodstock Wagon Co., Woodstock.

Washers
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

White Lead
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Howland, H. S., Sons & Co., Toronto
Lewis Bros. & Co., Montreal.

Window Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

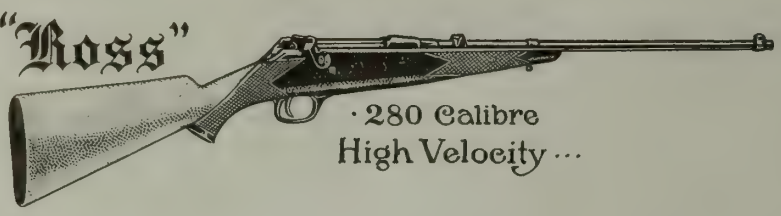
Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery
Ed Brand, 472 Moss Lane., Manchester Eng.

Wire Products
Andrews Wire Works, Watford, Ont.

Wire Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Jas. Steele Limited, Guelph, Ont.

Wrenches
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdwe. & Tool Co., Springfield, Mass.



There Are Lots of Men With $70.00

Quite a few go to your store and could be tempted by a "Ross" High Velocity Rifle.

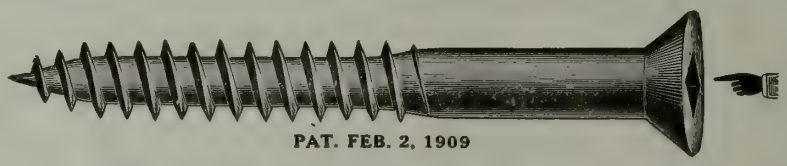
In fact every sportsman, who has the price, will look longingly at this arm and require very little coaxing to buy it.

And this one sale is not a bad day's work!

If you have not any in stock, write at once for discounts and full particulars.

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PAT. FEB. 2, 1909



ROBERTSON SOCKET HEAD
WOOD SCREWS

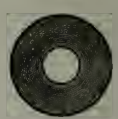
Have a decided advantage over other styles of wood screws. By having a square hole, into the centre of which a specially designed screwdriver fits snugly, it does away with all possibility of slipping, which often proves disastrous to the screw, and wastes a considerable amount of the workman's time.

They will sell on sight—get our prices at once.

We also manufacture high-grade Hand Drivers, Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.







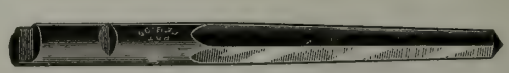
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possesses several strong advantages over other makes, and will yield you a good profit.

It cannot slip off, doesn't wear the mane, and is very easily adjusted.

It is light, but very strong, and will prevent running in the field.

Does not interfere with the animal's comfort when lying down, and allows it to eat comfortably.

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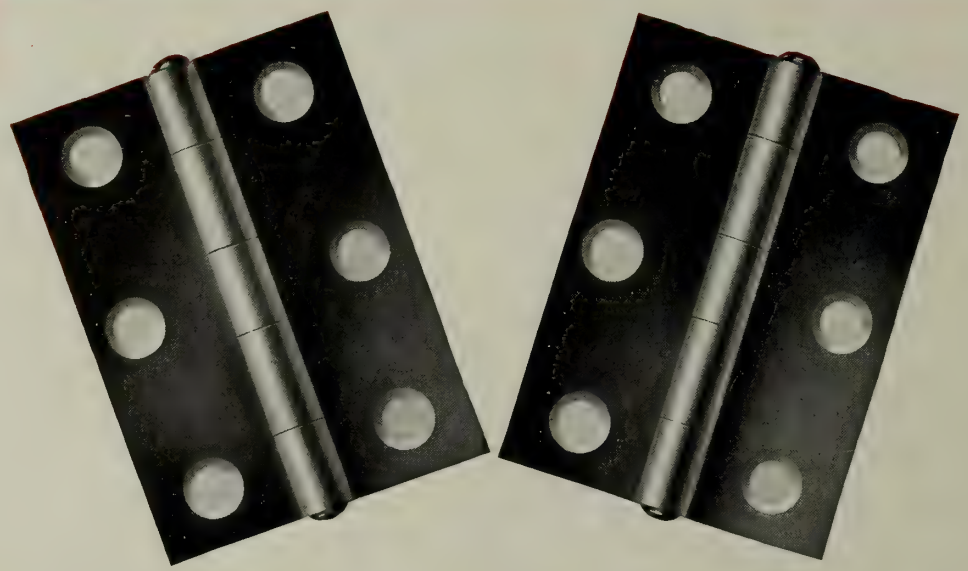
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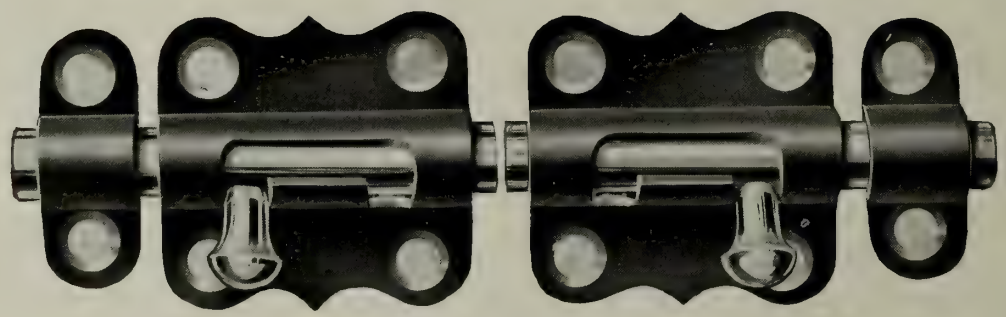
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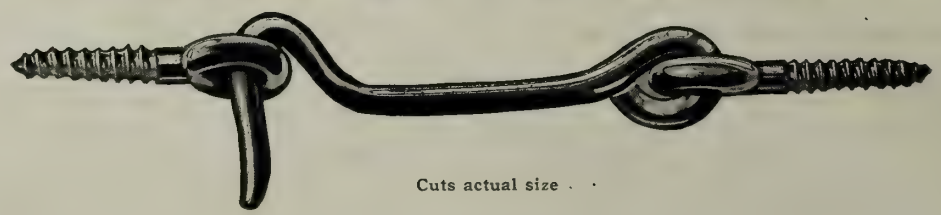
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S.W.

S.W.







Cuts actual size

In every set are one pair of 2½ in. wrought light narrow butts, one hook and eye, and two 2½ in. bolts. Your customers will be quick to see the advantage of having a bolt at each side of the window.

Japanned or "Stanley" SHERARDIZED.

Packed with screws, one set in a box, 12 sets in a carton, a gross sets in a case. Backed by the S. W. Guarantee. Tell your Jobber to supply you.

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New Britain, Connecticut

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HARDWARE AND METAL

Published Weekly by

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Vol. XXIV. Publication Office: Toronto, Canada No. 18

May 4, 1912



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Big Ben Store Helps

In order to enable Canadian dealers to get the maximum benefit from the Big Ben campaign now running in Canadian magazines, we are packing Big Ben specially for Canadian trade, six in a carton with a full set of store selling helps (two posters, two show cards, two metal signs.)

On an order for 12 we add a solid mahogany display stand. On an order for 24 or more, we print your name on dials, give the posters, display stand, and a beautiful metal sign lithographed in five colors.

Big Ben and his selling helps are being carried in stock by 54 wholesale Canadian distributors. We will be glad to let you have their names upon request. Any will tell you Big Ben is the best made and the best selling alarm that's ever been put out.

In broken and dozen lots, $2.15 less 2%. In lots of 24, $2.05 less 2%.

The Western Clock Co., La Salle, Ill.



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IT is one thing to sell a dealer a bill of goods—it is quite another thing to help him sell what he has bought. Every time a dealer buys a stock of Carborundum Sharpening Stones he gets the full benefit of Carborundum sales helps—of Carborundum advertising that always has created the demand—of the prestige of Carborundum quality.

The Carborundum Company is doing more than ever before to aid the dealer to turn over his stock—to make his sharpening stone account one of his leaders.

Carborundum window displays—lithograph cut outs—circular matter—booklets—display cases—prepared newspaper copy—all free to the dealer, and are doing great work in identifying the Carborundum dealer as the dealer who sells more sharpening stones.

Have you our catalog—discounts—trade help offers. A letter will bring them.

The Carborundum Company, Niagara Falls, N.Y.

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stand ready to serve you in the same satisfactory manner in which they have served both trade and consumer for over a quarter of a century. The construction is of the same high class. They run easy, freeze quickly and take the smallest amount of ice and salt of any freezer made. The extensive advertising from season to season has created a permanent demand. They bring trade and help you keep it.



Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.



MOTOR BOATING

Will be more popular than ever this season

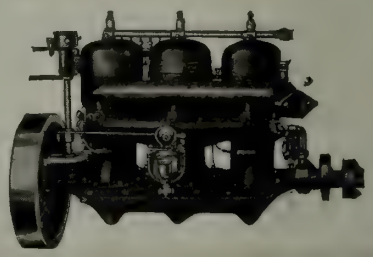
THIS year promises to be a record year in the motor boat field. When the season opens there will be a large number of new boats, and old boats fixed up. What are you doing to reap the benefit of this trade? Every wide-awake dealer should stock motor boat supplies and marine hardware. We carry the largest stock of accessories in Canada. Our Motor Boat Accessory Catalog is ready for mailing; a card asking for Catalog H. 24 will bring it to you.

If you are interested in Marine Engines you should have our Catalog H 23.

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THE S.M.P. RAILROAD MILK CANS

8 and 10 gallon cans supplied with either dome or seamless covers as required. 4 and 6 gallon cans have dome covers.



INSIDE HOOP PATTERN

Roll-Rim and Inside Hoop Pattern, Dome or Seamless Covers, with Drop or Stationary Malleable Iron Side Handles.

Prices on Application

Gallons
4 6 8 10



ROLL-RIM PATTERN

Bodies of 4 and 6 gallon cans made of 22 gauge tinned iron, 8 and 10 gallon cans 18 gauge.

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SUCCESSORS TO

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MONTREAL TORONTO WINNIPEG

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BLACK ◆ DIAMOND
Ball Bearing—Drop Head

Thousands Upon Thousands

of sewing machines of the same make as ours

Are Sold Annually

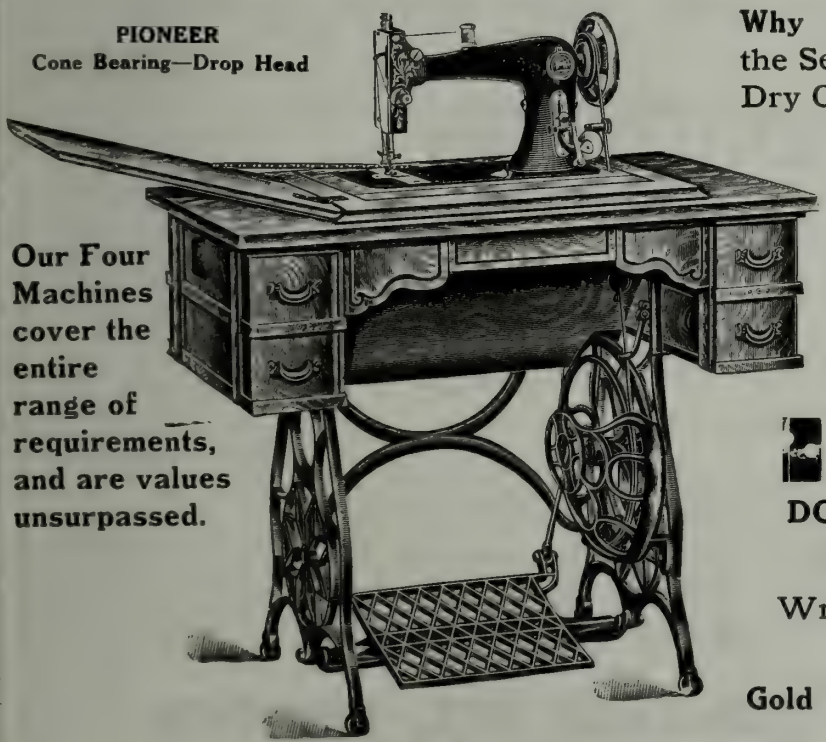
in the United States—about 200,000—by Hardware Merchants who known o more about Sewing Machines than you do.

YOU NEED NOT BE AN EXPERT
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Many Canadian Dealers are doing a very pleasing and profitable business with our **FOUR EXCELLENT SELLING**

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PIONEER
Cone Bearing—Drop Head



Our Four Machines cover the entire range of requirements, and are values unsurpassed.

Why Pass Up a Profitable Business to the Sewing Machine Agency, Peddler or Dry Goods Store.

Sewing Machines in YOUR Store will attract the women—which means more Carpet Sweepers, more Freezers, more Food Choppers and more Kitchen and Household goods sold. They buy a lot of that sort of stuff from other people which **you could make them buy of you.**

DON'T KEEP PUTTING IT OFF
Start Now

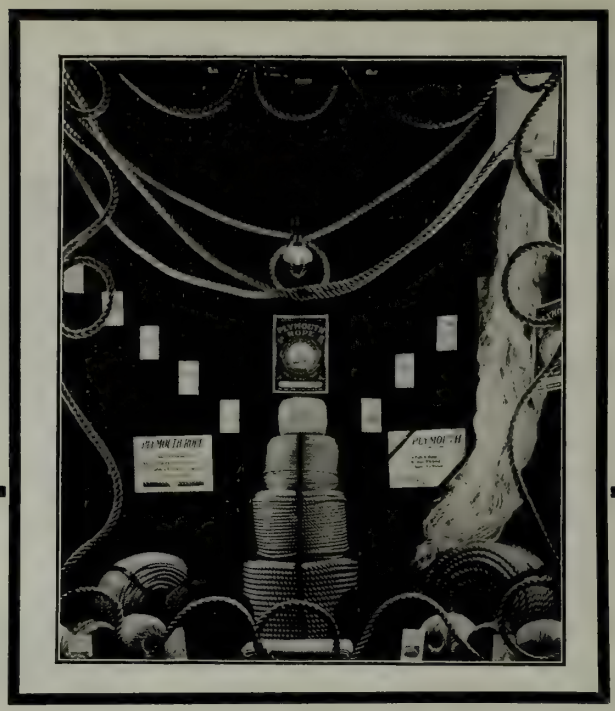
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PLYMOUTH ROPE
"The Rope You Can Trust"

does all this because it is a specialty—the one best rope. To help dealers make the most of Plymouth's advantages we have arranged a practical advertising and selling service—furnished and delivered free to every Plymouth dealer. This will mean still more good customers for good rope—***for you*** if you want them.

Better write us now for prices and the name of our nearest distributor. Service ready to deliver in a few days.

INDEPENDENT CORDAGE CO., LIMITED

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, CANADA

Stocks at TORONTO, MONTREAL, HALIFAX, ST. JOHN, WINNIPEG, VANCOUVER

DISSTON
Quality Tells

The loyalty of our army of skilled mechanics is embodied in the quality of the goods they make, and this in the past Seventy-two Years engendered a like loyalty to the DISSTON BRAND on the part of the great multitude of saw, tool and file users.

HENRY DISSTON & SONS
Incorporated
KEYSTONE SAW, TOOL, STEEL AND FILE WORKS
PHILADELPHIA, PA.

The Steel Company, Limited

WIRE

Oiled and Annealed Wire, Barbed Wire
Galvanized Coiled Spring Wire
Wire Nails, Fence Staples, Tacks
Wood Screws, Machine Screws
Stove Bolts, Tire Bolts
Rivets and Burrs

Bar Iron, Bar Steel
Tiger White Lead
Bolts and Nuts
Horse Shoes, Horse Nails

DISTRICT SALES OFFICES:

HAMILTON TORONTO MONTREAL WINNIPEG
VANCOUVER, B.C. VICTORIA, B.C. ST. JOHN, N.B. HALIFAX, N.S.





SAMSON FARM AND GARDEN TOOLS

Are up to the highest point of perfection in every detail, and your customers will have no hesitation in repeating their orders. The merchants who handle Samson goods won't have to worry about the selling; the quality of the goods speaks for itself every time. The success of the Samson line has been won by reason of extra quality and thorough workmanship, and our eagerness to embody every improvement that makes for better tools and more lasting satisfaction. With the Samson line you get the assurance of

ABSOLUTE SATISFACTION AT A MODERATE COST

Samson Farm and Garden Tools promote confidence between buyer and seller, and the merchant can be sure of absolute reliability, the pick of materials, superior construction and improved finish. You cannot too highly recommend the Samson Farm and Garden Tools.

You will want to know about our line of Lawn Mowers, built with the most perfect balance and construction, and as easy running as a sewing machine. Let us hear from you.

Send Us Your Orders

H. S. HOWLAND, SONS & CO., LIMITED

WHOLESALE HARDWARE

We Ship Promptly.

TORONTO

Our Prices are Right.

Graham Nails are the Best

? ? WHY ? ?

Why does **"CRESCENT BRAND" BUILDERS' HARDWARE** have the biggest sales?

Why are **"CRESCENT BRAND" FINISHES** the most sought after????|??

Why is it that the majority of doors put up to-day swing on **"CRESCENT BRAND" HINGES**??????

? ? WHY ? ?

Canada Steel Goods Co., Limited, - Hamilton, Canada

"STANDARD" WICKLESS BLUE FLAME OIL COOK STOVES



Sizes 1, 2 and 3 Burners

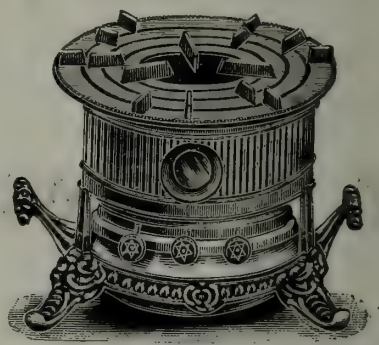
Made on the "gravity feed" principle

SIMPLE AND EASY TO OPERATE.

Solves the problem of economical cooking in country homes and surburban residences.

We have also in stock

"Buckeye Junior" Gasoline Stoves
"Summer Girl" Oil Stoves
"German Oil" Oil Stoves
"Eagle" Oil Stoves, Etc.



German Glass Bottom Stove

WRITE FOR PRICES.

THE THOS. DAVIDSON MFG. COMPANY, Limited

MONTREAL - - TORONTO - - WINNIPEG

Estd 1809 EVERED & Co LTD

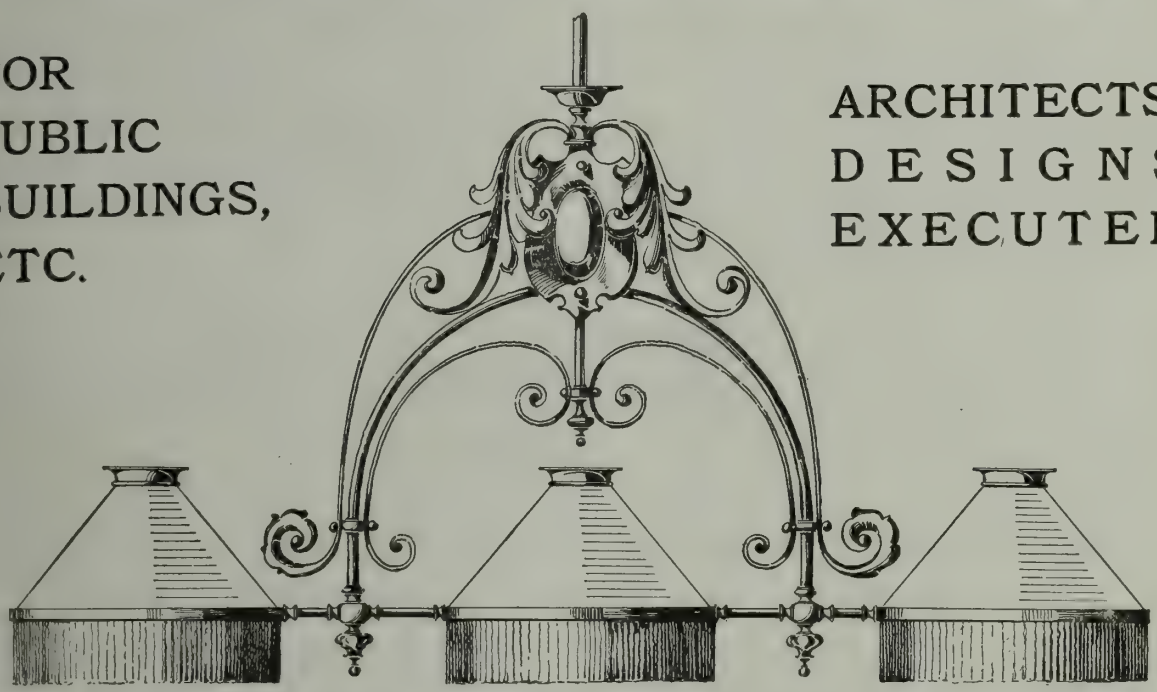
MANUFACTORY:

Surrey Works, Smethwick, near Birmingham, England

Electric & Gas Lighting Fittings

FOR PUBLIC BUILDINGS, ETC.

ARCHITECTS' DESIGNS EXECUTED



ORNAMENTAL BRASS AND IRON WORK FOR ENTRANCE GATES, BALUSTRADING ETC.

CANADIAN REPRESENTATIVE:

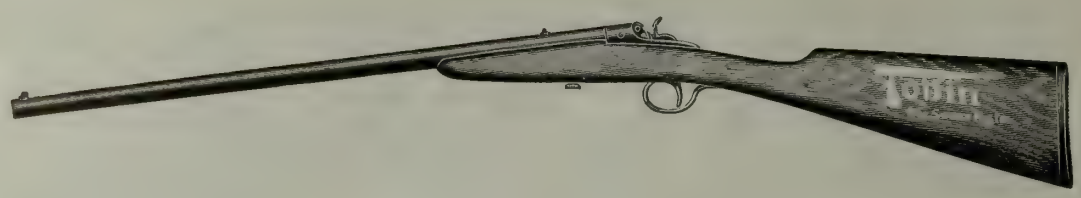
GEO. H. SAYWELL

HAMMOND BUILDING, 61-3 ALBERT STREET : : WINNIPEG

ALSO AGENTS AT

TORONTO, CALGARY, VANCOUVER AND SASKATOON

ASK OUR SALESMEN TO WAIT UPON YOU.



Sell The Gun of Quality

For many years Tobin Guns have been sold by the best retailers with satisfaction to every buyer.

Tobin Guns have the reputation for being the best sellers. They are the best guns and bear the best selling name.

Tobin Guns

make it easy for any dealer to build up a profitable gun trade. They give satisfaction and win new buyers by their own merit. Many dealers have never been able to sell any guns successfully until they sold the Tobin.

We have a proposition to make you----to represent Tobin Guns in your locality. Write us to-day for particulars.

Tobin Arms Manufacturing Co., Limited

Woodstock, - Ontario

YALE

No Locks are Yale Locks unless made by Yale & Towne



THE CANADIAN HOME OF YALE LOCKS AND HARDWARE

Yale Products now made in Canada

Having established our own plant in Canada, we now propose that every house owner, builder, architect and contractor shall know about Yale locks and that all good dealers sell them.

Back up our magazine campaign with good store and newspaper advertising

We are reaching purchasers of Yale Products in your locality. You should let them know *you* have the goods. We furnish free to dealers:

Window Displays

Illustrations and diagrams enabling you to duplicate striking and novel displays worked out by our window trimmer.

Newspaper Advertisements

Strong, bright, attention-getting newspaper advertisements, in plate form, all ready to print, in various sizes. Good pictures and trade-getting copy.

Printed Matter

Booklets and leaflets for counter distribution and mailing to customers, illustrating and describing the Yale Products you sell. Proved trade builders.

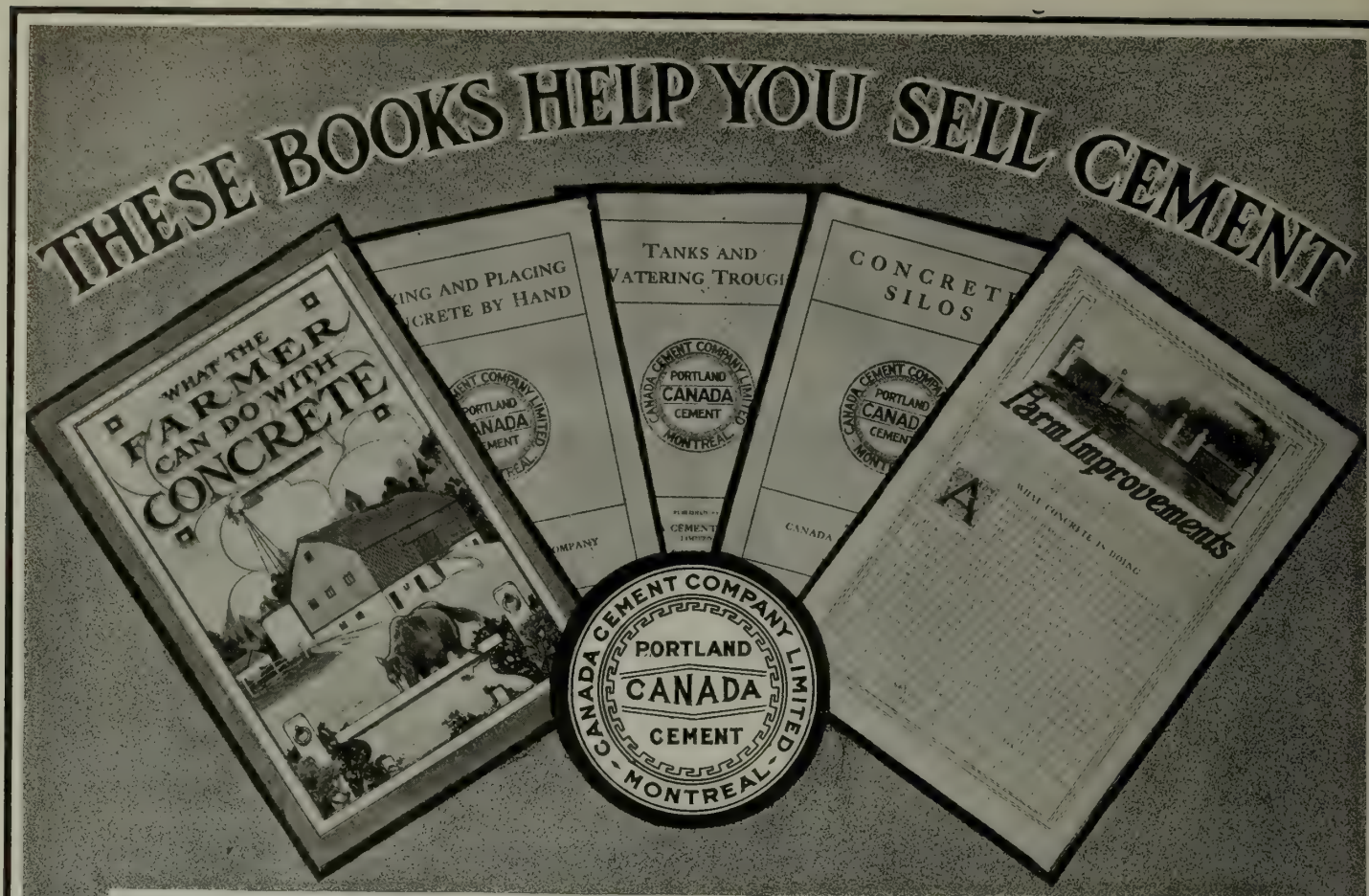
Dealers' Helps are shown and described in our booklet, "Yale in Canada." Send for it.

Canadian Yale & Towne Limited

Makers of Yale Products in Canada: Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works: St. Catharines, Ont.

C54



Is your profit keeping pace?

Cement has become one of the farmer's daily necessities. His demand for it, active twelve months in the year, is growing by leaps and bounds.

The demand is being stimulated by the most energetic educational campaign ever undertaken in Canada.

A $3,600 prize Contest for farmers was conducted in 1911, and the second contest will be held this year. Advertisements in newspapers and farm journals — The book, "What The Farmer Can Do With Concrete"—A quarterly magazine, "Farm Improvements."—Booklets on every phase of concrete work—Lectures to farmers at agricultural colleges. These are some of the means now being employed to increase the demand for concrete."

Are you getting your share of the profits from this publicity?

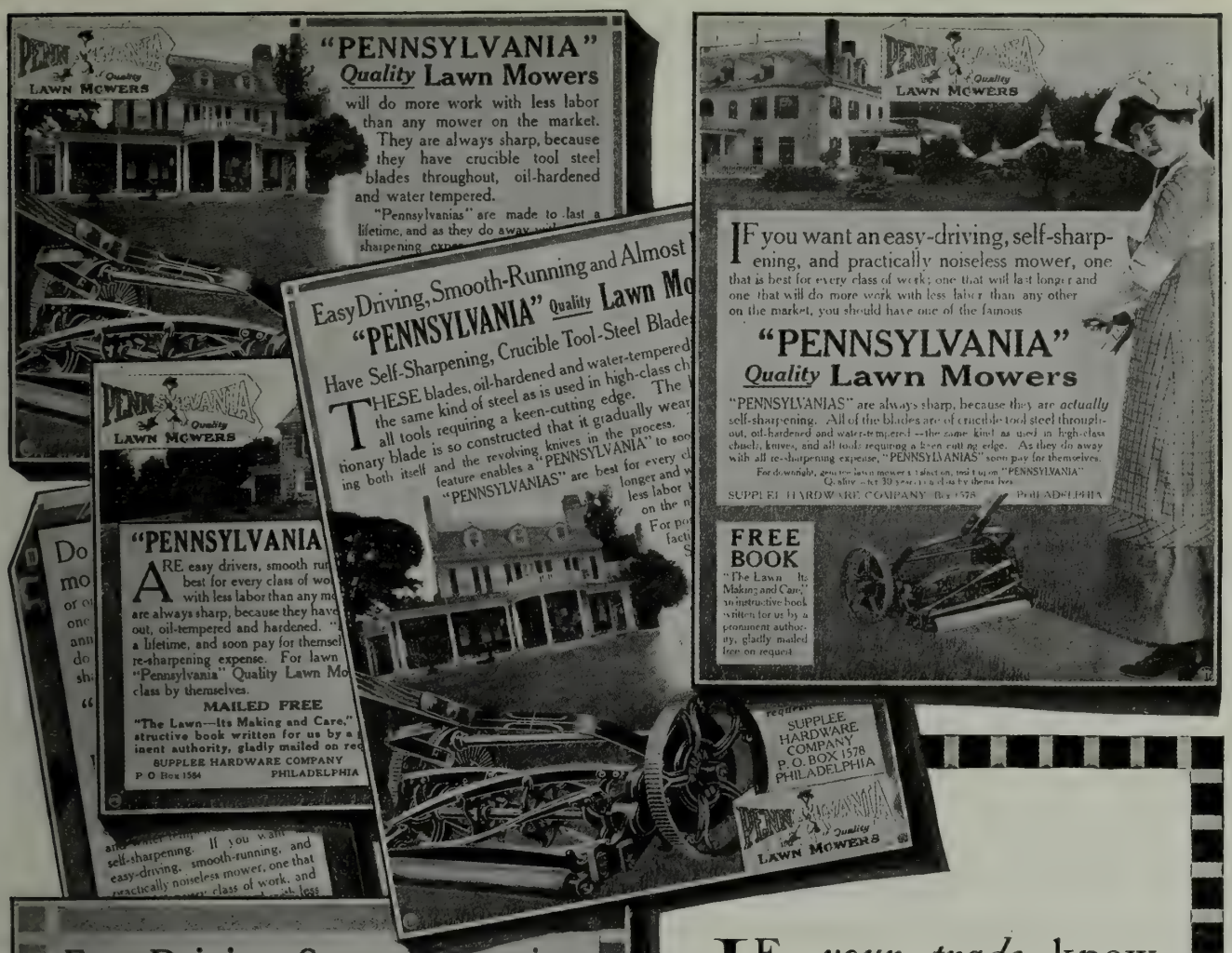
We are anxious to help you get it. We will send you wall files, handsome steel signs and copies of all publications. Our Publicity Department is always glad to answer any inquiries you desire to make. In addition to this service, we send you the names of those farmers in your community who have inquired about concrete, giving you valuable "tips" on prospective purchasers.

Last, but not least, dealers who handle "Canada" Cement are building up a permanent trade on this newly-awakened demand, because they sell the Cement that always gives satisfaction.

Canada Cement Company Limited

Sales Offices at Montreal, Toronto, Calgary, Winnipeg

Publicity Department, Montreal



Easy-Driving, Smooth-Running and Almost Noiseless "PENNSYLVANIA" *Quality* Lawn Mowers

HAVE SELF-SHARPENING CRUCIBLE TOOL STEEL BLADES THROUGHOUT

THESE oil-hardened and water-tempered blades are made from the same kind of steel as used in all tools requiring a keen-cutting edge. The lipped-edge stationary blade is so constructed that it gradually wears away, sharpening both itself and the revolving blades in the process. This self-sharpening feature enables a "PENNSYLVANIA" to soon pay for itself.

Another unique feature of "PENNSYLVANIA" mowers is their long wheel base operated by a train of gears on both sides, which insures smooth work over the most uneven lawns.

"PENNSYLVANIAS" are best for every class of work. They'll last longer and do more work with less labor than any other mower on the market.

For *permanent* lawn mower satisfaction, insist upon "PENNSYLVANIA" *Quality*—for 30 years in a class by themselves. Ask your seedsman or hardware dealer.

MAILED FREE ON REQUEST

"The Lawn Its Making and Care," an instructive book written for us by a prominent authority, gladly mailed free to any one interested. Write for your copy now.

SUPPLEE HARDWARE COMPANY
Box 1582
PHILADELPHIA

Quality
LAWN MOWERS



IF *your trade* knew as much about "Pennsylvania" *Quality* Lawn Mowers as *you* do, it wouldn't be necessary for us to spend thousands of dollars in general magazines as we are doing.

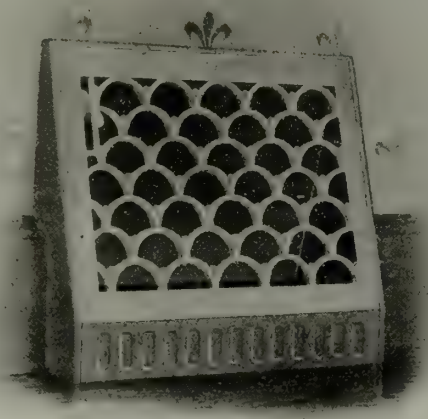
But as it *pays us* to do this, it will *pay you* to link your store to this campaign--to feature the line

Supplee Hardware Company

Philadelphia, Pennsylvania

THE DEFIANCE

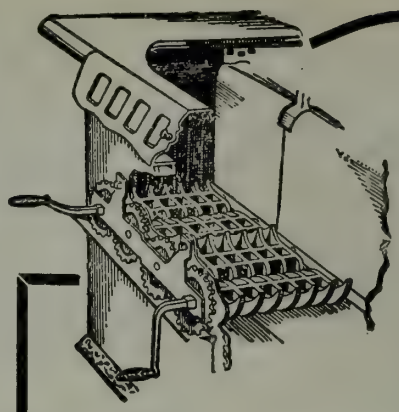
THE MOST POWERFUL
REGISTER IN THE WORLD



Fits a stack head EIGHT INCHES deep, and accommodates either a 12 in. or a 14. in. supply pipe. Write for prices.

Canadian Ferrosteel Co., Limited

BRIDGEBURG, ONTARIO



A Wonderful Value

always prevails in the

CHAMPION RANGE

It sells on sight to prospective buyers and is guaranteed to give absolute satisfaction and long service.

THE

CHAMPION GRATE

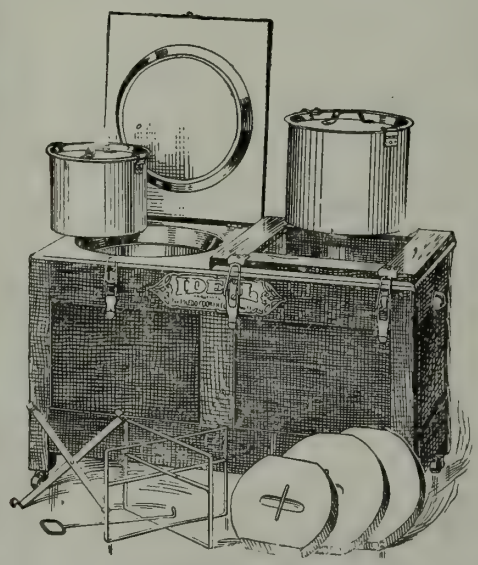
which is found only in this range, is crosswise, non-warping bars, easily shaken, more open surface and a clean fire. It is the result of long study and is superior to most grates.



D. J. BARKER & COMPANY

PICTON, ONT.

A Line the People Want and Why



Ideal Fireless Cooker

Ideal Fireless Cook Stove

The people want a Fireless Cooker lined with material that will not rust, pin-hole corrode, crack, chip, flake or peel off.

PURE ALUMINUM is insurance against these things. With each "A" Style Ideal Fireless Cook Stove, we give a *written guarantee* that the lining is 99 per cent. *pure aluminum*. The people want a Fireless Cooker that is positive in its results.

THE "WATER-SEAL" TOP (exclusive with the Ideal) imprisons *all the heat* within the cooker, insuring a positive and absolute cooking unit which makes the Ideal *cook faster, cook better*, and keep the *food hot longer* than any other Fireless Cooker. It *roasts, bakes, steams, stews, boils.*

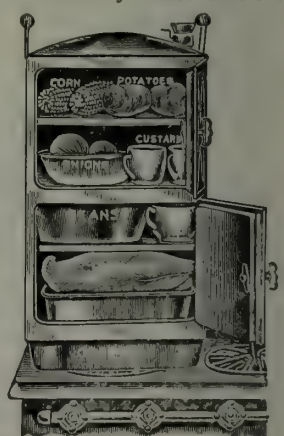
Ideal Steam Cookers

is another article the people want and have bought for more than a quarter of a century and dealers selling more of them every day. **It cooks a full meal over just one burner of any kind of stove** and does it better than a stove. All the nutriment of the food is retained, and flavors developed. Nothing can scorch, burn or overcook. A whistle calls 20 minutes before more water is needed.

Saves Money, Time, Work and Worry

No. 20, the popular family size, holds 16 1-quart jars in CANNING FRUITS AND VEGETABLES.

WE WANT EXCLUSIVE DEALERS to handle Ideal Cookers and our line of Household Specialties. Price lists and handsome illustrated catalogues, giving full details of sizes, styles, etc., are sent on request.



Ideal Steam Cooker

The Toledo Cooker Company

1319 W Bancroft **Toledo, Ohio**

Look For This Trade Mark Then Buy The "White" Mop Wringer









WHITE MOP WRINGER CO.

FULTONVILLE, N.Y.



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.,

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY



FORD AUGER BITS

are years ahead of competitors

It has always been our aim to manufacture a bit that would be better than other BESTS. We've succeeded. Tests have proved it. Tests made by men who used the same bit for years—thought there was none like it—wouldn't use any other, but heard so much of the FORD and its wonderful Patented Concave Twist that they tried it—working it alongside of their favorite bit. Lo, and behold, the FORD did BETTER WORK at almost DOUBLE the SPEED. This meant money to them—money in both time and quality of work. They used the FORD again and were further convinced of its superiority. To-day these men and thousands of other discriminating workmen use the FORD in preference to all others.

Easy and Profitable to Sell

Our terms allow you a generous profit and our advertising will create a demand and make sales easy for you. Each FORD Bit is backed up with our solid guarantee, and any dissatisfaction will be speedily made right.

Ford users are profitable customers, for once you sell a man a FORD you've secured a steady buyer. We want you—we'll help you. Will you write us? We'll send you a handsome illustrated catalogue, descriptive circulars, our terms to you, and name of your nearest jobber.

Ford Auger Bit Co.

112 Cabot St., Holyoke, Mass.



Economy Furnace---300---Series B. Cased with Vertical Shaker.

Are You Getting Your Share

of the furnace trade in your vicinity?

Do you satisfy your customers as thoroughly as possible?

Is your furnace department paying you as it should?

Agents and dealers for

THE

PEASE FURNACE

find their business *growing* and their customers pleased enough to tell their friends about the PEASE.

We know this, because for the last 36 years we have been conducting a successful business and have received highest compliments on the satisfaction that our furnaces give, and from dealers who handle them.

PEASE FURNACES are most durable, most efficient, absolutely reliable and bring the dealer profitable business.

Write for catalogue and full particulars.

Let our Heating Engineering department help you free of cost on any heating problem you may have to solve.

PEASE FOUNDRY COMPANY

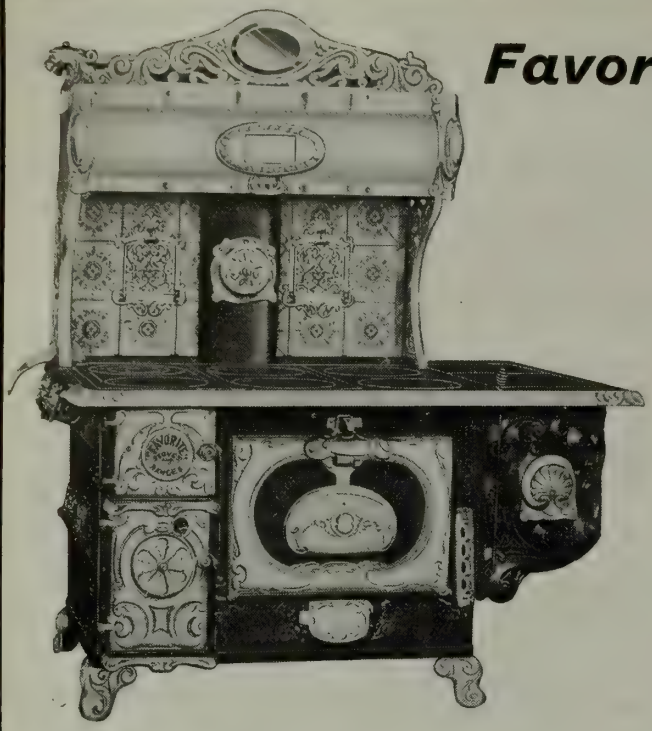
LIMITED

Toronto :: Winnipeg

Western Representatives

PEASE-WALDON CO., Ltd., WINNIPEG

252



Favorite Stoves and Ranges

Are A Profitable Line To Handle

We specialize on Stoves and Ranges and our line comprises everything from the cheap steel cook to the highest grade of FAMILY STEEL RANGES.

We Wish To Direct The Attention Of The Western Trade

that we carry at Winnipeg a large and well assorted stock and can make prompt shipment.

We also carry a complete line of

GASOLINE & OIL STOVES, WASHING MACHINES, WRINGERS, ETC.

Write for our Western Price List. Just Issued.

FINDLAY BROS. CO., LIMITED, 260 Princess St. WINNIPEG

FACTORY:—CARLETON PLACE, ONT.

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold---gives the dealer no trouble.

They are metal---hand fitted valves --- air-tight---strong---lasting.

The big catalogue tells you exactly what the line is---get it for the asking.



Write

The

R. McDougall Co., LIMITED

GALT, CANADA

Air-O-Lite Lamp



A Necessity in the Modern House.

Never Fails to Satisfy.

Makes its own gas—cheaper than Oil, Electricity or city gas. Just what is required in your house or country cottage—safe—reliable and no chimneys to break.

Write for full particulars and prices.

The Rochester Lamp Company

TORONTO, ONTARIO



Your Furnace Trade Will Increase

if you recommend and sell

HECLA WARM AIR FURNACES

(For Coal and Wood)

Better Profits

are the result of selling this well-advertised and favorably known furnace.

STEEL RIBBED FIREPOTS, CAST IRON COMBUSTION CHAMBER, PATENT FUSED JOINTS, CIRCULAR WATER PAN, INDEPENDENT GRATE BARS—these features make HECLA Furnaces easy to sell and give results to the user in the way of great economy, durability, ease of management and large heating capacity.

Every sale means a satisfied customer.

Clare Brothers & Co., Ltd. : Preston, Ont.

BRANCHES

CLARE & BROCKEST, Limited, Winnipeg, Man.
RACE, HUNT & GIDDY, Edmonton, Alta.
REYNOLDS & JACKSON, Calgary.
J. M. KAINS & CO., Vancouver.
The MECHANICS' SUPPLY CO., Quebec, Que.

It's the Quality that Sells Them

McClary's

High Grade 1912 Gas Ranges

Ask for
CATALOGUE
and
COOK BOOK



Send
Your Order to
Our Nearest
Branch To-day.

The Favorite Household Range—STYLE C.

The Housewife knows good value when she sees it.
That's why so many McClary Gas Ranges are sold.

It's the quality that does it!

For quality, finish and economical working, McClary Ranges have no equal.

Send along your order to-day. The moment you get the ranges set up on your floor you'll find sales easy to make.

"McClary" on Goods is a Quality Name.

McClary's

McCLARY'S SHIP QUICK.

Toronto, Montreal, London, Vancouver, St. John, N.B.
Hamilton, Winnipeg, Calgary, Saskatoon

Superior Cast-Steel
CHURCH And SCHOOL BELLS
Is a Line With Which Every Wide-Awake Dealer Should Get Acquainted

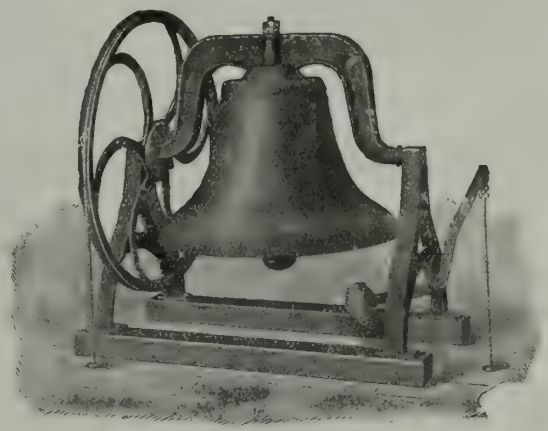
Suppose you should have a call for a Church or School Bell to-day—can you supply it? If you cannot you will be losing an attractive profit that you would otherwise have procured.

Investigate the Superior Cast-Steel Bells at once—**DON'T MISS A SALE.**

These bells are cast from a specially selected quality of steel, entirely unlike that used by other founders, and with the aid of the most approved appliances. We guarantee the metal to possess every requisite for producing bells of full, rich, mellow tone and of the greatest durability.

Every bell before leaving works is given a thorough ringing test, and only perfect bells are offered to the trade.

THE REASONABLE PRICE OF THE SUPERIOR CAST-STEEL BELLS is sure to attract prospective buyers.



WRITE FOR FULL DETAILS NOW

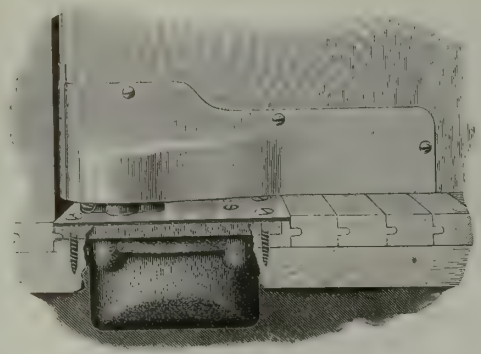
THE JAMES MORRISON BRASS MFG. CO., LIMITED
93-97 Adelaide Street West, Toronto



ROGERS' PORTLAND CEMENT
Is a Money Maker for all Dealers

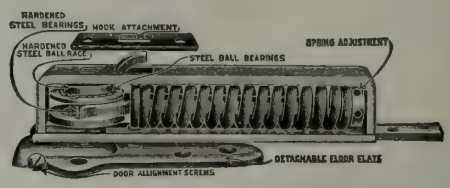
This is a cement that is well known by most architects for its stability, evenness of set and great strength. By stocking it you will not be handling a side line, but a line that you will eventually specialize. Our prices are right. All orders receive prompt attention and immediate delivery.

ALFRED ROGERS LIMITED
28 West King Street, TORONTO
N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG



Standard DOUBLE ACTING SPRING FLOOR HINGES

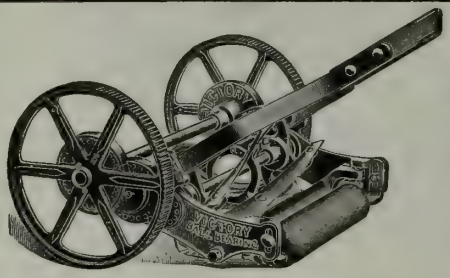
It is a door check and hinge combined.
It automatically closes the door without a slam.
It prevents children from being knocked down.
It prevents injury to hands if caught when door is closing.
It stops door exactly at center.
It holds door open automatically when desired.
It renders the action of door absolutely noiseless.
It will outwear three of the spring hinges now in common use.



REGULAR KIND

Patented—Canada, February 20, 1912.
" —United States, October 31, 1911.

THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

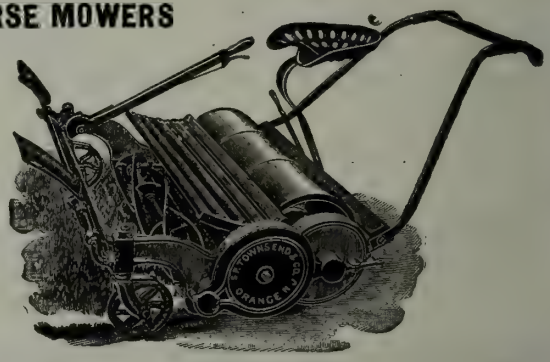


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.
ORANGE, N. J.

McClary's

"SAMSON" DAIRY PAILS

The Pails That Please



Flaring Pattern
Nos. 144, 164

The bottom is our famous "SAMSON" one piece and seamless. Body made from best quality IXX Tin. Malleable ears, with strong bail handle.

For particulars and prices of these and other grades, see catalogue, page 101.



Dufferin Pattern
Nos. 145, 165

McClary's

Toronto Montreal London Vancouver St. John, N.B.
Hamilton Winnipeg Calgary Saskatoon

Send Your Order to Nearest Branch To-day.

"McClary" on goods is a quality name

McClary's Ship Quick



Money in Metallic?

Look at these figures on

Weather-Vanes

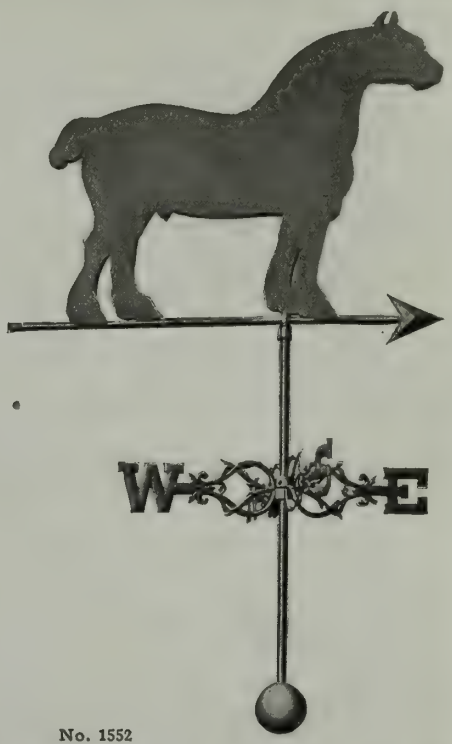
COST TO YOU, $12.00
RETAIL FOR $15.00.

(These are Eastern prices—Address Winnipeg Office for Western Canada figures)

$3.00 PROFIT OR 25%.

No carrying in stock—Quick, clean turnover.

Send us a card for a supply of attractively printed circulars on this line, for leaving on your counters.



No. 1552

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

C 89

WIRE ROPE

FOR

HAY FORKS

Lasts longer, more easily handled, gives better satisfaction and pays the dealer a better profit than any other. Write for full particulars.

Wire Rope for hauling Threshing Machines, House Moving, etc.

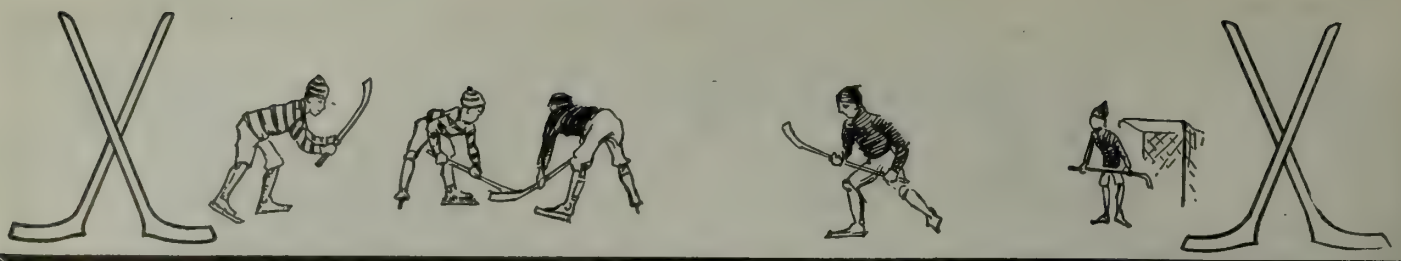
We manufacture all kinds of Wire Rope for all purposes.

WIRE ROPE FITTINGS WIRE ROPE GREASE

The B. Greening Wire Co.

LIMITED

HAMILTON ONT. MONTREAL QUE.



HOCKEY STICK SPECIALISTS

1912 Price List Just Issued

St. Mary's Wood Specialty Co., Ltd.

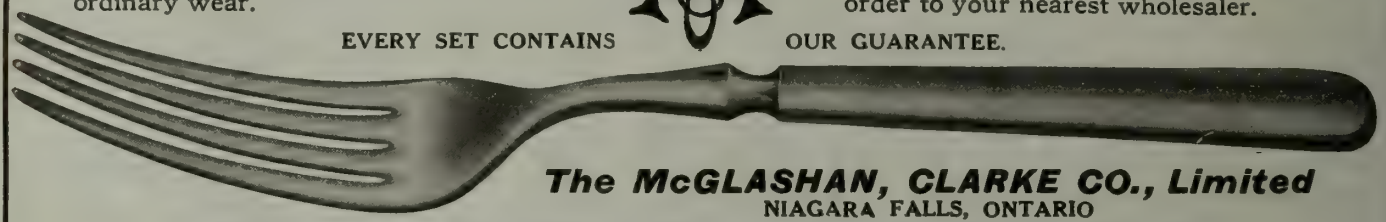
Branches :
WINNIPEG and MONTREAL

JUMBO FORKS

"JUMBO" Forks have a standard silver plate that is guaranteed to give long and satisfactory service under ordinary wear.

"JUMBO" Forks, put up with our 12 dwt. knives in a lined case, make a highly acceptable gift. Send a trial order to your nearest wholesaler.

EVERY SET CONTAINS OUR GUARANTEE.



The McGLASHAN, CLARKE CO., Limited
NIAGARA FALLS, ONTARIO

AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont.
David Philip, 291 Portage Ave., Winnipeg, Man. Benj. Rogers, Charlottetown, P.E.I.

Cummer-Dowswell Products

THE SIGN



OF QUALITY

Power Washing Machines

Hand Washing Machines

Leader Barrel Churns

Egg Crates

Laundry and Power Clothes Wringers

Hand Clothes Wringers

Rotary Lawn Dryers

Mangles

ALL have Exclusive Features that distinguish them from other makes.

MADE BY

Cummer-Dowswell, Limited

HAMILTON, CANADA

Agents:
W. L. Haldimand & Son, Montreal, Que.
H. F. Moulden & Son, Winnipeg, Man.

Corrugated Iron Prevented Spread of Terrible Fire

The thousands who watched the terrible fire in Toronto a few days ago, when thousands of dollars' worth of property was destroyed, had a chance to see what corrugated iron would do to prevent the spread of flames.

In "The News" the next day it was reported that the firemen could not reach the flames on account of the iron coverings of the buildings, but as an official put it afterwards: "I tell you if it hadn't been for the iron coverings on those buildings this entire neighborhood would have been destroyed. Some of those buildings were huge furnaces and the last thing to fall was the metal sides."

And that is only one instance of the protection afforded by Corrugated Iron.

How about your buildings? Supposing some building near yours should burn, and the burning pieces fell on your factory, how many chances have you of saving it?

Use corrugated iron for your covering. Let us tell you about ACORN QUALITY CORRUGATED IRON—the iron with the trade mark—the kind that lasts practically forever.

If you intend building, write to us to-day for our prices.

MENTION HARDWARE AND METAL

THE METAL SHINGLE & SIDING CO. LTD
PRESTON ONT. MONTREAL QUE.



GOODS THAT LAST

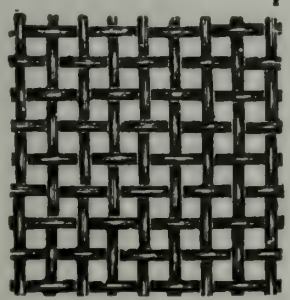
WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

Perforated Sheet Metals
General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.





Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

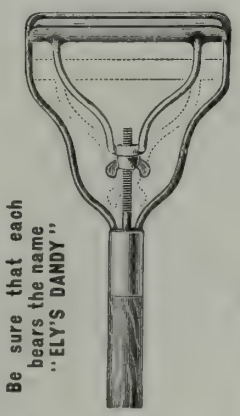
Have you a copy of our new catalogue?

Canada Wire and Iron Goods Company
HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

ELY'S JANITOR MOP

☞ No. 8 for men
No. 21 for women ☜
Others are not just as good



THEO. J. ELY MFG. CO.
ERIE, PA.

Get our catalogue of Mop Sticks, Mop Wringers, Brush Holders, Carpet Beaters, Broom Holders, Etc.

ELY'S DANDY

Mop Wringer and Bucket
COMBINED

Others are not just as good.

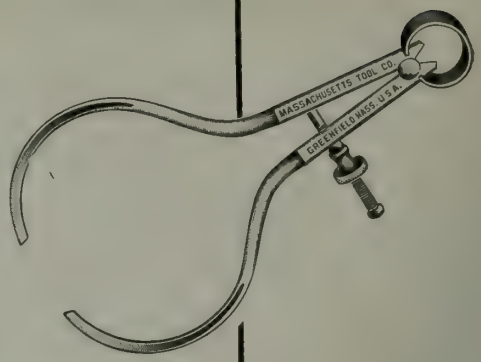
Be sure that each bears the name ELY'S DANDY

Made in three sizes, 10 qt., 14 qt. and 22 qt.; guides, posts and step of malleable iron; lever of wrought iron, finished in black enamel; cedar buckets, three hardwood rolls. The most popular mop wringer on the market.

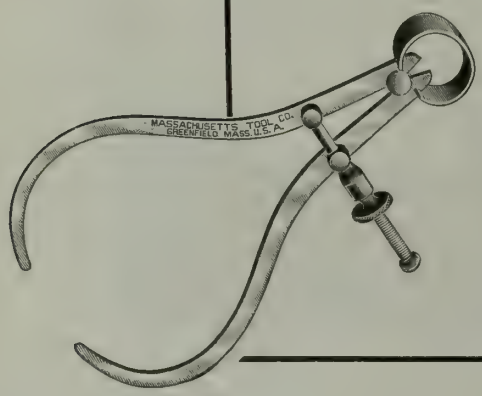


SELL

Goodell-Pratt's



CALIPERS and DIVIDERS



These tools are made in all the standard sizes and styles. Their workmanship is unexcelled by any other maker.

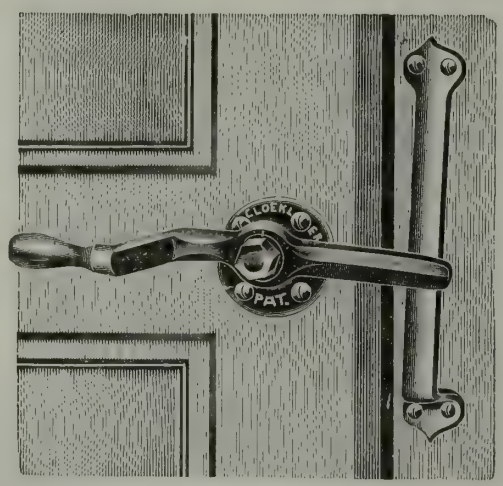
We would be pleased to quote interesting prices to dealers who will ask us about them.

GOODELL-PRATT COMPANY

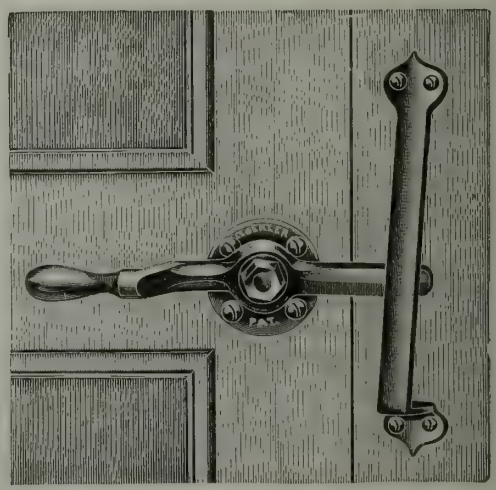
Toolsmiths

GREENFIELD, MASS., U.S.A.

Gloekler's Patent Refrigerator Door Fasteners



Forcing Door Open



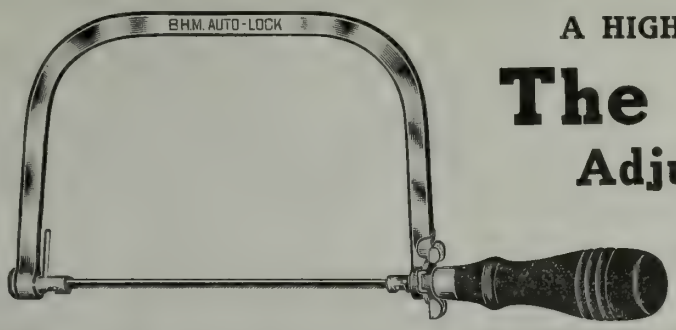
Showing Door Forced Shut

THIS fastener has been the standard for Refrigerator Doors and cold storage work ever since it has been on the market, and, especially for heavy work, is without an equal. It is made heavy and substantial with nothing about it to break or wear out, and will "last a lifetime." Simple and easy to operate. In closing door, turn lever inside keeper and press down on handle, which seals the door absolutely tight with little effort. To open door, turn handle around until lever comes outside of keeper and lift on handle, which will force the door open without any effort, no matter how tightly jammed.

We also make a line of Spring Fasteners, Hinges, etc., in tinned, brass and nickel plated. Write for illustrated price list.

BERNARD GLOEKLER & CO. PITTSBURGH, PA.

Cuts Either Wood or Metal



CONVENIENT TO USE—CUTS FAST AT ANY ANGLE—SAVES TIME

A HIGH GRADE MECHANIC'S TOOL

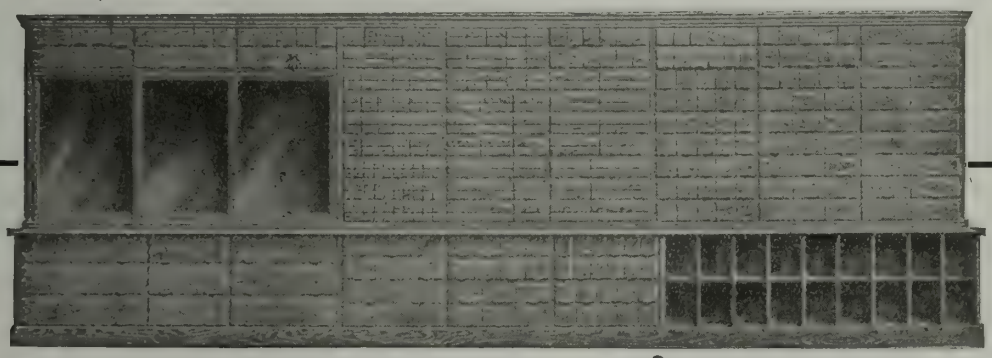
The "Auto Lock"

Adjustable Coping Saw.

The turning devices at each end of the frame **lock automatically** and **hold** the **blade** in any **desired position.**

A single motion while the hands are in position for sawing **turns the blade** to any angle **without removing it** from the work. Tension of the frame can be **instantly regulated** by turning the handle.

Send for Circulars and Prices. **The Bridgeport Hardware Mfg. Corp.,** Bridgeport, Conn., U.S.A.



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

Barrel Brand

Unsurpassed in Quality and High Workmanship



Guaranteed To Give Full Satisfaction



CUTLERY

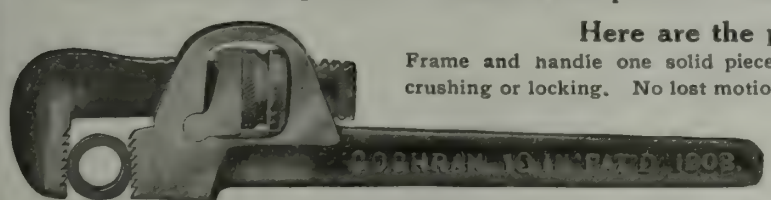
(Razors, Scissors and Pocket-Knives)

is the line you should handle. Why? Because we sell the goods for you by our advertising to the public. Because it leaves you better profits. Because, on account of its unequalled high class quality, it will not only keep your old customers but bring you new ones.

Canadian Agents: GREEFF-BREDT & CO., TORONTO

Western Office: Fellman, Gibson & Jardine, 222 Portage Ave., WINNIPEG. MONTREAL Office: H. J. Stafford, 134 Bleury St.

The prize dog at a bench show wins on points;
and points would give the COCHRAN first prize at a **wrench** show.



Here are the points. You be the judge.

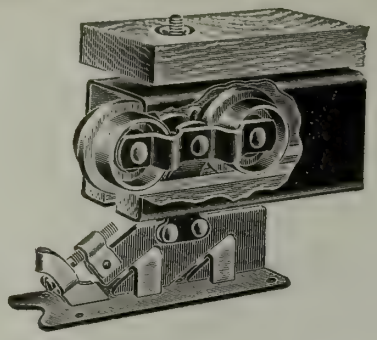
Frame and handle one solid piece. Indestructible rocker in place of frame pin. No crushing or locking. No lost motion. Perfect grip and release.

Proof against all side-pull injury

Drop forged jaws of highest grade tool steel adaptable to wrench manufacture.

Cochran Pipe Wrench Manufacturing Co.

Canadian Branch: 70 George St., Ottawa



Richards Royal

House Door Hanger is recognized by dealers as the leader in house door hanger construction.

Live dealers sell RICHARDS ROYAL for the satisfaction and profit it brings.

Are you getting this profit?

Richards-Wilcox

MANUFACTURING Co.
AURORA, ILL. U.S.A.

Door Hangers and Hardware Specialties

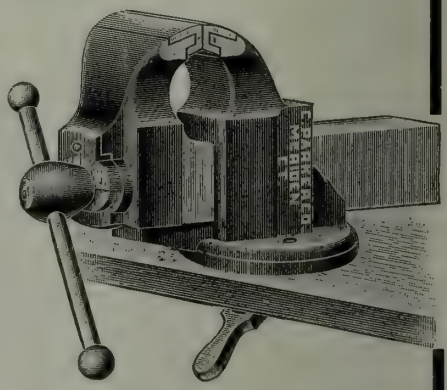
Great Strength and Durability Prevail In

PARKER'S
HEAVY SWIVEL
RAILWAY VISE

The service-giving qualities are certain to appeal to every mechanic.

The steel faces of this Vise are milled and fitted to the jaws, and are remarkable.

Write us at once for our illustrated catalogue—study it, and you will soon be convinced of the advantages of this tool.



The Charles Parker Co.
MERIDEN, CONN., U.S.A.

"Kangaroo" Brand



TRADE MARK

Yes, my boy, glad to see you!

I have used and sold Sorby's Kangaroo brand tools for 35 years.

This is the style of welcome given to our representative from St. John to Victoria.

Robert Sorby & Sons, Ltd.
Sheffield

Canadian Representative:
Geo. H. Saywell, 61-3 Albert St., Winnipeg

Local Agents at
Toronto, Calgary, Vancouver and Saskatoon.

Glass and Emery Paper and Cloth

For nearly 100 years the products of

Peter Orr & Sons

have been used in all parts of the world. They are famed for their excellence and hard wearing qualities.

You will find Orr's Glass and Emery Cloths and Papers a good line to stock.

Samples and prices from

Agents—
George Peatt & Co.
Box 1651, Winnipeg, Man.

280 Cathedral St.
GLASGOW

Now is the Time to Specialize In

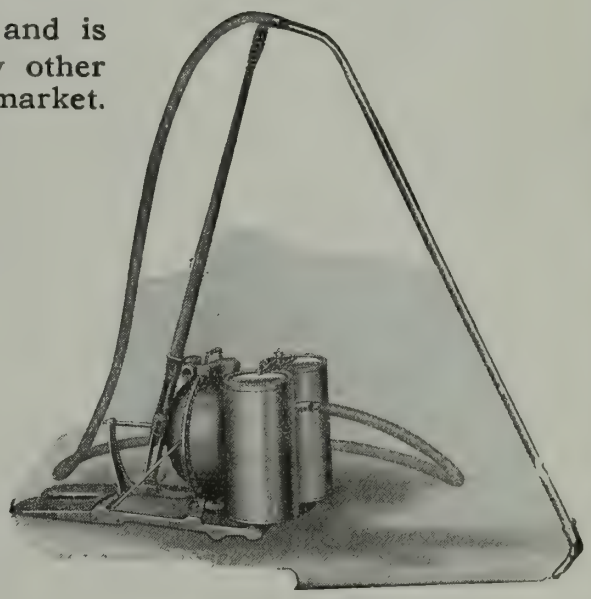
"ONWARD" VACUUM CLEANERS

They Sell Well and Pay An Attractive Profit

This machine is different in every essential and is infinitely superior in every particular to any other hand Power Automatic Vacuum Cleaner on the market. This is a fact which we guarantee. The Onward Automatic "Hand Power" is not an experiment but a machine that has "made good" everywhere. Do not look over this money-maker as it has better profits in store for you.

Write to-day for our new Descriptive Catalogue which points out clearly the advantages of this machine.

Seize these profits at once—do not delay.



HAND POWER

Onward Manufacturing Co.

10 BERLIN CANADA

Largest Builders of Hand and Electric Power Vacuum Cleaners in Canada.

BELT PERFECTION



Stitched Cotton Duck Belting Makes Business

TRADE COMES WITH CONFIDENCE. WHY?

Because "MAPLE LEAF" costs much less than leather, rubber or Balata belting, is stronger and more efficient, and its durability has been thoroughly demonstrated.

We give the dealers every help possible in securing and holding belting business.

DOMINION BELTING CO.
LIMITED
HAMILTON CANADA

Why Not Sell the BEST Fence?

When you sell a fence your customer holds *you* responsible for its quality—not the maker. So why not sell the fence that will satisfy your customers and bring them back for more? Read what some dealers have to say about the

Peerless Fence

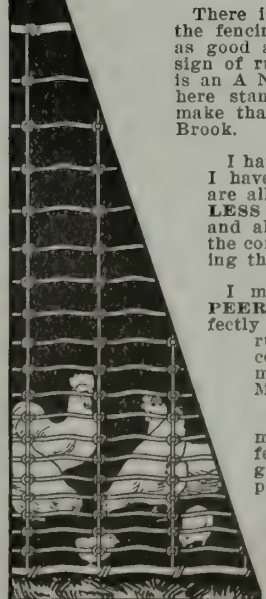
Saves Expense

There is no fault to find with your fence. the fencing I put up four years ago is just as good as the day I put it up, showing no sign of rust and giving good satisfaction. It is an A No. 1 Fence. The **PEERLESS** around here stands the test better than any other make that I have seen.—John Mason, Spring Brook.

I have been well pleased with all the wire I have received from you. My customers are all highly pleased with all the **PEERLESS** fencing they have received from me, and although opposition is very strong in the community, **PEERLESS** Fencing is taking the lead.—Wm. F. Mills, Wheatley.

I must honestly confess I have found **PEERLESS** Fencing, once stretched, perfectly satisfactory. I have never seen any rust on it yet, nor have I received one complaint from the many different men I have sold wire to.—J. H. Craig, Metcalfe.

We manufacture farm and ornamental gates, lawn, farm and poultry fences of a quality that will build up good business for you. Write for particulars.



The Banwell-Hoxie Wire Fence Co., Ltd.

Dept. A.K. HAMILTON, ONT. WINNIPEG, MAN.

COMING!

WONDER-SHINE

Pure Aluminium Cooking Utensils

WILL—Be heavily advertised by Brand.

WILL—Bear this trade-mark.

WONDER SHINE PURE ALUMINIUM WARE MADE IN CANADA

WILL—Be sold through trade only, and not peddled from door to door.

WILL—Be "Made in Canada" Goods.

Please hold your orders until you receive our catalogue or see our samples. Our prices will be right. Write us to-day telling about your requirements.

N.B.—First deliveries May 1912.

WONDER-SHINE LIMITED

GENERAL OFFICES—220 King St. West - TORONTO, CANADA

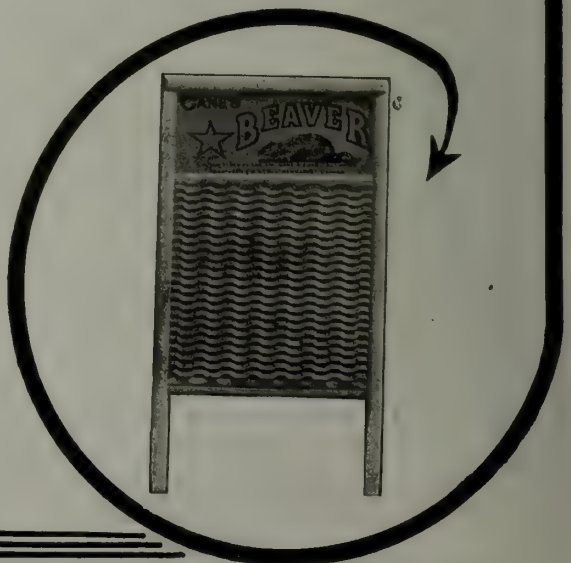
K72

CANE'S WASHBOARDS

"The Choice of the Women Who Know"

The construction, finish and durability of CANE'S WASHBOARDS give them a recognized superiority wherever sold. Of course you sell other washboards, but why not give your customers the best board for their money? CANE'S WASHBOARDS are not high priced, but are unequalled for lasting and satisfactory service. We have a board for every purpose, a few are as follows :

IMPROVED GLOBE—Thin back, solid zinc washing plate.
ORIGINAL GLOBE—Heavy back, solid zinc washing plate.
NEPTUNE—Wavy zinc washing plate.
DIAMOND KING—Glass washing plate.
WESTERN KING—Enamel washing plate.
BEAVER—Brass washing plate.



Write for Catalog on Washboards and general Washday Woodenware.

The Wm. Cane & Sons Co., Limited,
Newmarket, Ont.

Reece New Screw Plates

COMPLETE WITH TAPS AND TAP WRENCHES

These high grade screw plates have a small stock for small size dies, and a larger one for the larger size dies.

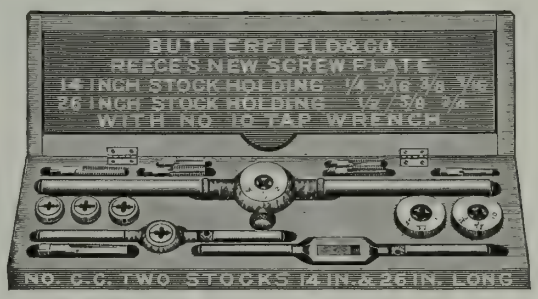
The stocks are case-hardened, with beautiful mottled finish. Handles are made from best drawn steel tubing.

The dies are adjustable, and are held firmly and solid in collet, so that while being adjustable they will run as true as solid dies will.

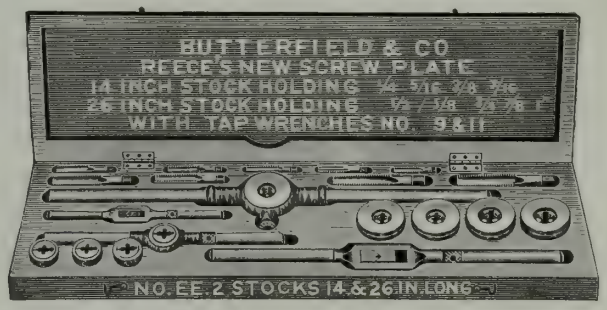
Tap wrenches are adjustable.

Butterfield's high grade taps in each set.

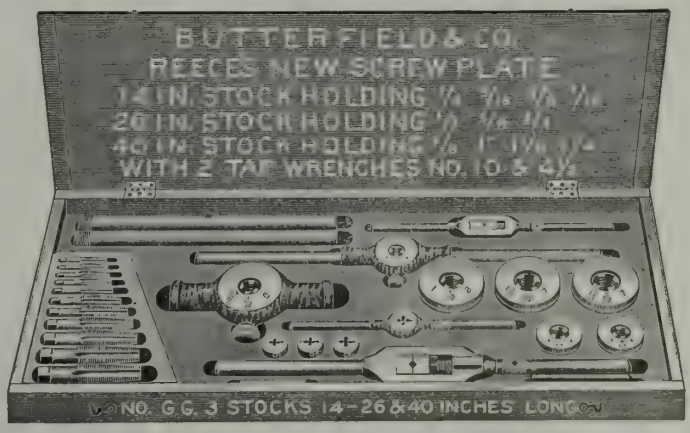
Furnished oversized for rough iron, unless otherwise ordered.



No. CC, Fitted with
4 Small Collets cutting 1/4, 5/16, 3/8, 7/16, Stock 14 inches
3 Large Collets cutting 1/2, 5/8, 3/4, Stock 26 inches



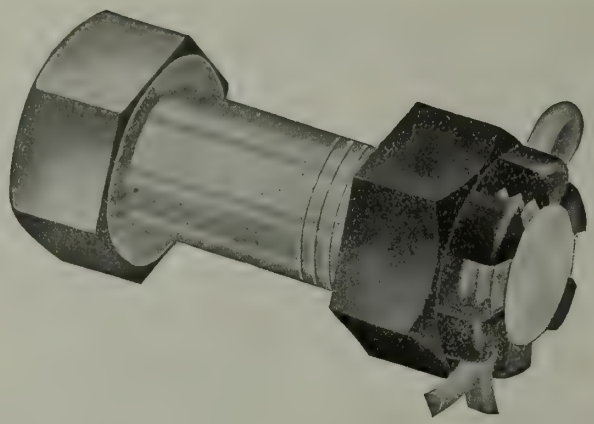
No. EE, Fitted with
4 Small Collets cutting 1/4, 5/16, 3/8, 7/16, Stock 14 inches
5 Large Collets cutting 1/2, 5/8, 3/4, 7/8, 1, Stock 26 inches



No. GG, Fitted with
4 Small Collets cutting 1/4, 5/16, 3/8, 7/16, Stock 14 inches
3 Medium Collets cutting 1/2, 5/8, 3/4, Stock 26 inches
4 Large Collets cutting 7/8, 1, 1 1/8, 1 1/4, Stock 40 inches

WHOLESALE DISTRIBUTORS:

Caverhill, Learmont & Co., Montreal



Standard A.L.A.M. Castellated Nuts

NAMCO Castellated Nuts on Bolts insure safety and give finish. This is what you want. Castellated or Plain Nuts have smooth edges, accurately tapped holes and clean cut off, and they are just a little better than the ordinary.

A.L.A.M. Plain or Castellated Nuts are carried in stock at our factory ready for immediate shipment.

Let us file your contract for your screw machine products and be sure of satisfaction.

The National-Acme Manufacturing Co.,

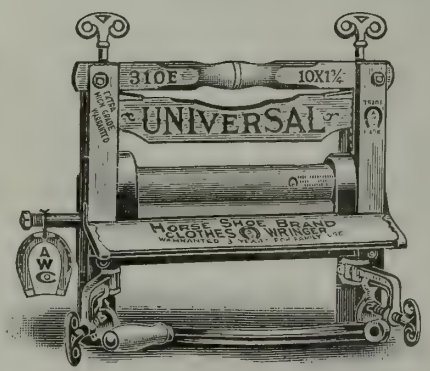
MONTREAL, QUEBEC, ST. HENRI and G.T.R.

NEW LINE

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs Enclosed Cog Wheels



Packed 3 in a case

PLAIN BEARINGS

No. 310E— - - - - Rolls, 10 x 1¾ inches
No. 311E— - - - - Rolls, 11 x 1¾ inches

STEEL BALL BEARINGS

No. 317E— - - - - Rolls, 10 x 1¾ inches
No. 318E— - - - - Rolls, 11 x 1¾ inches

SAME STYLE MADE IN FOLDING BENCH

SEND FOR CATALOGUE "F"

THE AMERICAN WRINGER COMPANY

99 CHAMBER STREET, NEW YORK

Hamilton Jewel Gas Ranges

The illustration shows our No. 240 Gas Range. The additional working space provided on the top of the range by the raising of the side oven and broiler is a feature that commands interest everywhere. The oven and broiler are large and placed at a convenient height. The elevated shelf and steel under-shelf are additional space-providers, and combine to make this range one of our most popular styles.

Make 1912 the best ever.

Buy from the Hamilton Jewel people—makers of Good Gas Goods



Style 240

HAMILTON JEWEL Gas Ranges are crowded with real sale-producing features.

Simple in design.

Easily operated.

Excellent working and wearing qualities.

Unsurpassed in actual results obtained.

Equipped with the Graves' Patent Safety Lighter and Jewel Adjustable Needle Valves.

Economical in time, fuel and labor.

THE PRICE IS RIGHT

¶ **Our NEW 80-PAGE 1912 CATALOG of Gas Ranges, Heating Stoves and Gas Appliances is ready for mailing now.**

JEWEL TRADE MARK

¶ **There are many new features in our 1912 designs. Revised prices. Send for the New Catalog to-day.**

The Burrow, Stewart & Milne Co., Limited

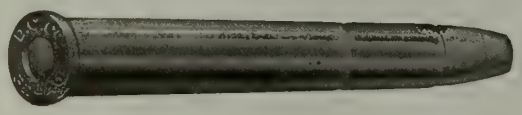
Head Office and Works: HAMILTON, ONTARIO

Offices and Warerooms at TORONTO, MONTREAL and WINNIPEG

Western Customers please address all communications to 130 James Avenue, Winnipeg



DOMINION



DOMINION



DOMINION



DOMINION

Dominion Ammunition

These Cartridges will get the Game every time if you hold right.

Look for cheaper price than the imported.

Look for this  **Trade Mark**

Write if you are interested to

Dominion Cartridge Co.

Montreal, Que.



SAPHO ANTI-DUST

Disinfectant Sweeping Powder

WILL MAKE

Friends For You

Your lady customers will buy it on sight, and after a trial they will buy it all the time.



A COMPOUND WHICH MAKES IT POSSIBLE to sweep without raising clouds of dust, and which, at the same time, destroys all germs, improves the appearance of the carpet and lengthens its life.
ANTI-DUST is the only disinfectant sweeping powder.
Your customers don't eat dirt—Don't let them breathe it. They don't breathe disease germs from choice—Why not tell them how to prevent it by destroying microbes. Anti-Dust does it.

Special Local Newspaper advertising proposition for orders received before 15th May, 1912.

Liberal Discounts for the Dealer **Write for Particulars**

SAPHO MFG. CO., Limited,

586-588 SANGUINET STREET, MONTREAL
TORONTO WINNIPEG

Methods of an Aggressive Stove Dealer

How Picton Dealer Conducts This Branch of His Business—Keeps Stoves on the Floor the Whole Year Around—Brushes Them Every Morning to Keep Them Bright and Clean—Keeps Prospect Book—Uses Road Signs to Great Extent—Two Hundred Have Been Put Up This Year and This Number Will be Doubled—The Importance of Properly Installing the Stove.

By H. M. Moxon, of J. Moxon & Son,

Some time ago you asked me to contribute to the columns of your valuable paper, an article on my methods of selling stoves and ranges. I am pleased to do this, hoping that in some way my experience in stove selling may prove valuable to some of your readers in the same way that I have gained much information from the advice and experience of the other writers in Hardware and Metal. First, be careful in selecting a good line of stoves and ranges. Limit yourself to one line only, and then you are talking the same stove day after day and it also makes less confusion in the handling of repairs. Your customers will never forgive you if you are not able to furnish them with repairs for the stove you sold them.

Having made your selection, arrange your stoves neatly in rows. if possible, on your floor. Avoid crowding them together, and, above all, do not use them for shelves or keep the tops littered with other goods. See that they are kept well brushed and that the nickel is cleaned often.

Brush Every Morning.

We have made it a point lately to thoroughly brush our stoves every morning and thoroughly clean the nickel every Friday and so keep them shining. We have all our stoves mounted on trucks so they are easy to show and easy to sweep under.

On Display the Whole Year.

We think it a good plan to keep our stoves on display on our floor the year round. Some dealers, as soon as the heavy stove trade is over, huddle them away in some unused corner and forget about them till stove season comes again or till a customer comes in and asks to be shown one. Almost daily, even at this time of year, when customers come in and are being waited upon, they will wander back through our stove department and stand and admire the stock. It is an easy matter, if you see them taking an interest in the stove, before they leave your store to ask them if they intend buying. Possibly they will say no, but they have looked over your stoves and, if they meet with their approval, they are sure to tell someone else of them who will perhaps want to buy.

PLANS WORTH NOTING.

The firm of J. Moxon & Son have an enviable reputation as retail handlers of stoves and ranges. Their methods are brisk, aggressive and up-to-date. The accompanying article by H. M. Moxon, in which he states in detail, the broad lines on which their campaigns are conducted, will have a deep interest for every retail hardwareman. Some of the points made by Mr. Moxon are well worthy of full consideration.—Editor.

Keep Prospect Book.

They may say, "No, I don't want to buy now, but perhaps will later on." Jot this down in your prospect book. Always keep a prospect book. It pays. Now you gain this information by having your stoves on the floor the year round. You cannot otherwise.

Having made selection of stoves and arranged them in most attractive manner possible, if you have a window space you can spare, place a stove in the window. You can change this around, a range for a while, then towards fall, a parlor heater. But, above all, keep both stove and window clean. If you don't purpose doing this, better keep it out.



H. M. MOXON.

The Advertising Campaign.

Now you are ready to start your advertising campaign. On Saturday, our market day, we send circulars, telling of the quality of our stoves, to the market place. We instruct the boy to place them in the baskets or hand them to the farmers and their wives. Next, he visits all the hotel sheds and stabling barns and places them in the vehicles. We also mail a goodly number.

Take a prominent space in the newspapers and start talking stoves and nothing but stoves. Don't spoil your ad. by mentioning any other article unless it be something pertaining to the stove. If your space in the paper will permit, invariably use a cut and, if you have more than one cut, change them every week when you change the wording of your ad.

Road Advertising.

We are firm believers in the method of road advertising, providing it is properly done. Our company helps us out here a lot. There are five roads leading into Picton and on each road we have a beautiful lithographed sign supplied by the manufacturers, placed in a conspicuous place and not too far from town, advertising our stoves and ranges. Then we place the small signs furnished us, at intervals, on each side of the road for about five miles out, each way. Of course, we do not stop there. We could not expect the company to supply us with all the signs needed. Each year we make a number ourselves. We make them of galvanized iron, paint them yellow and letter them in black. We find these colors stand the weather best and they are more attractive.

This spring we have just finished putting out over two hundred and hope to have another lot ready for fall. Care must be taken not to put too much wording on the road signs. Just have enough so that a person driving by may read it at a glance. Try and have them as different in wording as possible and see that they are well put up, in conspicuous places. Keep them up by placing new ones here and there between old ones a few times a year. This is bound to bring results.

Then, when your wagon starts out delivering in the county (for in Picton we

have to deliver all the stoves we sell, to some point ten, twelve or fifteen miles distant, throw a few signs in the wagon and have them put up on the return trip at the farthest point away.

Talk Stoves.

When the stove season opens up, start talking stoves to every adult customer who comes into your store. If they tell you they are not going to buy. take them back and show them through. Tell them how good a stove you have and prove it to them by showing your line. They will surely tell others who may intend buying.

When the buyer comes along and expresses a desire to look at our stoves, we first ascertain about the size stove he thinks he would require. This avoids going over all your stoves for possibly he had his mind made up as to size when he came in. Our plan is, on finding this out, to take him to the best stove in the class he desires, that we have on our floor. If he finds it too high-priced, then we show him the cheaper ones and nine times out of ten he will turn back and buy the high-priced one.

Some Salesmanship Pointers.

Do the most of your talking on the dearest stove, but never start in on the cheaper one and work up to the dearer for he will be dissatisfied because he cannot buy the more expensive stove at the price of the cheaper one. Don't be afraid to take a stove apart and explain it. It tires a customer to stand and look at a stove and look at you and have you do the same. He feels you are not painstaking and don't know much about the business.

Start at the fire box and show him how the heat travels. Explain to him the construction of flues. If you have draw out grates, draw them out and tell him how easy it is to make repairs on grates without removing the furnace linings. Lift off a cover and let him heft it. Show him the linings on the bottoms of the centres. Lift out the reservoir and explain to him the weight of copper from which it is made. Instruct him in the use of all dampers.

Having done this, take up the general appearance, the design and finish of the stove and above all say nothing detrimental about any other make of stove. Every time you do so, you advertise the other fellow. We find it a good way, if a customer asks us regarding another make of stove, to simply say, "yes, we think all stove manufacturers to-day are making first-class articles." and there drop the subject as soon as possible. Never attempt to argue.

Get acquainted with your stove before trying to sell a customer, know every part of it and its entire construction so you would be capable of replacing every part. Unless you know this, you cannot expect to tell your customer something you do not know yourself. It may be tiresome to go through this ordeal with every customer who comes in, and you may have black hands and face when you get through, but it is the only way to sell stoves.

Closing the Deal.

And now if you feel you have imparted to your customer every bit of knowledge you have regarding your stove, immediately proceed to close the sale. Not too hurriedly, of course, but there is no use of a long waste of time at this stage. You should know whether you have convinced him or not and all that remains to be done is to take settlement.

The Importance of Delivery.

If you are in the habit of delivering your stoves, the same as we do here, see that whoever takes them out is competent. Some dealers have an idea that anybody who can lift a stove in a house and set it on its base and stick the pipes on any old way, is a good enough man to deliver stoves. We consider the delivery part a very important one. We are particular to see the stove sets perfectly square, particular about the running of our pipes to have them stand straight and look workmanlike. All this pleases the housewife. Having done this, we always brush our stove up, rub off the nickel and then proceed to show the operator thoroughly the working of the drafts and the place to clean out the flues. We also state how often they should be cleaned. Having done this, we invariably insist on starting a fire and, after the fire has started, we have the housewife work the dampers herself so as to be sure she thoroughly understands them.

By being particular in this way we have very little difficulty with stoves not working. If nothing goes wrong in the start it is never hard to convince a customer thereafter that it was not the fault of the stove.

In conclusion, I might say that for the past twelve years we have sold from one and a half to three carloads yearly of stoves and ranges and don't know of a single case where, under proper conditions, we have failed to give satisfaction.

Canadian Tube & Iron Co.

Copy of your Annual Spring Number reached our office.

We have no criticisms to offer in connection with the issue referred to, but, on the other hand, would like to congratulate your company on the able manner in which the Spring Number of Hardware and Metal has been prepared.



By Mack.

Almost every business man believes in the benefits accruing from a holiday occasionally and gives considerable thought to planning some suitable recreation.

These annual outings should be of value in different ways, but many do not show favorable results to those who are deemed fortunate enough to be able to indulge in them.

They invariably in such a case carry their business cares as mental excess baggage.

It is reasonable to think that unless we leave the anxieties of the store at home the anticipated pleasure of a respite from the daily task is largely diluted.

We are likely to return voting holidays a delusion and take up the work of management rather feverishly.

Even the afternoon intermittently taken in the summer season is tinged with worry on account of the consciousness that business is neglected.

For many employers who carry only a small staff it is found to be impossible, even for a short interval, to absent themselves from their usual surroundings.

Yet I have known hardware dealers under circumstances similar to those described, who were not aware of having undergone any hardship.

In fact they always were to all appearances enjoying their business.

They could take a moral holiday almost any day.

In advance of the question: "What kind of a holiday do you mean when you say 'moral holiday?' " I hasten to explain this form of relaxation.

The mental process concerned is to allow say for to-day the entire suspension of the moral obligation under which the majority of business men do their work.

Anyone may test the merit of this mental attitude at his leisure by exercising faith in others to some extent.

More than that a genuine holiday from the responsibilities of business will be acquired with some practice.



Gaining Space in the Store

A View of the Interior of the Store of the Island Hardware Co., Victoria, B.C.—Mr. Adams is seen at the rear wearing a hard hat—Mr. Wilson is standing at the left.

New Ideas for the Improvement of the Interior of the Hardware Store — Some Firms Are Dispensing with Side Counters—How Better Light Can Be Secured—The Plans Followed by the Island Hardware Co., of Victoria, B.C.

There has been a gradual evolution of late years toward new ideas in the construction and lay-out of hardware stores. The trend has been altogether in one direction; toward the acquirement of more space and light.

In the old-time hardware store space and light were at a premium. It generally happened that the stock was much too big for the store, and the proprietor just "jammed it all in" somehow and let it go at that. As a result the hardware store of the past generation was a dark and rather dingy place, with unwieldy articles piled up in unlikely places and the ceilings loaded down with a variety of goods. There was little breathing room in the old-time store and rather less light than room. It did not matter so much, for the bulk of the buying in those days was done by the men.

But fortunately "the old order changeth," yielding place to newer and better ideas. The hardware store of today is wide, airy and bright, with large plate-glass windows, neat fixtures and ceilings free from obstruction. Economical methods of storing and displaying goods have been found, so that the store interior is no longer cluttered and crowded. The improvement has been very marked.

Future Developments.

But the end is not yet. The future will see further developments along these lines. Already there are indications that future evolution may bring about the partial elimination of that seemingly indispensable feature of retail trade, the store counter.

First thought, one is impelled to ask, how could business be carried on without counters? They seem as necessary to a store as an engine to a train, a rudder to a boat or a roof to a house. It is over the counter that sales are made, that goods are shown and wrapped up, that the money is paid. Can the counter be dispensed with?

Some dealers say it can. A number of the largest stores in the United States have no counters. The goods are all on shelves or displayed in "silent salesmen" in the centre of the store. Customers can go right up to the shelves and inspect the goods at close range. The chief advantage of this arrangement is that there is a great economy in the matter of space.

Unique Canadian Store.

One of the first Canadian stores with this arrangement is the new establishment of the Island Hardware Co., at Victoria, B. C. A view of the interior of this store is herewith shown. By the elimination of counters, it has been found possible to house the stock in a store of elongated proportions. Although extremely long and narrow, the store has an appearance of roominess lacking in hardware establishments of much greater width. The lack of counters gives space at each side and allows considerable space for the display of goods in the centre of the store. The members of the firm state that the arrangement has facilitated the transaction of business.

The store in question was designed largely with a view to space and light. The great bulk of the stock is housed along the walls. The ceilings are absolutely clear and there is practically nothing to obstruct the light. Note the result. Daylight penetrates to every part of the store. It is the easiest matter to reach any article. The goods can be inspected with ease. The one criticism which may be offered is that the facilities for special display of articles have been reduced. The lack of store fixtures curtails possibilities in that respect.

Undoubtedly this store represents a development in interior arrangement which is somewhat ahead of the times. Whether the store of the future will be modeled along these lines remains to be seen. The objects aimed at are worthy of highest commendation, however. for light and space are greatly needed in the store.

Something About Firm.

The Island Hardware Co. are a new firm. F. T. Adams and J. D. Wilson are partners in the company, both practical hardwaremen. Mr. Adams has been secretary-treasurer of the Acme for the past five years. Mr. Wilson has Co. departmental store of Edmonton, been buyer with the Shore Hardware Co. of Victoria.

They are conducting their new business along aggressive and original lines. They carry a full line of everything pertaining to hardware. Their store is at 707 Fort street, Victoria, and is equipped with commodious warerooms at the rear

LARGE EARLY SHIPMENT.

A. C. Leslie & Co., Montreal, have received a cablegram from John Lysaght, Limited, Bristol, stating that they have shipped over 1,000 tons of galvanized and black steel sheets by the "Englishman" of the Dominion Line, the first direct steamship from Bristol to Montreal. Considering the serious delay caused by the coal strike, this shipment shows that there is a growing appreciation in Great Britain of the importance of fostering the Canadian trade.

HARDWARE AND METAL

(ESTABLISHED 1888)

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JOHN BAYNE MACLEAN - President.

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CONDITIONS ARE SOUND.

One of the most significant evidences of the general prosperity existing in all lines of trade in Canada is the fact that there has been little disturbance in labor conditions this spring. As a general thing, May-day finds the trades more or less in a state of disruption, the journeymen demanding increased wages, the employers breathing defiance. It is not uncommon for business in the larger cities to be disturbed in early spring by a succession of strikes of more or less lengthy duration. Toronto has seen no fewer than fourteen strikes in different trades at the same time.

While there have been strikes this spring, and some are still pending, for that matter, the situation has been exceptionally quiet. Demands for better wages have been advanced by the men, but the differences have been settled amicably and satisfactorily.

This is a striking evidence of prosperous conditions. The fact that higher scales have been fixed without demur in many cases shows the financial soundness of the employing interests and the confidence with which they regard the future.

A WORD ABOUT SIGNATURES.

Improvements in business methods during the past few years have been many. The telephone brought a silent revolution. The telegraph, and later the wireless, rendered still further aid, while the typewriter has come to do still more toward time saving.

Time saving. That is a cry of the age. It is to save time that letters are typewritten—to save the time of the sender and of the receiver. The minutes conserved by the legible writing of the machines would aggregate years.

But still there is a waste of time which hardly seems necessary. Etiquette decrees that the signature of a letter shall be in writing. Etiquette is responsible for much—and in this case is responsible for unnecessary worry, for moments wasted, and for violent words launched boldly on the office air.

How often, after the reading of a letter, is the whole office staff summoned to hazard opinions as to the characters represented by the hieroglyphics at the bottom of the missive.

Many famous men have a signature which looks like a seismograph's record of an earthquake. Many who are not great think they will achieve greatness by copying the idiosyncrasies of the great. They affect an unreadable signature. They need some such awakening as was given the young minister to whom an old Scotch body remarked: "It was na sa bad a sermon. You reminded me of the great Talmage when you blawed yer nase."

Indeed, it is often the weaknesses of the great that are copied, but it seems a shame that any should attempt to make their signatures more unreadable than they naturally are.

But after all, this question of signature would not be so troublesome if the firm's name were always printed on the paper. It might be a good thing to have the sender's name typewritten, too. This would act as a key to the signature, and would prevent much trouble, and much annoyance when the reply came with the name of the one for whom it was intended incorrectly spelled.

TO PROMOTE EFFICIENCY.

The wide recognition accorded to the need for efficiency is demonstrated by the organization of a body in New York to be known as "The American Society for Promoting Efficiency." The object of this society, according to its constitution, is "the promotion of efficiency, or the highest result obtainable relative to the effort expended, in every activity of man." It is open to anyone who takes a genuine interest in the question of the improvement of effort and result. The directors will investigate into every field of activity with the purpose of finding new methods and better systems.

Already a number of men of international reputation have become interested in the movement and it is becoming apparent that the work will be furthered by some of the best intellects in the world. The project is a gigantic one, but the committees now at work can be depended upon to unearth a vast amount of valuable and practical information.

HITCHING THE WAGON.

"That's a good suggestion. That's a good idea." These phrases are of a type which has become stereotyped. They are uttered daily by men in all walks of life—by hardware men among others.

There is a hopeful sign here. These phrases indicate that people are open to accept suggestions and ideas, which is a great thing, for as every one knows an open mind is the first requirement for one bent upon self improvement. But the fault with these phrases is that so often the "suggestion" or the "idea" is not followed. Its value is recognized but it is not harnessed. Hitch your wagon to a star, remarked Emerson. He put the word hitch first. To pick the star would show some intelligence, but the hitching is the thing of practical value.

It is absolute ly necessary to supplement suggestion by action. And it is absolutely necessary to read Hardware and Metal with that in view, if the best results are to follow. Some men read that garden tools might well be brought to the attention of passersby at this season. "That's a good idea," they say, then they forget about it. Others read this. They consider the various suggestions made. They consider their own stores—the peculiar needs, and the features which make a special display difficult. Then they set about arranging the display. Some of these men merely acquiesce—merely agree with the suggestion. The others act upon it.

A dealer recently read that the price of copper would likely advance. "It would be a good time to buy," he remarked to himself. But he put off buying and the prices were raised.

Another man read that copper was likely to go up. "I had better stock up," he thought. "Even if the ad-

vance should not come I will not suffer." He placed his order at once, and is now ahead of the game.

A suggestion is a fine thing, undoubtedly, but it is a more profitable thing to be able to act promptly upon a suggestion when this seems advisable. Procrastination is not only the thief of time but also of profits.

POINTED EDITORIALS.

There is no advertisement like the wagging tongue of a satisfied customer.

* * *

The promotion of efficiency is one of the biggest movements in the business world to-day.

* * *

There is nothing like moving to make certain lines move.

* * *

On Wednesday the trout season opened. Fishing tackle will now be in great demand. Play it up.

* * *

A query comes from a dealer who wants to know where he can get jail fittings. Of a surety this is a hardware line.

* * *

An Eastern dealer is enquiring now where he can secure machines for heading apple barrels. It is by preparing orders in advance that trade is secured.

* * *

There is no distinction gained by having an unreadable signature. A scrawl arouses no emotion but deep annoyance in the receiver. It provokes profanity rather than praise.

* * *

There is more in selling a stove, perhaps, than in selling any other hardware line. A large sum is involved and the salesman cannot close the deal until he has absolutely convinced his customer.

* * *

A counterless store may sound like an anomaly. Undoubtedly, however, the demand for space and light in the store is tending toward the simplification of store arrangements by the reduction of old-fashioned fixtures.

* * *

In one of Montreal's new office buildings a bronze letter box costing $1,100 has been installed. An expensive store house for a two-cent letter, yet many of these letters will bring returns beside which $1,100 would seem small.

* * *

Acting upon the suggestion in last week's issue of Hardware and Metal, a number of Montreal hardware dealers have arranged attractive window displays of garden and lawn implements. Their sales are repaying them for their trouble.

* * *

"Never go to extremes." is the advice of a veteran salesman. "The pert and extremely talkative salesman is only one degree worse than the human oyster, who can't find a word to say. Between the two types there is a happy medium. Find it and model yourself on that type."

* * *

"Hitching your wagon to a star," reduced to plain business terms, means setting out to do business according to the most advanced principles. It is not as difficult as the graphic wording of the phrase would suggest. The hitching part is not at all difficult, but it is an entirely different matter to "keep hitched."

Selling Stoves

A VETERAN hardware dealer once made the remark: "I've lived sixty hard, hustling years and I've done a lot of work in my time, but the one thing I'm most proud of is that I've sold more stoves than any man in this whole county."

Selling a stove is no mean task. The purchase of a stove is, to the average customer, a big event. It involves not only a large sum of money, but the future comfort of the household as well. The customer, therefore, is actuated by suspicion and cupidity in almost equal parts. He wants an all-around good stove, and he wants to get it just as cheaply as he can.

The salesman has to possess the practical knowledge of the mechanic and the tact of a diplomat. He has to convince; and conviction grows slowly in the mind of the stove customer. To close a deal requires in many instances not a little insight into human nature. No wonder then that the veteran hardware dealer referred to above was proud of his record as the champion stove salesman of his home county. He had proven himself a man of parts.

Stove salesmanship does not begin, however when the customer enters the store and end when he leaves. It is something like time: it has "no beginning and no end." A Winnipeg dealer tells of a customer who bought a range from him, explaining as he paid over the cash without any haggling, his reasons for placing his trade there. "I've noticed the stoves in your store for several years off and on," he said. "They have always looked so bright and fresh that I made up my mind long ago that when I needed a new range I'd come here."

Another dealer, who makes it a practice to "follow up" every sale, in order to make sure that the stoves he has placed are giving satisfaction, has made numerous sales on the strength of recommendations which the owners have given to friends. This form of "after salesmanship," unfortunately rather rare, is one of the most effective methods of drumming up new trade. Service given the public nowadays in most instances is so prefunctory and machine-like, that people appreciate real service when they get it. The man who is anxious to serve you **after he has made the sale** belongs to a rare species. If he proves to be sincere and painstaking, he deos not have to hunt for customers. They come to him in droves.

The point we have striven to make is that every step in the management of the stove department is part of the dealer's salesmanship campaign. The way he keeps his stock, his advertising, his delivery service, are all phases of salesmanship. If he lets the stoves in his store get rusty, if he neglects his advertising, even though he has all the gifts and wiles to exercise when he gets a customer within range, he is still a poor salesman. His fault lies in the fact that he neglects to do anything to bring the customers into the store. Skill in presenting facts and a persuasive tongue constitute one-half of stove salesmanship; careful and far-seeing management of the department is the other half.

The leading article in this issue deals with the management of a stove department in a most comprehensive way. It contains a number of aggressive suggestions and "live wire" ideas. Keeping the stock prominent in the store the whole year around is one of the best of them. Continuity, after all, is one of the most potent of forces. It's the man who sticks to his knitting every hour of the day and every day in the year who lands on top in the end. Intermittent effort seldom wins out in the long run.

Veteran Figures in the Hardware Field

No. 14.—W. H. Thorne, St. John, N. B.

Mr. Bok, the rather famous editor of The Ladies' Home Journal, has recently set out to discover the two greatest words in the life of a woman. Doubtless many suggestions have been made. We could have made a guess or two ourselves, and being also entirely ignorant of the subject we might have hit it right. But the two greatest words in the life of a man are really of more interest here. All things being considered, we would say that these two words are "yes" and "no," especially "no." No one knows just how much depends upon a "no." A man is made or marred according as he decides between these two syllables. The words mark the cross roads of life, and there is a cross road encountered every day.

A Hard Word to Say.

Upon occasions, "no," one of the shortest words in the dictionary, is one of the hardest to say. But there are men who are able to say it, and the picture of one of these is shown slightly to the right.

Mr. W. H. Thorne, of St. John, is among the best refusers. Not that Mr. Thorne is hard-hearted. He is hard-headed, perhaps, but hard-hearted never. Yet he has learned the gentle art of refusing. There is hardly an important office in or around St. John for which Mr. Thorne has not been asked to run. A staunch Conservative, he has yet many friends among the Liberals. He is a man large in mind as in body, and it has been felt that he could win almost any post for which he strove. So he has been urged to run for the legislature; to run for mayor; to run for the Federal House. But for some reason the running has not seemed good to Mr. Thorne. He has said "no." He has taken his part in politicial affairs, both of St. John and of the Dominion, but to run for office he would not. Perhaps he has felt that his business demands so much time that he could not give as much as he should to any outside cause with which he became actively connected. Quite likely this is the explanation of the many refusals. If so, the value of a "no" is patent, for Mr. Thorne has prospered.

Started Forty-four Years Ago.

It was in 1867 that Mr. James founded his hardware and metal business. In 1875 Richard C. Scovil was taken into partnership, and then in 1877 came the great fire which practically exterminated St. John's business section. But Mr. Thorne and Mr. Scovil were not dismayed. From the mayor they got a permit to erect wooden temporary quarters, and



Mr. Thorne Has Learned the Gentle Art of Refusing—There is Hardly an Important Office in or Around St. John for Which He Has Not Been Asked to Run.

in two such buildings they re-established their business.

Since this time, though failing health forced Mr. Scovil to withdraw, the business has been growing steadily; and a year or two ago the Montgomery building on King street was secured. This building, with its fine show windows and ample floor space, offers splendid facilieies for the handling and displaying of the wide variety of goods carried. Practically all lines are stocked, from belting and mill supplies to phonographs and fancy goods.

It is little wonder that the management of such a concern occupies a good deal of the attention of the president. Yet, Mr. Thorne does find time for other things. He is a good citizen in every way. He has had faith in the future of St. John—had faith when that future, to the casual observer, did not seem as bright as it does at present. He has done his part to help along every good civic movement. In him the idea of government by commission, so recently launched, found a stanuch friend.

Enthusiastic Yachtsman.

Mr. Thorne is a yachtsman. It takes a resident of New Brunswick to mention the name of the yacht club of which he is a member, but any one can spell it—oh simple in the extreme. The club is the Royal Kennebecassis. Now try to say that fast. Of late, Mr. Thorne has done little sailing, but a year or so ago his yacht, "The Dream," was a familiar sight on the St. John river.

A man, it is said, is known by the friends he keeps. Mr. Thorne is probably willing to admit the truth of this saying, for he numbers on his list some well-known men. Sir Leonard Tilley, one of the fathers of Confederation, was his close friend. Another is John Douglas Hazen—"Dare Devil Doug" as he is known by the profane in New Brunswick.

Members of Beefsteak Club.

Then Mr. Thorne is a member of the Beafsteak Club—an organization which goes in more for "roughing it" than for such gastronomical feasts as the name would imply. Camping is one of the club's main functions. All its members are enthusiastic fishermen, and annually an expedition is made to the south branch of the Oromocto. That's another New Brunswick name for the unfamiliar to practice on.

In the Oromocto there are salmon—fly salmon—and the members of the Beefsteak Club insist that they catch these. Certain it is that they return with long strings, and as there are no fish stores in the district whence they come, the good people of St. John are disposed to accept their word—that is about the fish that are shown, they could not be expected to believe the tales of the fish that got away.

Does Much Travelling.

Outside of his fishing trips Mr. Thorne does a good deal of traveling, going south for a time every winter. Perhaps it is these trips—and the pleasure he takes out of them—which keep Mr. Thorne so young, and enable him to enjoy the hard work which he still insists upon doing. Perhaps it is these trips which still give him the strength to say No, when No seems the right thing to say.

B. Greening Wire Co.

We have looked through the spring number and certainly it reflects very great credit on you as publishers. This with your careful distribution should be a very valuable medium to the advertisers and at the same time should be a very valuable guide to the hardware buyer.

Allan Hills Edge Tool Co., Galt.

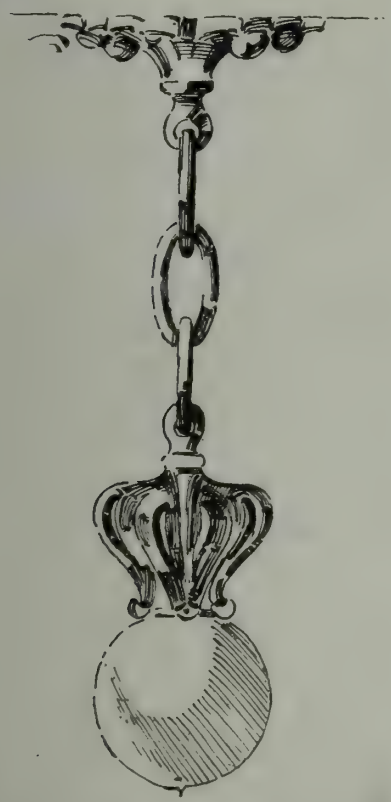
The Spring Number of Hardware and Metal has arrived, and must say that the general appearance of the same is remarkably good.

Sets and Single Fixtures in Demand

Moving and Housecleaning Season Suggests Purchase of New Fixtures to Many—Semi-Fine Lines Now on Market at Moderate Cost—Dealers Must Keep Up Their Stock.

Thanks to the ingenuity of man, which has enabled building to be carried on the year through, whereas a short time ago operations had to be entirely discontinued during the winter months, electrical fixtures now find a ready sale in the spring. Indeed, this is one of the best seasons for these goods, since new houses are being opened in goodly numbers, many of which have still to be equipped with electric lights. The wiring is in, but the fixtures have yet to be installed.

But there is a demand for electrical fixtures outside of that, for which the



Simple hall light made from cast brass. Cut loaned by Robert Mitchell & Co.

dwellers in new houses are responsible. As has been remarked before, this is the moving season. Now a move means a lot of inconvenience, and it means expense; but it also has some advantages. Let us be optimistic, and say a good word even for the moving season. It gives the householder a chance to get rid of some old things which have become almost eyesores. Among other things it gives him an opportunity to get a lighting fixture or two such as he has admired. Many single fixtures are being bought at this time, and they are being bought by those who are seizing this occasion, when the house is upset anyway, to have one or two lights which suit their fancy installed in place of some old models which seemed rather to detract from the appearance of the room.

No Time for Short Stock.

Undoubtedly this is not the time for the hardware man to allow his stock of electrical fixtures to fall low. The man who can present attractive fixtures at this time is going to secure sales.

There is really no startling change in styles. Fixtures being sold this spring are much like those which were turned out a year ago. Some minor changes there are. Chains, possibly, are even more popular than they then were. But generally styles are about the same. There has been some new patterns put upon the market, however—patterns which would appeal to the hardwareman handling these goods. Some of these are too costly for the man who must get his market among people of moderate means, but there are others which can be retailed at a very moderate figure.

Hammered Brass the Thing.

Hammered brass is in great demand just at present, but all who are conversant with the subject, know that hammered brass means a costly article, yet much the same effect can be obtained somewhat more cheaply, as is shown by the cast fixtures which have been carefully prepared to represent the hammered article. They cost hardly half as much, and yet look very similar. There is little use saying the imitation is as good as the article imitated, yet the imitation is really good of its kind.

One of the lights which is moving most rapidly at present is the table reading lamp. In summer every one hopes to cut down the lighting bill. Yet all know that they will want to read after the daylight fails. It is very necessary then that the light in the library should be good, and what can possibly be better for reading than a reading lamp. There are some cast brass models in this line which have been moving well ,one of which is shown in an accompanying cut. The base and supporting bars are of brass, but the shade of the lamp is of art glass, which allows a soft light to illuminate the room.

Fixtures of similar make are now being marketed for all the rooms in the house; a simple hanging globe for the hall; clusters for the living room; hanging lights for the bedroom; and bracket lamps for the bedroom or den. Illustrations of several of these are given. They are all of lights of moderate price —none over fifteen dollars, and some as low as four. For the sum it is not hard to sell an attractive fixture. And especially is a ready market found at the moving and the housecleaning season. Then the need of a change is

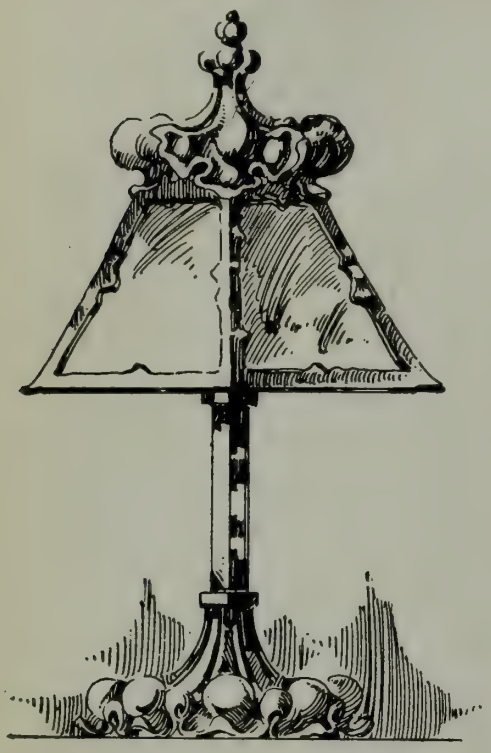


Rich living room light, of the style which is now exceedingly popular — Cut loaned by Robert Mitchell & Co.

brought clearly home, and the fear of inconvenience is not so great. Things are so confused anyway, that even the man of the house—who hates house-cleaning even worse than he hates having his papers tidied away—is willing to have a little addition to the general disorder. Get it all over at once, is his policy.

Good Stock Necessary.

There are sales to be made just now; of that there can be little doubt. The only question is how to make them, and the first requirement is undoubtedly to



Library reading lamp—Good but not very costly.

have the stock. Advertising is good to draw trade. Some dealers are securing fine results by advising the people through the daily papers—that they can install all the fixtures needed at a certain figure. But you notice these dealers first have the fixtures. That is the great requirement. Fixtures must be carried before they can be advertised, or before a window display can be arranged.

Hardware Letter Box

Iron Partitions.

S. L. Adolph, Listowel, Ont.—"Kindly give me names of manufacturers of iron partitions for horse stables."

Dennis Wire and Iron Co., London, Ont.; Pedlar People, Oshawa, Ont.

Jail Fittings.

H. E. Burtt, Woodstock, Ont.—"What firms manufacture jail fittings?"

Goldie McCulloch & Co., Galt, Ont.; J. & J. Taylor, Galt.

Heading Machine.

Sumner Co., Moncton, N. B.—"Can you give names of manufacturers of heading machine for putting in heads in apple barrels?"

Mack & Co., Rochester, N. Y.; Challoner, Oshkosh, Wis.; Parkins & Co., Grand Rapids, Mich.

Manufacturers of Baby Buggies.

W. H. Turnbull, Brantford, Ont. — "Kindly give me names of Canadian manufacturers of baby buggies."

Goderich Wheel Rigs, Goderich, Ont.; Gendron Mfg. Co., Toronto; Gibbings Ltd., Granby, Que.; Canada Furniture Mfrs., Woodstock, Ont.

Gasoline Cooking Stoves.

E. Boucher, St. Hyacinthe, Que. — "Kindly give me names of manufacturers of latest style gasoline cooking stoves."

McClary Mfg. Co., London, Ont.; Thos. Davidson Mfg. Co., Montreal, Que.

Manufacturers of Cook Stoves.

Magladery Bros., Englehart, Ont. — "Who are the makers of the Family Peninsula and Cook's Friend cook stoves?"

Clare Bros., Preston, manufactures the Peninsula, and D. Moore Co., Hamilton, the Cook's Friend.

Angle Iron Fence Posts.

Jas. Flett, Wiarton, Ont.—"Who are the manufacturers of Angle Iron Fence Posts?"

Page Wire Fence Co., Walkerville, Ont.

Lawn Mower Grinders.

Winnipeg Tool and Forging Co. — "What firm manufactures lawn mower grinders "

R. Wood & Co., Oshawa, Ont.

Catalogues and Booklets

Peterboro' Locks.

The Peterboro' Lock Manufacturing Co., Peterboro', have issued a handsome 100-page catalogue, in the nature of a supplement to their 1908 catalogue. It has been arranged in a most systematic way so that any information can be obtained without difficulty. The publication has been divided into sections such as "locks," "hardware of ornamentation," etc. In addition, it is completely indexed. The printing is done on coated paper and every article listed is handsomely illustrated.

On a colored insert special attention is drawn to their New Departure front door set.

Cane's Woodenware.

Unique and attractive is the booklet issued by Wm. Cane & Sons Co., Newmarket. It is printed in four colors throughout and contains some highly original designs and illustrations.

Among the goods shown are washboards. pails, tubs, plates, egg crates, butter molds and clothes pins. It is one of the neatest and most attractive catalogues received in some time.

Fireless Cook Stoves.

The Toledo Cooker Co., Toledo, Ohio, have sent out a booklet which covers the use and manufacture of fireless cookers in a most comprehensive way. It contains an article of some length by C. E. Swartzbaugh, President of the company, in which he tells of the origin of the Ideal fireless cooker, the methods and materials used in its manufacture, how it should be used, the results obtained, and many other points.

The catalogue is printed in two colors and is well illustrated.

Roofing Supplies.

Wheeler & Bain, Toronto, have issued their annual spring catalogue of galvanized iron roofing supplies, eavetroughs, corrugated pipes and elbows, corrugated sheets, skylights, cornices, galvanized iron sheets, tin plates, ventilators, solder and hot air furnaces. It contains descriptions, illustrations and prices of their complete line and makes a handy reference for everything pertaining to sheet metal and furnace work.

Stoves and Ranges.

D. J. Barker & Co., Picton, have issued an illustrated price list of their stoves and ranges. It contains, in addition to the complete line of stoves the description of some of the parts, including the grate used in the manufacture of the Barker line.

Sporting Catalogue Issued.

Caverhill & Learmont, of Montreal, have just issued their annual sporting catalogue. It is an exceedingly attractive booklet, dealing especially with guns, rifles and hunting supplies. The need of having a catalogue relating to sleigh bells has been felt in the past, so a section in this sporting booklet is devoted to these goods.

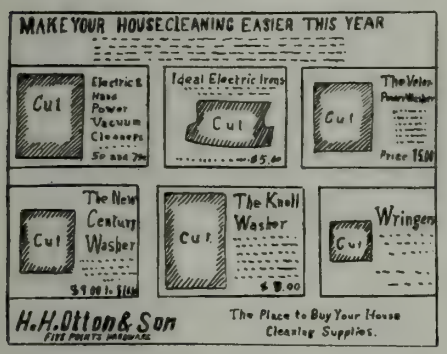
A Plane Statement.

The Chopin-Stephens Co., Pine Meadow, Conn., have issued a folder under the heading, "A Plane Statement," which contains an interesting talk on the value and utility of wood planes. Their products are described and illustrated, as well as a number of other C.S. Co. products. The statements in this folder are marked as the result of 86 years' experience.

Use of White Space in Advertisements

Emphasis and Attractiveness Are Secured by This Means—Writers Should Endeavor Not to Crowd Space Too Much—A Retail Ad. With Many Good Points But Which Could be Improved by Providing More White Space.

A great many ad.-writers are inclined to discount the importance of the appearance of an advertisement. They appeal to the mind of the reader, not to the eye. "If I put the proper stuff into an advertisement, people will read it," declares one man. "It doesn't so much matter how the ad. is arranged, provided that it says something of interest."



A suggested lay-out which would provide white space and take away the somewhat crowded appearance.

This view is right to the extent that what an advertisement says is the main consideration. It is necessary, however, to make it attractive in appearance also. An advertisement must appeal to the eye before it has the chance to appeal to the mind. Many a forceful, well-reasoned advertisement is passed over because, typographically, it has failed to attract.

Crowding a Common Fault.

One of the reasons why so many newspaper ads. are so lacking in attractiveness is that the writer has too much to say. Brevity is not the common heritage of all ad.-writers. They are inclined to be verbose rather than laconic in their statements of fact. The result is that a large proportion of newspaper ads. are sadly crowded. Every square inch of space is used.

Now the judicious use of white space is one of the surest methods of adding attractiveness to the qualities of an advertisement. White space throws the type into strong relief and statements stand boldly out. Where the ad. is made up of a jumble of type, nothing stands out distinctly. The ad.-writer who tries to crowd too much into his space sacrifices emphasis. The use of white space is, therefore, one of the things which an ad.-writer should thoroughly understand and appreciate.

This rather lengthy preamble brings us to the consideration of an extremely creditable advertisement submitted for criticism by H. H. Otton and Son, of Barrie. After careful study, the writer has come to the conclusion that only on one score can a material criticism be voiced. The lay-out gives a somewhat crowded effect. There has been no use made of white space.

A Strong Advertisement.

Let us enumerate the good points first. The ad. is seasonable. It deals with a line of goods in which every thrifty housewife is interested at the present moment. The arguments are forcefully presented. It is well illustrated. It is specific. The prices are clearly marked. Taking it all around, this ad. is a good one and has resulted no doubt in a big sale of the goods enumerated.

There is room for improvement in the one respect, however. The ad. presents rather a crowded appearance which could have been eliminated by planning the lay-out as shown in the accompanying sketch. The removal of the rule under the headline would improve the general appearance and give more space. By setting the introductory argument in smaller type several advantages would be gained. First and foremost, it would be possible to leave a good margin on either side instead of running the matter out to the border and "white space" would thereby be provided. Then the headline would be given added prominence. The large-sized type following the headline in the ad. as it stands detracted from the strength of the headline. Another advantage would be gained in the chance to add prominence to the words "Try us and be convinced." Surmounted by smaller type this line would stand out with double strength.

By setting the reading matter accompanying each cut in smaller type, it would be possible to leave a narrow margin between each panel, adding considerably to the attractiveness of the lay-out.

The Headline.

In the opinion of the writer, the headline might have been made stronger. "Make your housecleaning easier this year," or just "Make your housecleaning easier," makes a suggestion in line with the rest of the advertisement. The fact that new goods are being advertised which tend to lessen labor would lend substance to the suggestion in the headline.

C. S. Norcross & Son.

We received the great Annual Spring Number of Hardware and Metal and assure you our ad. on page 228 is not only passably satisfactory, but is exceedingly so. It is well printed and the arrangement of the entire ad. strikes us as being the best possible.



A thoroughly commendable advertisement which has many good points but which might be improved in one respect.

Lesson 13--Complete Course in Cardwriting

Deals With the Popular Flowing Brush Script Lettering—Where to Use It and Where Not—Brushes Required and How to Use Them.

By J. C. Edwards, Copyright, Canada,1911.

Few styles of lettering lend themselves more gracefully to show card writing than does the Brush Script. At the same time it is strong, legible and easily made, unlike its more delicate parent the Outline Script.

There are many styles of this letter taught and some quite as good, perhaps, yet everybody has an individuality, or should have, and this style brings out the author's.

Where to Use it and Where Not.

Brush Script may be used where any other style of fancy letter could be employed, but never, or, rather seldom where the card proclaims a bargain. No fancy letter is in keeping with bargains. This mistake is too often made to the detriment of the sale and cheapening of card writing.

Capitals should be used only at the beginning of a sentence or as is shown in the card, capitals may be used on each word of a heading, providing, of course, there are no small words such as "and," "in," "it" and such like. The lower case is much more flowing and readable when alone, than if broken up by caps. Any proper noun should, as in ordinary writing, have a capital but in no case must a word be composed of all capitals.

Speed May be Acquired.

With diligent practice, considerable speed may be acquired in lettering with this style of letter. The whole aim is to get a neat flowing letter, all on the same slant. Few people nowadays do not know the proper slant of business-college-taught writing. This letter should be made the same with each letter joined as shown in the accompanying card.

The Combination Card.

Only light face alphabets should be used in conjunction with the Brush Stroke Script, such as pin lettering, which will be taught in subsequent lessons. Suppose that you associated this letter with a heavy face letter such as Brush Block, the result would be disastrous—simply a black blotch without character, without style. To bring out the main words of a card, use the Brush Script. A fine line letter such as Small Brush Stroke Roman made with small brush or pen, may be used as a reader, giving a pleasing, strong effect.

The card here shown is a combination of these two letters and gives a fair idea of the style obtained by their combined use.

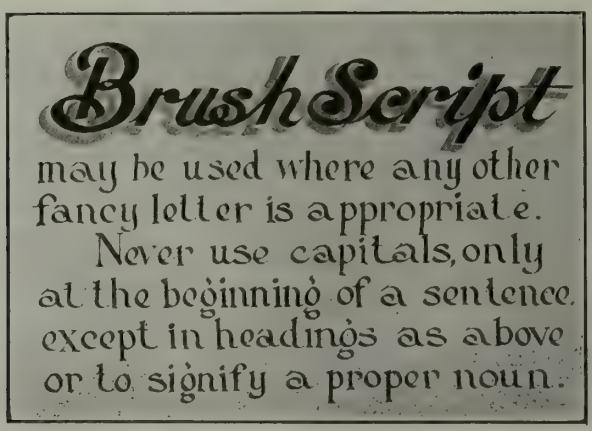
The Brush to Use.

In the execution of this letter, a brush should be used that will give the maximum width of stroke of the capital and which will also draw down to a smaller stroke for the lower case letter. The fine line, of ocurse, is merely an edgewise stroke of the brush. The brush should be held so as to give the correct angle to every line. Keep the card always squarely in front of you when writing. Don't fail in this or the proper angle will not be obtained.

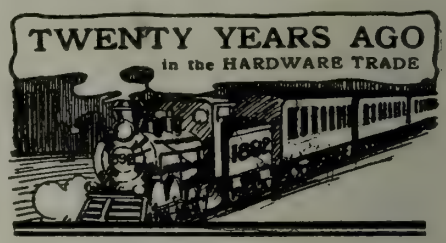
Overloading the Brush.

Some pupils insist that it is difficult for them to get a clear-cut line or stroke. This is due, largely, to the student's carelessness in rubbing out the surplus ink and his fear of the card. Seems funny to say a living being is liable, very liable to be afraid of an inanimate object like a piece of plain white cardboard. Nevertheless, it is true. He is afraid to touch the brush to it, and the sooner a person gets over that fear the sooner a clear straight-edge stroke will be accomplished. Practice making quick sure-stroke lines. Do it quickly but with a dash that will at first seen reckless. Do it first on rough paper then on old cardboard, then on clean white board. Waste a few pieces, but practice. Don't be afraid to practice. Practice this alphabet well and put it into use when you have mastered the following plate No. 14, as the two are inseparable.

For further particulars re brushes, etc., write The Editor of this paper at 143 University Ave., Toronto.



Application of the Brush Stroke Script and harmonizing letter.



The following items were taken from the files of April 30, 1892.

"A deputation consisting of Messrs. Grose and Wright, of Hamilton; Smith, of Belleville, and Van Wagner, of Montreal, waited upon Hon. Messrs. Bowell and Chapleau the other day to urge an increased duty upon tubular lanterns and railway lamps."

TRADE NOTES.

"Robb Bros., hardware merchants, Amherst, Ont., have sold out."

"Foster & Foster, stove and tinware dealers, Belleville, have dissolved partnership, Frank S. Foster continuing."

"Stephen Bros., dealers in paint and oils, Ottawa, have dissolved partnership, William Wallace Stephen continuing."

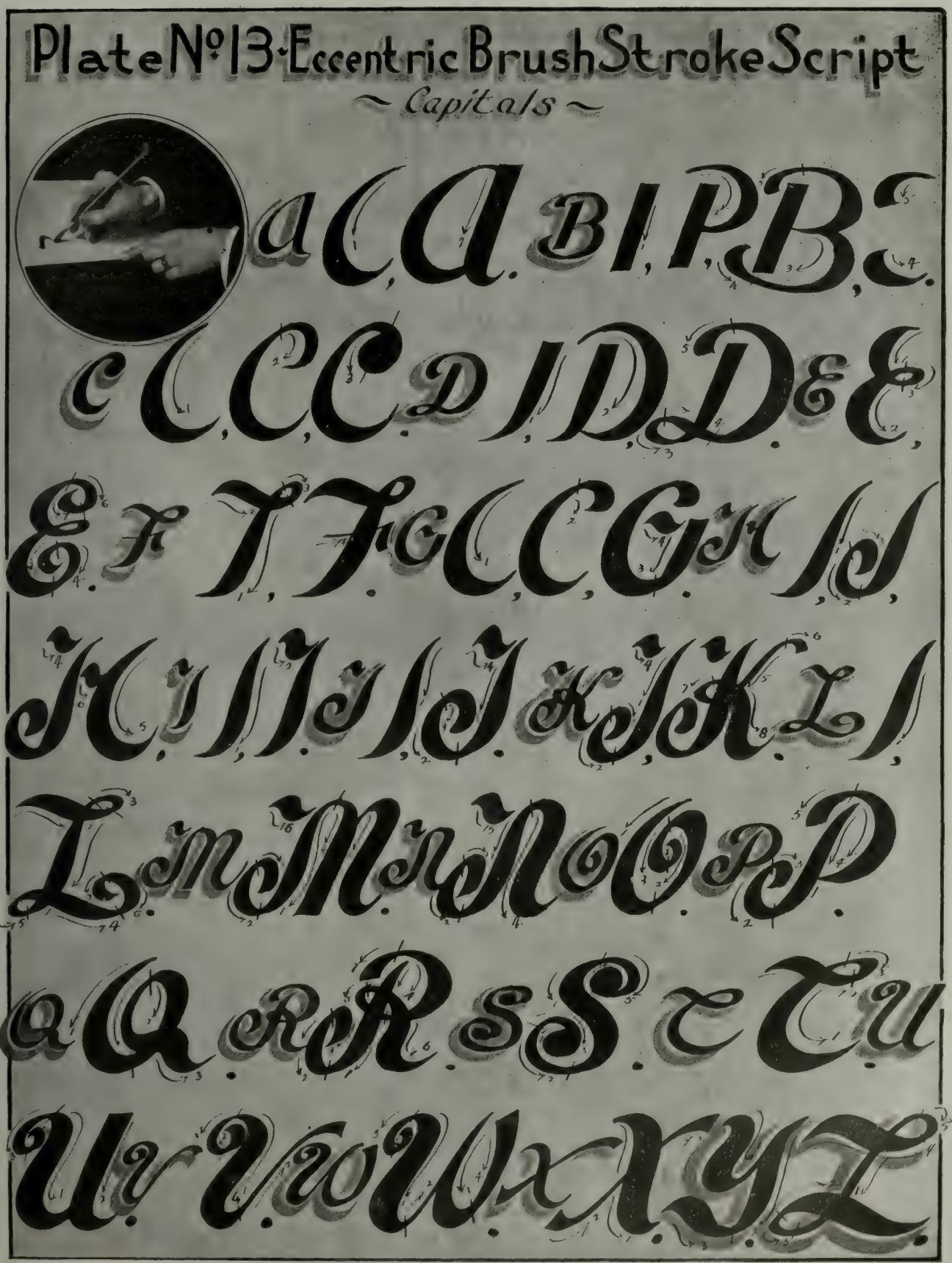
* * *

"A tramp arrested in London on a charge of carrying firearms has been committed to stand his trial for the burglary of Frank J. Bishop's hardware store in Brantford."

Editor's Note.—The business referred to is still conducted under the firm name of J. Bishop & Son, and is one of the best known in Western Ontario.

Bridgeport Hardware Mfg. Corp.

We thank you for the copy of your Annual Spring Number. We think this is a mighty fine production. We are pleased with it. We should think it would pay you perhaps to get out a number like this twice a year instead of once a year, but we can realize that the cost attached to a volume like this is pretty large but it does you a lot of good, and it is a fine issue.



Arrows indicate direction of brush stroke Practice will soon master this letter.

Complete Course of Sheet Metal Work

By L. W. KOSER

Prob. 5, Plate 18, shows method of developing the Frustum of a Cone whose top is oblique to its base.

Draw the plan Fig. 1 and divide it off into equal spaces.

Then the full size cone as shown by R.B.D. Fig. 2.

Then the line A.C. showing the angle it is cut off at.

Project vertical lines up from each of the points on Fig. 1, until they touch the base line B.D. of Fig. 2, then carry them towards the centre R. until they touch the inclined line A.C. Then carry them horizontally across to the line R.D. and number them the same as Fig. 1.

With the point of the compass set at R. and the lead at D. and with R. as the centre, describe the arc N.M. Lay out on this the stretchout of Fig. 1, and draw lines from each number into the centre R.

Then with the point of the compass set at 7, Fig. 2, describe an arc, cutting No. 7 measurement line on Fig. 3. Then bring the lead against No. 6 and cut No. 6 measurement lines, and continue thus until each one of the points on the line R.D., Fig. 2, has been carried out to the measurement line having the corresponding number or position, then a line traced through the points of intersection completes the pattern.

Prob. 6 shows a Cone with its bottom cut oblique to its base.

The method of developing is the same as Prob. 5.

First draw the plan Fig. 1 and space it off. Then draw the Cone R.A.B. Fig. 2 and the Oblique line C.D.

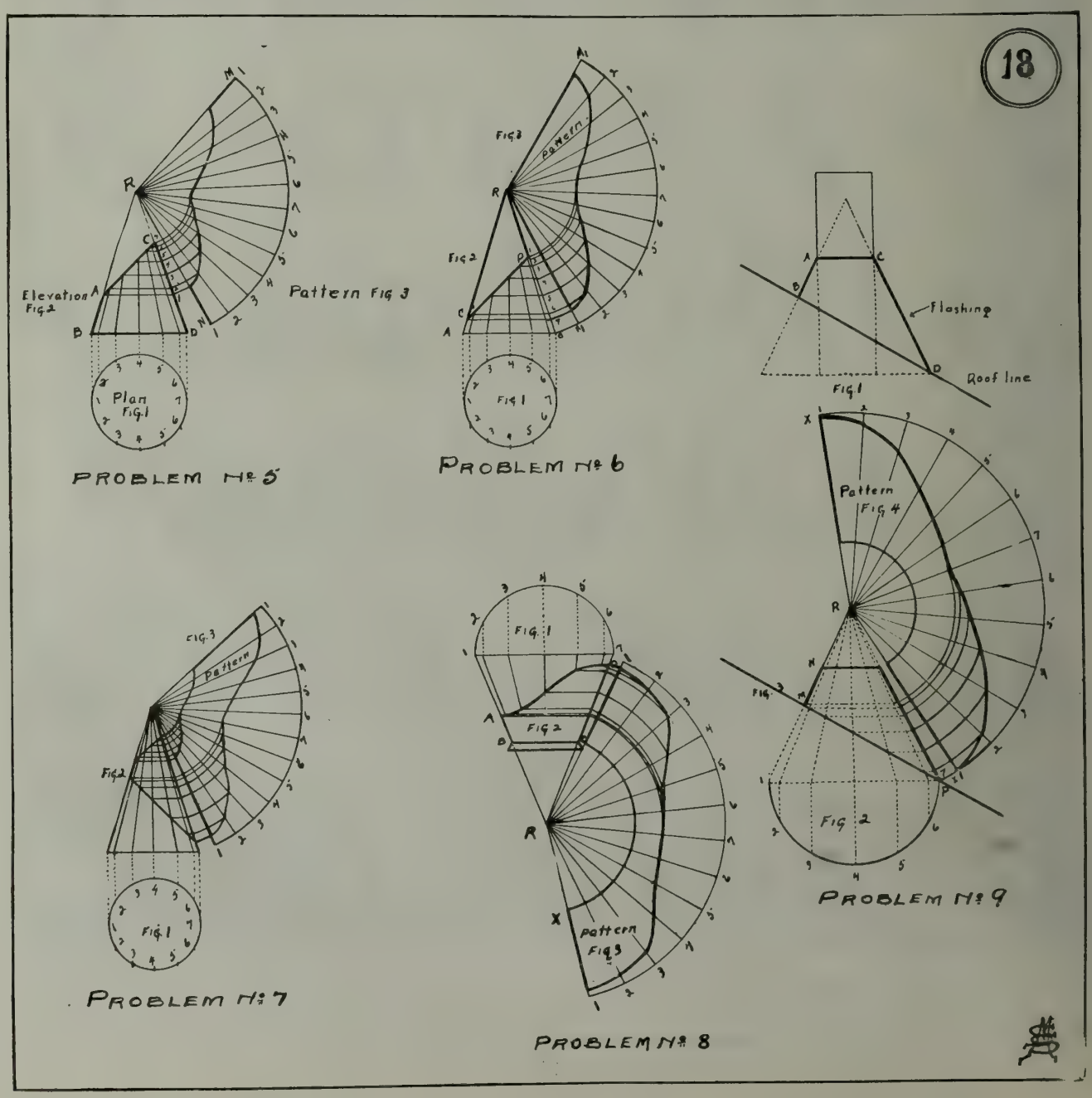
Carry the points from Fig. 1 up to the line A.B. then towards the centre until they touch the oblique line C.D. Then parallel to the base until they touch the line R.B.

With a radius equal to R.B. and R. as a centre, describe the arc N.M. and lay off the stretchout of Fig. 1.

Then with R. as a centre, bring the lead against each one of the points on the line R.B. and swing an arc, cutting the measurement line having the corresponding number or position.

Prob. 7 is a combination of Prob. 5 and 6.

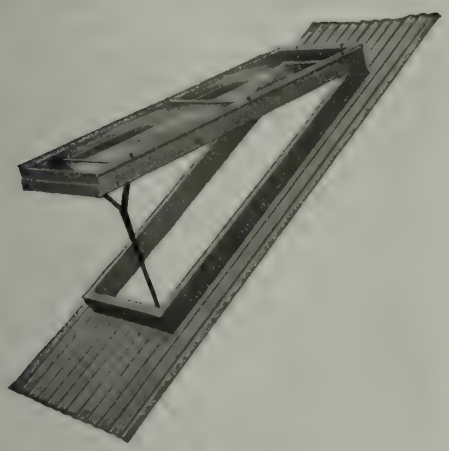
(Continued on page 50)



New Hardware Goods

BARN ROOF LIGHT.

The Metallic Roofing Co., Toronto, have put a new skylight on the market which they call the "Acheson Barn Roof Light." The accompanying illustration shows style 6, which is the popular size and style. It is designed to let

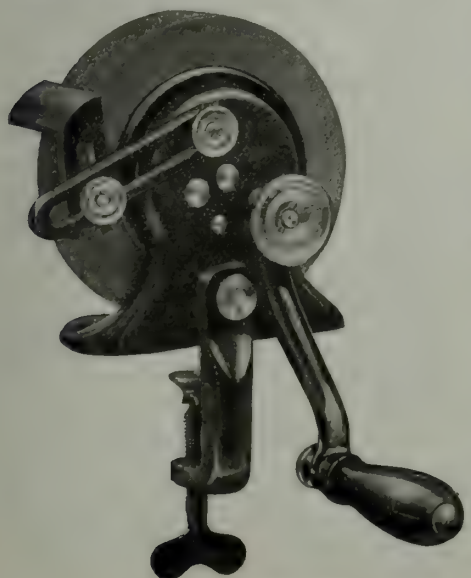


Barn Roof Lights.

sunshine and fresh air in and to let air, dust and chaff out. It has many advantages, serving as a ventilator and affording a way to climb onto the roof. In size it is 96 by 33 inches, and the sash raises 26 inches. The curb is solid wood, encased in metal with riveted joints and a strong but simple opening device.

ANOTHER LUTHER GRINDER.

A new machine just put out by the Luther Grinder Mfg. Co., Milwaukee, Wisconsin, is an efficient sharpening machine that can be packed into small space. This new Dimo-Grit Grinder No. 35 incorporates these points in a unique way.



Dimo-Grit Grinder.

All the mechanism of the machine is contained within the wheel itself. The wheel is hollowed out to contain a series of four driving gears and pinions. These produce a speed of twenty revolutions of the grinding wheel to every turn of the handle. All bearings are constructed in one piece, and everything is enclosed and dustproof. The machine is finished in red and black enamel. The wheel is of Dimo-Grit, the new "diamond" substance.

The space required for carrying this grinder is scarcely greater than the wheel itself. The wheel is 5½ inches in diameter, and the entire machine packs in a box 5¾ inches long. All the different parts, including the handle, clamp, tool rest, etc., can be easily and quickly taken apart for packing. Its particular use is to be found with carpenters for their tool chest, for miners, surveyors, prospectors, woodsmen and sportsmen, in fact, for all who have tools to be kept sharp, but who cannot have them in a permanent work shop.

A NEW LETTER BOX.

Something new in the house letter boxes has recently been brought out by the Ajax Hardware Mfg. Co., Military Road, Buffalo, N.Y. It consists of a leter box designed for city use.

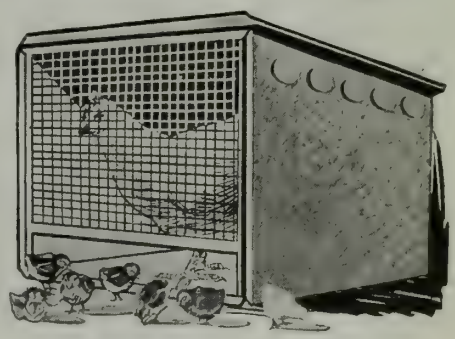
This mail box is equipped with a lock and key. The lock used is a genuine flat keyed lock of a standard make. The box is 10 1-2 inches high, 5 inches wide and 2 1-4 inches thick. It is long enough to hold a full size legal envelope, and its design and construction is such as to permit easy access to its contents.

TRI-ANGLE ALL-METAL CHICKEN COOP.

The Tri-Angle All-Metal Chick Coop is a novelty manufactured by the Tri-Angle Manufacturing Company, Freeport, Ill.

The Tri-Angle all-metal chicken coop has two important features. One is ventilation. On hot nights it is not necessary to close the coop by using the solid metal front. Simply take out the netting front and place it in upside down, and the chickens are safe from rats, weasels, etc., and as cool and comfortable as if in the open air. Another feature is that the top slides back so that the hen and chicks can be easily reached, and it allows the cop to dry out in a few minutes after washing, or after the chicks carry in mud after a rain, thus guaranteeing a dry and healthful place for the chickens.

The coop is made entirely of galvanized iron and weighs but 14 pounds. It folds flat in a small bundle.

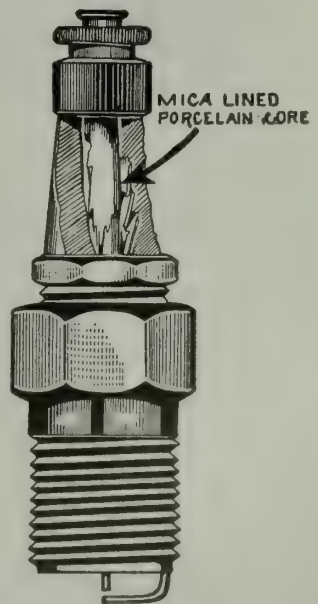


Tri-Angle All-Metal Coop.

A NEW STYLE SPARK PLUG.

The Smith Hardware Company, Montreal, is handling a new style of spark plug which will remove some of the automobilist's troubles, and also some of the troubles of the motor boat enthusiast.

The porcelain core has a mica lining, which prevents a break making a short circuit, as often occurs with an ordinary spark plug. This ordinary spark plug, when once broken, must be immediately replaced. The mica lined porcelain core, however, permits the plug working until such time as it may be conveniently replaced.



New Style of Spark Plug.

SEAMLESS TRIPLICATE PAILS.

Seamless triplicate pails of pure aluminum for fireless cookers are now a reality. They are drawn from heavy sheets of pure aluminum—seamless, have self-locking covers and "nest" with an accuracy of fit that shows how carefully



"Ideal" Seamless Triplicate Pails for Fireless Cookers.

the designing was done. Each pail has capacity for two quarts. The three together measure 9 1-2 inches in diameter. The object of these pails is to cook several things at one time in one compartment of a fireless cooker. They will operate in any fireless cooker, and are also splendid for cooking several things at one time over one burner of a gas or oil stove.



Seamless Triplicate Aluminum Pails.

LAUNCH SUPPLIES.

Sault Ste. Marie. — The Cochrane Hardware Co. are to the front with a bid for the launch trade. Recognizing the fact that the boating season is at hand, they are advertising parts and repairs for launches and motor boats. In a series of well-illustrated advertisements they are featuring the following lines:—Line cleats, brass propellers, polished brass side steering wheels, stuffing boxes, whistles, and brass fog horns, spark plugs, sailing lights, anchors, reverse gears, carburettors, tiller ropes, cable, marine paints, and spar varnish.

Fraudulent Marking of Glass

The following statements, given by one who is thoroughly in touch with the glass situation, are worth close consideration. The practice mentioned obtains, it is said, in many countries, although the Belgian manufacturers are now striving to prevent the placing of wrong quality marks.

Editor of Hardware and Metal:—

Those retail hardware dealers who have placed sheet glass import orders will do well to examine carefully the cases and contents of their purchases to see that they are receiving exactly that which they assumed they purchased.

During the winter the qualities 4th and 3rd, as pertaining to 16 oz. glass, have been used by some jobbers interchangeably, and those retail hardware dealers who are desirous of improving the quality of their stock have been given assurances by some importers that they are buying 3rds, when in reality they are buying nothing but 4ths. In many instances last year so-called 3rd quality was imported into Canada under the names of different brands of glass, but the marking "3rds" was omitted entirely from the box. In other instances, where the glass was sold not as any particular brand, but simply as 3rds, 16 oz., these markings were placed upon the cases while lying at the docks at Antwerp, the 4th marks having been erased. It is a notorious fact that during the season of 1911 thousands of cases were re-marked in this way.

This has proceeded to such an extent as to jeopardize the Belgian trade in this country, and the European manufacturers who are combined in a strong syndicate are taking steps to put a stop to this practice. The manufacturers themselves in the past have, to a certain extent, loaned themselves to this deception by reason of the fact that they have sold to the importers large quantities of glass omitting quality marks. The syndicate at the present time are taking steps to prohibit this practice, and to exercise their rights to the fullest extent, upon those engaging in it.

In their endeavor to preserve quality grades of Belgian glass the manufacturer needs the assistance of the retailer, who, in buying a quality such as 3rd, must, on receipt of the cases, not only be satisfied to get the glass, but to note carefully that the cases contain the original markings of the manufacturer, and also note that these markings have not been tampered with, and furthermore that the cases contain these markings, not simply a brand with the quality grade omitted.

In many instances the retailer in placing his import order is desirous of securing and pays an extra price to get 3rds. Unless 3rds are really delivered to him that extra price is simply extra profit to the importer. In other instances the retail buyer intends to buy 4ths, and on receipt of prices he finds that some jobber has quoted him 3rd quality at the same price as 4th quality. The import business is cut down so fine that no margin exists to allow of this, and that dealer quoting 3rds at this price knows full well that bona fide 3rds will never be supplied. To such an extent has this gone that in many instances during the past winter season 3rds quality have been quoted in competition with 4ths at prices which it is imposible to cover the cost of 3rds, to say nothing of any margin of profit.

It is to be hoped that those few importers who have been resorting to these practices will, if not in their own good, at least in the good of the entire trade, abandon such a course which cannot possibly lead to ultimate success.

Manufacturer.

FEATURING WALL PAPERS.

Transcona, Man.—B. C. Higgins, hardware dealer, is featuring his wall paper department. This has developed into an important branch of the business through aggressive management and well-arranged publicity.

Mr. Higgins is now devoting considerable advertising space to his wall paper stock, urging the important part that good wall paper plays in beautifying the home.

The Auto Strop Safety Razor Co., Toronto, have sent out notices that after May 1 extra blades for Auto Strop razors will be supplied only in packages of six and twelve, listing at 50 cents and $1.00 respectively, subject to the various discounts.

Current News of Hardware Trade

Stock Sold.

Ottawa, Ont. — The hardware and stove stock of the Ottawa Hardware Co. has been sold.

Using Motor Truck.

Montreal.—To help in the carrying of their goods, Brandram-Henderson have purchased a Packard three-ton motor truck.

Move to New Quarters.

Montreal.—The Canada Cement Company have moved from the Bank National building to more spacious quarters in the new Herald Building, Craig Street.

Have Moved Office.

Montreal.—Canadian Explosives, Limited, have moved from their old office in the C. P. R. Telegraph Building, 4 Hospital Street, to the new Transportation Building, which is bounded by St. James, St. Francois Xavier and Notre Dame Streets. The Canadian Explosives has secured a suite on the eighth floor.

James Walker Banquet.

Montreal.—The Social Club of the James Walker Hardware Company is an active organization, but never more active than on a recent evening when a banquet was given in honor of the hockey team. A fine repast had been prepared in The Castle Blend Tea Room, but full justice was finally done this and the toast list commenced.

"The Company" was proposed by Andrew Ross and replied to by Max Hill, the managing director.

"The Hockey Team" brought speeches from Messrs. Holden and Hadley. Messrs. Malone and Campbell spoke in connection with the toast to "The Staff;" while to Messrs. Irons and Morin fell the task of doing justice to "The Ladies."

William Hill, of the Yale and Towne Co., New York, was present, and was forced to speak when his company and himself were toasted.

Conditions are Good.

A. L. Woolf, Winnipeg manager for the Ontario Lantern and Lamp Co., has returned to Winnipeg from his spring trip through Alberta, Saskatchewan and Manitoba. Mr. Woolf reports every indication of a trade boom in the West this spring.

R. J. Douglas, of R. C. Jamieson & Co., has been indisposed for several days. He is expected back at the office shortly.

A. W. D. Wheaton, of Maberly, Ontario, was in Montreal on business during the week.

The staff of Lewis Bros., Montreal, are holding a euchre and dance on Friday evening, May 10th.

William Spinney, of Yarmouth, N. S., has been in Montreal this week. He is on a buying trip.

Becomes Montreal Manager.

Montreal.—G. T. H. Platt, second vice-president of the Hobbs Manufacturing Co., for the past four years manager



Geo. T. H. Platt.

of the branch at Winnipeg, has lately assumed the management of the business of the company at Montreal. L. R. Scott, until recently the manager at Montreal, has become treasurer of the company at their head office, at London, Ont. Mr. Platt has met with a wide measure of success in the West, and can be depended upon to conduct the business of the company at Montreal with equal credit.

Building New Store.

Balmoral, Man.—Owing to the steady increase of his business, D. McLaren, hardware dealer, is building a fine new store. It will be 50 by 30, two storeys in height, and with basement. The ground floor will be used for the hardware stock and the second floor will be used for furniture. Mr. McLaren is installing a hoist to carry the furniture to the upper storey.

Business Changes.

Lajord, Sask.—The hardware and implement business belonging to the estate of J. A. Berg, has been sold to H. A. Hanson.

Arcola, Sask.—John R. Mears, hardware dealer, has been succeeded by Wesley A. Youngblind.

Mitchell, Ont.—F. A. Campbell, who has sold out his hardware business to Fred A. Moses, of Cobalt, has conducted his store here most successfully for the last twenty-four years, and is one of the best known hardwaremen in this section. Mr. Moses is now in possession.

Winnipeg.—A. J. Davies & Co. have started in the tinsmithing business in this city.

Dominion City, Man.—D. Phillips, hardware dealer, has sold out to R. Gillespie, of Rainy River, Ont.

Dilkie, Sask.—Billyard Bros. have started in the hardware business here.

Weston, Ontario.—Hugill & Cameron, hardware dealers, have dissolved partnership.

Calgary, Alta.—Maguire & Dixon, hardware dealers, have dissolved partnership. N. E. Dixon will continue the business.

Penhold, Alta.—W. H. Eyre, dealer in hardware, is reported to have sold out.

Strathmore, Alta.—P. G. Owen, hardware dealer. is giving up business.

Mitchell, Ont.—F. A. Campbell. hardwareman, has sold out.

Hedley, B.C.—E. M. Crooker, hardwareman, has sold to Ezra Mills.

Gainsboro', Sask.—J. B. Wilson is selling his hardware stock to Burke & Co.

Creelman, Sask.—M. E. Carruthers has taken over the hardware business of Wright & La Berge.

Shawinigan Falls, Que.—Beauchemin & Trudel have succeeded Beauchemin & Cie. in the hardware business here.

Toronto, Ont.—Oscar Knechtel, hardware dealer, Queen street east, has sold out.

Dominion City. — R. Gillespie, of Rainy River, has re-opened the hardware store lately occupied by D. Phillips. He has put in a new and up-to-date stock.

Woodville, Ont.—V. D. McPherson has been succeeded in the hardware business by Good & McEachern.

Weekly Market Report --- Metals

PRICES TEND UPWARD.

The metal situation shows no developments. The tendency in prices is all upward. Copper has advanced and the price of lead pipe has also been increased. Tin is as strong as ever.

The demand is large. The development of the country is so rapid that the consumption of metals is showing steady increases.

MONTREAL.

Montreal, May 2.—Still the upward movement of metals continues. Tin has advanced rapidly in the past few days. Copper, while it has not risen on the primary market, has necessarily been advanced locally, the old supplies which were secured at a lower market having been exhausted. Spelter is still hard to obtain, and lead has risen somewhat.

The high prices of the metals are causing but little worry, however; what anxiety there is rather results from the shortage of supplies. Yet even this is not worrying the handlers greatly, as ships are now nearing Montreal. A cargo of lead, indeed, is expected to land to-day.

Navigation Opening Brings Rush.

The opening of river navigation is causing great activity locally. Orders have been received from Quebec, to which place ships are already sailing. From other points at which river boats touch orders have come. These may not be filled for a week or so, but shipments will be sent out on the first boats, which will likely sail early next week.

For tin, lead and iron there is a healthy call; while brass and copper are in big demand. None of the stocks are large at the moment, with the single exception of tin.

Tin.—On the primary market the advance has been remarkable, prices now being quoted around the £211 mark. Statistics show that the reserve is smaller than usual, and that the shipments of Straits are also of lesser size. This seems to indicate a firm market, and prices locally are likely to rise rather than fall, although stocks are ample.

½ Cent a Pound Advance.

Copper.—The local rise of 50 cents a cwt. is not the result of any recent advance on the primary market, but is due to the local handlers having sold out the metal which they bought at a better market. To date they have given the retailers the benefit of their early purchases, having raised their figures as little as possible. Stocks, however, are small. Shipments may be expected shortly, but until they arrive some trouble will be experienced in filling orders.

Antimony.—Stocks small, but enough to meet the demand, which is hardly as large now as it was a fortnight ago.

Spelter.—Prices remain steady, but there is a scarcity of the metal locally. This is due to delay in freights. Some February spelter has arrived, but the March purchases are yet to be heard from. As things are at present it is quicker to get spelter from Europe than from East St. Louis.

Lead Pipe Rises.

Lead.—Following the advance in the pig, there has been another advance in lead pipe, the discount upon which—recently reduced from 25 to 22½ per cent. —has now been further reduced to 20 per cent. Wiping, formerly quoted at 23c, has been advanced to 23½.

A cargo of 80 tons is expected to reach port to-day. Much of this has been already sold, but there will be a large enough quantity left to fill all immediate orders.

Iron.—There is no great supply of this metal on hand. Some cargoes are on the way, but unless they arrive shortly it may be found necessary to advance the price.

TORONTO.

Toronto, May 2.—The situation in metals has not altered. That is, the upward tendency is as marked as ever, and there is continued scarcity in many lines.

The situation has one good feature. Metal men are too busy attending to the orders which are pouring in on them, to do any worrying. They recognize that prices are higher in some metals than they care perhaps to see, but the orders continue to come in, so it is taken for granted that the firmness in prices is not retarding trade one iota. There is, in addition, the assurance of continued activity, for stocks are said to be very light.

The one feature which is really causing some worry is the slowness shown by the railroads in handling freight traffic. Exasperating delays have occurred, both in receiving and shipping. The freight congestion has helped to make even more marked the scarcity which exists in some metals.

Tin.—There is continued strength in tin. While prices have not been changed locally, there is more of a tendency shown to quote the higher figures noted last week. There is a heavy demand, and it seems reasonable to assume that tin will hold around the 50 mark for some time to come.

The growth in tin consumption is really striking. Statistics show that the American deliveries for April were 5,400 tons, or 300 tons more than any previous month in the history of the trade; some 1,700 tons more than the average monthly deliveries during each of the years 1911, 1910, 1909, and 2,500 tons larger, or nearly double the monthly average deliveries of 1908 and 1907.

An Advance in Copper.

Copper.—Copper continues on the upward path and an advance of ½ cent has been made here. The price is now pretty high, and metal men are divided in their views as to whether the metal will advance beyond the present figure or not. Certainly, however, the present price is being firmly maintained, and the demand continues so strong that there is absolutely no reason to expect the price to recede.

Lead.—The tendency in lead has been toward higher prices, though no change has been made here yet. Quotations are all firm. There is a large demand and stocks are said to be lower than is deemed advisable. While not as difficult to obtain as some other metals, lead has not been forthcoming in large supplies.

An advance has been made in lead pipe, the discount being cut to 20 per cent.

Spelter. — The situation here is but little improved. There is little spelter in sight, although speedy relief is anticipated.

Plates and Sheets.—The firm tendency noted in plates and sheets has been maintained. There is a splendid demand, and the stocks are, on the whole, quite satisfactory.

APPRECIATES LETTER BOX.

Editor Hardware and Metal,—"I must thank you for the trouble you have taken to give me the correct information about squaring hand shears.

"Every time I have had to enquire for some special goods, you have always looked into the matter carefully and your information is always useful to me."

"E. BOUCHER."

Weekly Market Report --- Hardware

ADVANCES RECORDED.

The week has been featured by important price changes. All brass goods — bibbcocks and valves, sleigh bells, etc. — have been put up about 10 per cent. in price. Cotton goods, clotheslines and sash cords have advanced in a like degree. Another increase has been made in lead pipe, 2½ per cent. having been clipped off the discount.

Business has been exceptionally brisk in all sections.

MONTREAL.

Montreal, May 2.—More price changes are reported this week; none of great importance, yet the lower figure asked for one line of goods will mean that the retailer will be able to find a readier sale for the various models; and the increase in other articles is of some moment since it indicates what may be expected in the future.

Thermos bottles may be purchased which have dropped in price. Various causes are given, but it would appear that German competition is making a lower price level seem necessary. New Thermos bottles can be purchased by the retailer as low as $1.15, while $1.75 used to be about the rock bottom price.

Brass Going Up.

Brass goods generally have moved upward. This rise was predicted some time ago, the steady advance in coppermaking an upward revision seem a certainty. As yet builders' hardware lines have not been advanced, but it is expected that higher figures will be set before long. Dealers who are selling builders' hardware in good quantities might do well by buying fairly largely at the present time.

Cotton clothes lines and rope have also been advanced ten per cent., and there has been an upward movement in sash cord.

Generally business has been exceedingly good. Evidently the retailers are having a heavy call for spring lines, for they are urging the jobbers to give them prompt delivery of these goods. Sporting goods continue to move well, the opening of the trout season having been followed by a heavy demand for tackle.

Heavy Spring Buying.

Spring Goods.—These lines are being ordered largely. The demand now has become general, and the retail sales must be large since supplementary orders are pouring in. Garden tools are especially wanted, but lawn mowers, hose and similar lines are being bought largely.

Builders' Hardware. — Some of the factories are said to be somewhat slow in making deliveries, a fact which is explained by the large orders received. The purchase of these lines has now started in earnest. With the probability of an advance, it is likely that the demand will become even heavier in the coming week.

Tools, are moving briskly. Carpenters and other workmen are now busy upon outside work. They need new tools to complete their kits, and are buying in such good quantities that the retailers are demanding fresh supplies.

Various Lines Advanced.

Brass goods, as has been said, have moved up about 10 per cent. in price. Cupboard and drawer locks, and all English brass foundry material such as catches, knobs, and brass cocks are among the articles advanced. Compression bibbs too, are quoted 10 per cent. higher than a week ago.

Other lines of builders' hardware have not increased in price as yet, but the rise seems imminent.

Kitchenware.—Though tin continues to soar there has been no further rise in tinware, nor is there likely to be an advance for some little time. If the high price of the pig continues an advance will be made eventually, but hardly until business conditions improve across the border.

Rope Up Half Cent a Pound.

Cotton rope, and cotton clothes lines have been advanced 10 per cent., while sash cord has gone up ½ cent a pound.

Sporting Goods. — Here the warm weather is causing a great improvement in orders. The demand for baseball goods, lacrosse sticks, golf clubs, and fishing tackle has increased by leaps. Supplementary orders are now being received, which indicates clearly that the retailer is having little trouble in disposing of the goods.

TORONTO.

Toronto, May 2.—The past week has seen a number of important changes in price. Brass and copper goods have gone up and an advance has also been made in cotton goods.

In these lines there has been a steady upward tendency for some time past. The high price of metals is the primary cause.

To counterbalance this upward trend, steel goods have shown an easier tone since the first of the year. Stamped goods in quite a few lines are selling from 5 to 10 per cent. less than at this time last year. Thus the market is, on the whole, pretty well evened up, although all talk at the present time is of advances.

Business is extremely good. The local jobbing houses are handling a large volume of business, and shipments have been heavy; so heavy, in fact, that the railways are not making deliveries with any degree of promptitude. Many complaints are heard on that score.

Brass Goods Up.

The most important advance is with regard to brass goods. A general 10 per cent. increase has been declared on such lines as sleigh bells, bibb cocks and valves, builders' hardware into which copper and brass enter, and similar lines. This is due to the advance in copper and has been expected for some time. It is noted, however, that brass goods in Europe are not advancing. European trade conditions are always more steady and advances are not often made. It is said that the European manufacturers of brass tacks and similar lines laid in large supplies of copper before the advances in the price of that metal began.

Cotton Goods Up.

A 10 per cent. advance has been declared on cotton clothes lines and cords. Sash cord has advanced ½ cent a pound. These increases are not due to any recent development or shortage in cotton, but rather to a tendency for the market to right itself. Prices have been abnormally low, and the increases put into effect will tend to bring the scale up to a more fair basis.

A further increases has been declared in lead pipe, 2½ per cent. having been cut off the discount, making it 20 per cent.

Seasonable Goods.—There is a steady call for rakes, spades, hose, lawn mowers, sprinklers, wire netting and other goods of a similar nature. While most dealers stocked up in spring goods some time ago, plenty of sorting orders are now being received.

Household Goods.—There is a heavy trade being waged in graniteware, tinware and all household articles. Refrigerators are now in demand and some large orders are being filled.

Builders' Hardware.—Although business has been good right along, there was a marked stimulation this week. Orders became larger and heavier. It is quite apparent that the effect of the extensive building operations is making itself felt on the retail trade.

Sporting Goods.—Business is now at its briskest point. Jobbers state that they are doing more business than ever before in most lines. There has been an unusually heavy call for canvas gloves and mitts. Camping supplies are starting to move already. Baseball, lacrosse and tennis supplies are in splendid demand.

Weekly Western Market Report

Substantial Reductions in Canada Plates—Lead Pipe and Waste Advances—Price of Screws Adjusted—Market Quiet, But Trade is Reported to be Satisfactory.

Winnipeg, May 1.—With the filling of spring orders completed, there has been a somewhat quieter time in the wholesale hardware business here, but a sharp revival of activity is certain as soon as seeding is finished.

The weather has so far been very favorable to getting in the crop, and the area in wheat will be little if any short of last year's acreage.

The building season is now in full swing in Winnipeg and other towns, and the retail trade in tools and staple lines of builders' ware has been exceptionally good.

Building permits in Winnipeg already reach $4,500,000, almost the amount of first four months of 1911.

Prices are steady. There has been a sharp decline in Canada plates, and a rise of 10 cents on lead pipe and lead waste. Prices of screws have been adjusted. No sweeping changes are probable until the opening of navigation.

Collections are reported slow, but improving.

Winnipeg Hardware Quotations.

Ax Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

Augur Bits—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—$3.15 per keg base.

Wire nails, base, $2.80 Winnipeg; $2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c, to 20-inch gage, 29c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates.—Lower. Lead polish, 6 and 7-inch, $3.40; 8-inch, $3.65; full polish, 6 and 7-inch, $4.25; 8-inch, $4.50.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron—Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 6, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe—⅜ in., $3.25; ½ in., $4.05; ¾ in., $5.00; 1 in., $7.20; 1¼ in., $9.80; 1½ in., $11.80; 2 in., $15.30.

Galvanized Ware.—37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3.15; ¼ in., $2.30; ⅜ in., $2.35; ½ in., $3.15; ¾ in., $3.80; 1 in., $5.45; 1¼ in., $7.45; 1½ in., $8.95; 2 in., $11.55; 2½ in., $18.40; 3 in., $24.15; 3½ in., $32.25; 4 in., $36.75; 4½ in., $42.50; 5 in., $47.50; 6 in., $61.50; 7 in., $95.50; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead.—$4.75. Lead Pipe—$5.85.

Lead Waste—$6.85.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope — Sisal, 8¾; Pure Manilla, 10¾c; British Manilia, 9c; lath yard, 9¼c.

Staples.—Bright wire, $2.50 F.O.B. Fort William; $2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws.—Flat head iron, 87½ and 10; brass, 77½ and 10; round head iron, 82½ and 10; brass, 72½ and 10; coach, 87½ per cent.

Staples—Bright wire per cwt., $2.50 at Fort William, $2.90, Winnipeg.

A STRONGER TONE.

Cleveland, O., May 2. — The Iron Trade Review to-day says—

There has been a gradual absorption of inactive capacity in most lines of finished and semi-finished steel, with a consequent stronger tone to prices, during the past week. Independent producers of billets and sheet bars have taken the lead in advancing prices, being forced to such action by rapidly increasing consumption and limited supply. Pig iron buying has shown signs of increasing activity. Some important inquiries are out for basic and recent sales show no signs of weakening prices. The shortage of furnace coke is continuing in spite of favorable weather and labor conditions and prices are remarkably firm at higher levels. Some improvement is noted in the demand for light rails. Car buying by railroads has filled plate mills with business for some months ahead and is causing talk of a further advance in prices on this product. Pipe buying is active, but there is talk of severe competition in steel line pipe and oil country goods that is holding prices in check for the present. Merchant pipe is strong and prices firm.

COMPLETE COURSE IN SHEET METAL WORK.

(Continued from page 44)

The student will now readily see, that in drawing the patterns for cone-shaped articles it is only necessary to draw one-half of the plan, as twice this space can be set off on the stretchout; in fact, where space does not permit and both sides of the article are the same, it is only necessary to draw one-half of the pattern on paper, as twice the pattern can be laid off on the metal.

Methods of Retailing Paints and Varnishes

Connection Between Advertising and Paint

An Address by L. R. Greene Before the Montreal Publicity Association —He Tells How the Sales Can be Improved by Giving Due Publicity to the Paint Stock.

Some interesting hints upon advertising—hints which will be of value to retailers as to others—were given on Tuesday night, when L. R. Greene, Advertising Manager of the Sherwin-Williams Company of Canada, spoke before the Montreal Publicity Association.

Mr. Greene explained in starting one of his first experiences in advertising. He was working in Hamilton at the time, and a young lady of his acquaintance lost a hatpin. The method then generally accepted of locating lost articles was to put a notice in the Post Office—the place where most people gathered. This scheme the young lady tried, but without avail.

"Why don't you put an ad. in the paper?" asked Mr. Greene.

The young lady took his advice, and the very night after the ad. appeared, the pin was found in a pin cushion in the girl's room.

"That showed me right away," smiled Mr. Greene, "that advertising brings results."

Co-operation Essential.

Before the assembly of advertising specialists Mr. Greene made no attempt to theorize, but rather outlined principles as he had seen them employed, and as he had employed them. He spoke of the need of connecting the advertising with the sales department. Only by doing this can the best results possibly be obtained, and only by arranging for this co-operation can a great deal of waste be prevented.

In his company, Mr. Greene explained, there are three departments which work together—the one helping the other. First there is the advertising department, in which the advertising matter—the color cards and booklets—are prepared. Then there is the promotion department, which aims to promote new business; and lastly, there is the sales department. The promotion department acts as the link between the advertising department and the sales force. It receives the requests of the travellers, decides where advertising matter may best be sent, and starts the work of educating new dealers.

Mr. Greene spoke of the annual convention of the travellers and the advertising staff. This, he declared, has been of great value. Points which have appealed to the salesmen are there brought up. Suggestions are received as to the best time of advertising certain lines. The travellers are given some ideas of the time at which the various classes of advertising are to be sent out. Thus they go to their customers with a real lever. They can say, "Now, Mr. Blank, in May we are going to be advertising mixed paint in all parts of the country. That will be a great time for you to make a good display." Thus a good order can usually be secured, for the dealer will naturally be anxious to get the benefit of the extensive advertising.

Where the Dealer Comes In.

The traveller also can tell his customers at what season form letters will be ready. Thus the progressive dealer will have time to prepare for these. He can determine to whom he would like these letters sent, and can arrange a display which will carry along the advertising work started by the manufacturers.

Through the co-operation of the traveller, Mr. Greene also pointed out, a saving can be made in the amount of advertising assistance sent. The traveller recommends what color cards, and what posters should be sent. He knows the use that the dealer is making of them—and follows the old biblical rule, he secures most help for those who most help themselves.

"We find it better," stated Mr. Greene, "not to send a dealer too many helps at a time. If he gets a great pile they are likely to be lightly regarded, and to be given a place of retirement behind the counter. If, on the other hand, the helps are sent out a few at a time, but at frequent intervals, more thought is put on the uses to be made of them. The results therefore are better, both to the manufacturer and the retailer.

Early Opposition.

Mr. Greene spoke of the opposition which some of the old travellers had at first shown to the promotion department. They seemed to think that the



A splendid display of paints and accessories in the store window of Geo. Mathewson, Queen Street east, Toronto.

work of opening up new territory, and of securing new accounts, was for them alone. But soon the folly of this position was acknowledged, the travellers seeing that the promotion department was helping them, and that they were helping themselves by helping it. An instance was given. From a new customer there came an order for $200 worth of paint. This was the result of the promotion department's work. The order was not at once filled, but from the promotion department went a message to the dealer, advising him of the receipt of the letter, but saying that Mr. So and So, the company's representative, was in the district, and had been asked to call. The traveller did call. He assisted the dealer, explained the advertising help which would be given him, and instead of a $200 order he secured one for $400, all new business.

The discussion which followed Mr. Greene's address was of greater interest even than usual, and of especial interest to paint men.

Objection to Mixed Paints.

A member asked Mr. Greene why it is that certain painters seem to object to working with ready mixed paint. He said he had recently had his house painted, and when making the bargain with the painter, had asked that a certain ready mixed paint be used. "I'll use that if you like," the painter had replied, "but I won't guarantee the work."

"Painters like to mix their own paint," said Mr. Greene. "By this means they think they can effect a saving. Paints turned out by a good concern are blended scientifically, and are made of the very best material. It stands to reason," he urged, "that they should be better than the paint mixed in a haphazard way by the average painter."

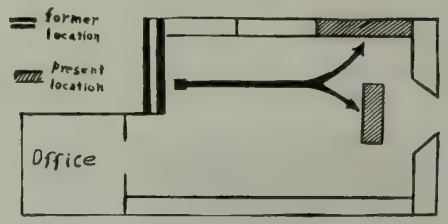
The Reward for Moving Paint Forward

Ten Dollars a Foot Was the Ratio of Gain of a Toronto Dealer —Why Paint Must be Given a Prominent Place in Store, if Big Sales are Desired.

One of the first essentials in conducting a paint department in the spring season is to place the stock in a prominent position. During the winter paint is given a rear position in the large majority of stores. As soon as spring arrives, it should be moved up. If allowed to remain at the back of the store, the paint will not sell as briskly as it should at this season of the year.

The experience of a Toronto dealer—whose name, by request, will not be mentioned—is worth quoting in this connection. Last spring, for the first time, he came to the conslusion that it would pay him to feature his paint stock. This conclusion was reached by reason of the building activity going on in the section where his store was located. "All these buildings will need paint," the dealer told himself, "so I might as well let them know I am selling paint."

He moved his stock up to the front of the store where it was quite prominent. Formerly it had occupied a row of inconspicuous shelves at the rear. The new location included a row of sgelves at the front on the right hand side of the entrance and a silent salesman directly fronting the door. The showcase was used for the display of brushes, glass cutters and articles of that nature. On the top varnishes and paint specialties in liberal assortment were arranged.



Showing change in position of paint department which brought gain in business.

The change was a striking one. Whereas, formerly the store, to a casual observer, showed no evidences of paint whatever, after the change the paint stock was the first to greet the eye of the incoming customer. It could not be lost sight of for a moment.

The dealer did not bestir himself in any other direction, except to put in an occasional window display of paints, but the effect on his sales was almost magical. During the months of April, May and June, his sales aggregated $300 more than during the same three months of the year before.

"I just moved the stock forward thirty feet," commented the dealer. "Ten dollars a foot is pretty good pay."

In order to make the change, he had displaced some household lines, moving it back to the place formerly occupied by the paint. His sales in the goods displaced did not suffer one iota, however. The change brought a clear gain.

Why it Pays.

It is not hard to understand why giving, if the matter were presented to the importance of the matter; on the contrary by his own inpays. Many people—a majority of people, perhaps—have not yet come to look upon paint as a necessity. Their homes may need paint badly and yet the fact may go unnoticed for years even. They would recognize the necessity of painting, if the matter were presented to them in the right light. The trouble is that they never give the matter any thought, whatever.

It will thus be seen that the dealer who keeps his paint stock in the rear, where it is seldom seen, very directly contributes toward the carelessness which people show on the subject of paint. He does nothing to bring his customers to a realization of the matter; on the contrary, by his own indifference, he helps to confirm them in theirs. There is nothing in the store to keep recalling paint and its possibilities to them.

But when the dealer arranges his stock to give prominence to paint, the effect is directly opposite. People see paint every time they enter the store. They must unconsciously give some thought to it; some connection in their thoughts will inevitably be established between the paint stock in Jones' hardware store and the dilapidated, unkempt appearance of the front verandah at home. That connection of ideas is bound to come in time. If the dealer does anything to foster it. If he puts in an admonitory word now and then, explaining the good results which can be obtained at a small cost, the chances of making a sale are large.

That is how it works. That is why the dealer, quoted above, cleared $10 for every foot forward that he moved his paint department.

J. H. Lauer Resigns.

Montreal.—J. H. Lauer, for seven years secretary-treasurer and manager of the Montreal Builders' Exchange, has resigned. He has been offered the management of a mercantile concern which Mr. Lauer does not think he should refuse. His place will be hard to fill.

Appointed Agent.

Montreal. — William H. Evans has been appointed sole agent for Messrs. Wilckes, Martin, Wilckes Company ,of New York, makers of fine lampblack.

Mr. Evans has taken an office in the Commercial Union Bldg., St. James Street, Montreal.

There's Money in the ML Line

ML goods are made to build up trade for our dealers and ourselves. They have to be good, and they are good because we've been in business for 20 years—long enough to know that the way to succeed is to give full honest value for every dollar's worth we sell.





M L PAINTS

Under weather tests ML Paints have stood up better than the many "best" paints in the market. You can surely get particular trade with ML Paints.

M L FLOORGLAZE

A quick drying, glossy, wear-resisting finish—good for any paint purpose. In solid and transparent effects. Many shades. Well advertised.

ELASTILITE VARNISH

A favorite with folk who know that quality pays though it seems to cost more at first. Elastilite is splendid for any varnish need, indoors or out.

DECORATIVE AID DEPARTMENT---A Help for Every Decorator and Dealer. Color schemes, and technical information given, by which any dealer may sell exactly the right paints in the right shades to properly decorate any house. Stencil designs, etc., included in information. This plan helps you get more business. Services are free. Write for Decorative Aid Booklet.

Many other good members in the ML Line. Get price list, color cards and samples soon, from

Imperial Varnish and Color Company, Limited, Toronto

6-24 Morse St., Toronto 108 Princess St., Winnipeg 365 Water St., Vancouver

MAGNETS

TALK NO. 3---FULL VALUE

The most powerful of magnets is value—full value. Continuous patronage is attracted only by magnetic value. Forceful advertising will get new customers, but it takes "full value received" to hold them.

Full value in paint means efficiency, serviceability and economy by use of the paint—the working and hiding quality, covering capacity and durability.

Lowe Brothers "High Standard" Liquid Paint

"The Paint of Proven Performance" represents the maximum of magnetic power. Its successful sale is promoted by magnetic advertising and sustained by magnetic value. The first magnet draws custom—the second magnet keeps custom.

The magnetic features of Lowe Brothers' Agency will build business for dealer agents, just as the sun's magnetic rays lifts water to the clouds.

Think it over—then write us.

Lyon-Monkhouse Limited
171 James Street
Winnipeg, Man.

Lowe Brothers LIMITED

TORONTO
Dayton Boston
Kansas City
Chicago New York

Weekly Market Report --- Paints

A HEALTHY BOOM.

Phenomenal advances in the demand for paint are reported from all sections. Manufacturers now speak as though assured of the largest year in the history of the country. Certainly, the demand at the present time is sufficiently large to tax the capacity of the various firms.

A firm tendency is noted in prices. Turpentine and oil have advanced, and there is still much talk of an advance in white lead, the latter contingency being expected any day now.

MONTREAL.

Montreal, May 2.—With manufacturers runing their plants Saturday afternoons and evenings; with undelivered orders piling up in the offices; with demands for exceptionally large quantities of a certain class of article being answered by intimations that owing to the unprecedented demand immediate shipment of the whole quantity cannot be guaranteed; it becomes very evident that the paint business is booming.

But the word boom has been abused of late. The paint industry is not making any sudden spurt which will soon die out. It has rather gathered more speed, and all signs point to the likelihood of there being a still further increase, rather than a decrease, in the coming months.

Exceptional Advances.

1912 to date has been an exceptional year. One firm reports that the volume of business done during the first four months is greatly in excess of that done during the same period in 1911—thousands of dollars in excess. The same satisfactory conditions are reported by other manufacturers. The only trouble, at the present time, indeed, is to turn out goods fast enough—that and to get supplies of raw materials.

There seems no keeping up with the orders. Such is the report from all sides. The retailers are going about their selling in the right way. They are getting the business, as is shown, not only by their own statements, but also by the word of the manufacturers who have many supplementary orders to substantiate their words.

Trouble With Cartage.

The cartage problem is causing some trouble. May 1 is moving day in Montreal. Drays are at a premium. This makes it just a little harder for the manufacturers to get their goods to the railways.

But the general healthy state of business causes such minor troubles to be regarded lightly. To the retailers, however, these delays are serious, for the stocks on their shelves decrease rapidly. The retailers, however, are themselves to blame to some extent. They should have placed their orders earlier.

No price changes are quoted, though there is a tendency to charge a higher price for linseed. White lead, too, seems about to advance.

Turpentine.—There is little to report here. Supplies are fair, and still sales are being made at 70c.

Advance in Lead Coming.

White Lead.—With pig going up steadily, the coming of an advance in white lead seems only a question of time. When this higher figure will be struck is somewhat of a question, but probabilities are that in two weeks an advance of 10c a cwt. will be announced. Orders, it would seem, might well be placed now. The dealer has nothing to lose and there is a good possibility of effecting a substantial saving.

Trouble With Delivery.

Mixed Paint.—Here the orders are piling in. Stocks are low, for the goods are being taken to the railways, almost as soon as made. To facilitate prompt shipment manufacturers are having carts left in the yard, and loaded during the night so that they can be drawn away first thing in the morning. But even with such schemes as this it is impossible to keep up with the orders. Paint is being used all over the Dominion, and there is litle rest for the makers.

—

TORONTO.

Toronto, May 2.—There has been a heavy demand for all lines. Business in paint has continued just as brisk as ever. Dealers are sending in repeat orders now for large bulk, showing that the demand on the part of the bulk has attained to full spring proportions. There is a marked stimulus in the call for oil and turpentine. Outside painting is now heavy. Oil and turpentine have responded to outside conditions and advanced slightly in price.

Oil is Higher.

Linseed Oil.—There has been a 2 cent advance in linseed oil, making local quotations 98 cents for raw and $1.01 for boiled. Everything tends to continued firmness in the price of oil. It is stated that there have been further advances in Great Britain, and that the market price there is relatively higher than the quotations prevailing here. In addition, the Canadian crushers find the price of flaxseed in the north-west firmly maintained. As the bulk of the seed for the year has reached the market, there does not seem to be any possibility of decline, so the price of linseed oil will be firm for some months to come.

"Turps" Also Firmer.

Turpentine has been doing a little fluctuating lately. Late last week a tentative decline to 68 cents was registered, some houses quoting one cent less than that. Then word came of a sharp advance at Savannah and Jacksonville, where prices have gone up about 5 cents per gallon, wine measure, which would mean an advance in Canada of 6 cents per gallon, imperial measure. Jobbers were compelled, accordingly, to advance the price here They have put the selling price at 70 cents, and, as this does not by any means cover the advance in the laid-down cost, a further increase would not cause any surprise. An operator in turpentine, in the State of Georgia, writing to the trade journal there, says that the producers of turpentine have already lost one dipping on the best timber in Georgia for the year, and he claims that this timber on which the loss of one-third or more of the total product of gum is usually taken, has made a very great reduction in the total amount of turpentine produced this year. The writer also claims that there has been a lot of timber blown down by storms, which is another material factor in the reduction of the quantity produced. Labor conditions are also said to be making trouble, so that the producers of turpentine under present prices are very much discouraged with the year's outlook unless prices are further advanced.

White Lead Firm.

White Lead.—Prices still remain the same, but local jobbers state that they expect an "upward revision" any day. There is a first-class demand for this season of the year.

Glass.—The glass trade is rather quiet and considerably unsettled. Some uncertainty exists as to future prices, and in the meantime there is no particular desire to sell manifested.

Putty.—The demand continues very active for this season. Prices are as follows:—Standard bulk in casks, $2.20; in 100-lb. drums, $2.40; in 25-lb. drums, $2.50; bladder, in barrels, $2.65. Pure putty prices are as follows:—Bulk, in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.



Exterior View, Basilica, Quebec



Interior View, Basilica, Quebec

Decorated with Brandram's B.B. Genuine White Lead, by La Compagnie Gauthier & Frere, Inc., Quebec

SIXTY CHURCHES

Including two of Canada's most Historic and Famous—

THE BASILICA OF Ste. ANNE de BEAUPRE **THE BASILICA, QUEBEC**

Painted and Decorated with . . .

Brandram's B.B. Genuine White Lead

Established in 1868 **292 St. Joseph St.** **Telephone 2300**

LA COMPAGNIE GAUTHIER & FRERE,
Painters, Decorators, etc.

Quebec, 4 Fevrier, 1910.

MM. Brandram-Henderson, Limited,
Montreal.

Messieurs :—Nous soussignés déclarons avoir employé la peinture **Brandram B.B. Genuine** depuis un grand nombre d'années.

Nous l'avons employé au peinturage d'au moins soixante églises entre autres, la Basilique de Québec et la Basilique de Ste Anne de Beaupré et elle nous a toujours donné entière satisfaction.

Aucune peinture ne peut rivaliser avec cette marque.

Vos tous dévoués,

LA COMPAGNIE GAUTHIER & FRERE,
Per JOS. GAUTHIER, President.

Established in 1868 **292 St. Joseph St.** **Telephone 2300**

LA COMPAGNIE GAUTHIER & FRERE,
Painters, Decorators, etc.

Quebec, Feb. 4th, 1910.

Messrs. Brandram-Henderson, Limited,
Montreal.

Gentlemen :—We, the undersigned, declare that we have used **Brandram's B.B. Genuine White Lead** for a great number of years.

We used this White Lead in the painting of at least sixty churches, among which are the Basilic of Quebec, and the Basilic of Ste. Anne de Beaupré, and it has always proven entirely satisfactory.

There is no White Lead that can come up to the standard of this brand.

Yours truly,

LA COMPAGNIE GAUTHIER & FRERE,
Per JOS. GAUTHIER.

Made by the only Corroders and Grinders of White Lead in Canada:

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb..8 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 20	2 20
Heads, per 100 lb.	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ in.	9 50	9 00
" " 2 "	8 25	8 50
" " 2½ "	10 50	10 00
" " 3 "	12 00	12 10
" " 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge... 0 24
Rods, base ½ to 1 inch, round.. 0 20
Tubing, seamless base, per lb.. 0 23
Tubing, iron pipe size , 1 inch base 0 23
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ per cent.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and finaged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot	17 50
Cut lengths, round bars, ½ to 2 in.	24 00
Plain sheets, 14 oz., 14x48 inches, 14x60 inches	26 00
Copper sheet, tinned, 14x60, 14 oz.	27 00
Copper sheet, planished, 14x60, base,	34 00
Braziers', insheets, 6x4	26 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto
Canadian foundry, No. 1		19 50
Canadian foundry, No. 2		19 00
Middlesboro, No. 3 pig iron	18 00	19 00
Summerlee, No. 2 pig iron	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles $ ..... base	2 50	2 50
Common bar, per 100 lb.	1 90	2 05
Forged iron, per 100 lb.	2 05	2 20
Refined iron, per 100 lb.	2 15	2 30
Horseshoe iron, per 100 lb.	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

Cold Rolled Shafting.

9-16 to 11-16 inch		0 06
¾ to 1 7-16 inch		0 05½
1 7-16 to 3 inch		0 65

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal.	Toronto
10 gauge	2 30	2 50
12 gauge	2 30	2 55
14 gauge	2 20	2 35
17 gauge	2 20	2 45
18 gauge	2 20	2 45
20 gauge	2 20	2 45
22 gauge	2 25	2 55
24 gauge	2 25	2 55
26 gauge	2 35	2 65
28 gauge	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
20x28x80	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 gauge, per square	5 00
26 gauge, per square	3 85
28 gauge, per square	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—	
22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	345
26 gauge, American	3 85	3 50
28 gauge, (26 English)	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜-inch	$ 5 50	66 p.c.	51 p.c.
½-inch	8 50	71 p.c.	60 p.c.
¾-inch	11 50	75 p.c.	65 p.c.
1-inch	16 50	75 p.c.	65 p.c.
1¼-inch	22 50	75 p.c.	65 p.c.
1½-inch	27 00	75 p.c.	65 p.c.
2-inch	36 00	76½p.c.	66½p.c.
2½-inch	57 50	76½p.c.	66½p.c.
3-inch	75 50	76½p.c.	66½p.c.
3½-inch	95 00	75 p.c.	65 p.c.
4-inch	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00.

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15x24, $2; 18x30, $2.35; 18x36, $3.50.

HEATING APPARATUS

Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50, 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers' buying prices:

	Montreal	Toronto
Heavy ocpper and wire, lb.	0 11	0 11¼
Light copper bottoms	0 09	0 09¾
Heavy red brass	0 10	0 10½
Heavy yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	0 02	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb.	4 95	5 05
Imported pig, per 100 lb.	4 95	5 05
Bar pig, per 100 lb.	5 20	5 30
Sheets, 2½ lb. sq. ft. by roll	5 20	5 30
Sheets, 3 to 6 lb., ft.	4 90	5 00

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE.

Lead Pipe and Waste, 20 p.c.
Caulking lead, 4¾c. per pound.
Traps and bends, 45 per cent.

SOLDER.

	Per lb. Montreal.	Toronto
Bar, half-and-half, guaranteed	0 25	0 26½
Wiping	0 23½	0 24

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks	8 50	8 50

SPELTER.

Foreign, per 100 lb. 7 50 7 25

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lb.$49 50 $50 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—	
I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double.

Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base		4 50
I X, 14x20 base		5 25
I X X, 14x20 base		6 00

Bright Cokes

Bessemer Steel—		
I C, 14x20 base		4 25
20x28, double box		8 50

Charcoal Plates—Terne

Dean or J. G. Grade—		
I C, 20x28, 112 sheets		7 50
I X, Terne Tin		9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
XX, 14x56, 50 sheet bxs.) XX, 14x60, 50 sheet bxs.) XX, 14x65, 50 sheet bxs.)		7 00

Tinned Sheets.

72x30 up to 24 gauge, case lots	8 00	7 35
72x30 up to 26 gauge, case lots		7 85

WIRE.

Annealed Cut Hay Bailing Wire.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.

High Carbon, No. 9, $2.00 in cars.

Fine Steel Wire.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c.; oiling, 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

Hay Wire in Coils.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

Galvanized Wire.

From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

Poultry Netting.

2-in. mesh, 19 w.g., 60 and 2½ p.c. off.
Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

Smooth Steel Wire.

No. 0-9 gauge, $2.25 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c, spring wire $1.25, bright soft drawn 15c, charcoal (extra quality) $1.25, packed in casks or cases 15c, bagging and paperings 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks, 50c, in ½-lb. hanks, 75c., in ¼-lb. hanks, $1.

Wire Cloth.

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

Wire Fencing.

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

Wire Rope.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5, 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized	2 80
Plain	2 50

Paints, Oils and Glass 2 50

Barn Paint.

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

Beeswax.

Per lb. 0 40

Chemicals.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05¼
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

Colors in Oil.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb. irons	0 05

Enamels.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.	Per lb.
French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" solder sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c, ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

Paris Green.

	Montreal	Toronto
Drums, 50 and 100 lbs.	0 16¾	0 16½
Packets, 1-lb., 100 in case.	0 18½	0 18¾
" ½-lb. "	0 20½	0 20¾
Tins, 1-lb., 100 in case	0 19½	0 19¾

Paris White.

In bbls.	0 90

Pigments.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

Prepared Paints.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 60
Ramsay's paints, Thistle	1 30
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	
Jamieson's Crown and Anchor brand	1 60

IF you would have a Busy and Prosperous Store, give special thought and study to the development of each department.

The Paint department is one that should be an excellent profit producer. To make it such sell a good clean cut stock, of quality goods, supported by the manufacturers co-operation, i.e., the Common Sense kind that brings trade to your store. **Minerva Paint Products** and the Pinchin-Johnson Company's co-operative selling plan lead the way to bigger business and better dividends from your Paint Department.

It is not fair to your business to neglect investigating the **Minerva** Proposition.

PINCHIN-JOHNSON & CO. (Canada), Limited
377-387 Carlaw Avenue, Toronto

K 70

Steel Tanks and Self-Measuring Pumps for Paint Oils

They avoid all the loss and inconvenience sustained under the old method. The steel tanks are air-tight and will not permit the oil to gum or stick. The pumps measure the oil according to the Imperial Standard, directly into the customer's can. They count the gallons pumped and compute the charge for fractional gallons.

THE BOWSER PAINT OIL SYSTEM

will put every cent of profit into your pocket, where it belongs. With a Bowser your paint oil department will be as clean and inviting as your shelf hardware department. It draws trade.

Why not investigate now and be ready for spring. Your fellow merchants are using them. They'll help you. Ask for book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO
66-68 FRASER AVENUE

For Twenty-seven Years Manufacturers of Self-measuring Pumps, Tanks, Gasoline and Oil Storage Systems, Self-registering Pipe Line Measures, Dry Cleaning Systems, etc.

Do you know any of these Bowser users?

Samuel Hobbs,
1434 Queen St. W.
Toronto

Geo. Ecclestone,
Bracebridge, Ont.

Manville Hardware Company,
Prince Albert, Sask.

J. H. Ashdown,
Calgary, Alta.

Arthur Latham,
Moose Jaw, Sask.

Cochrane Hardware Company
Toronto

Peart Bros.
Regina, Sask.

Plaster of Paris.

Per barrel	0 30

Pine Tar.

Half-pint tins, per dozen	0 60

Putty.

	Standard
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders, in bbls.	2 75

Red Dry Lead.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs "	5 25	5 25
No. 1 casks, per 100 lbs.	4 25	4 25
No. 1 kegs, per 100 lbs.	4 75	4 75

Shingle Stains.

In 5-gallon buckets	0 75

Turpentine and Oil.

	Montreal	Toronto
Can. Prime white petroleum, gal.	0 14	0 12
U.S. Water white "	0 15½	0 13½
U.S. Pratt's astral "	0 19	0 15½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal. single bbls		0 15½
Pure Turpentine, single bbls	0 70	0 70
Wood Turpentine		0 60
Turpentine, second run		0 60
Linseed Oil " raw	0 93	0 98
" " boiled	0 96	1 01
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

Varnishes.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" Union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps, brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 85
Elastilite varnish		1 25
Copaline varnish		2 25
Granitine floor finish		2 25
Jamieson's floor enamel		1 75
Sherwin-Williams kopal varnish.		2 50
Canada Paint Co.'s sun varnish.		2 25
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Ltd. "Gold Medal," in cases		2 25
Dependon Lt. H. Oil Finish		8 75
Everlastic Floor		14 25
Flattine floor finish		3 00
Elastica exterior finish		4 25
Stovepipe varnish, ½ pints, per gross		8 00
Pure white shellac varnish, in barrels		1 75
Pure orange shellac varnish, in barrels		1 60
No. 1 orange shellac varnish, in barrels		1 30

Window Glass.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 25 p.c. and 30 p.c.

Montreal prices, no discount.

Size United Inches	Star
Under 26	$ 3 05
26 to 40	3 25
41 to 50	3 65
51 to 60	3 90
61 to 70	4 15

White Lead Ground in Oil.

	Montreal Per 100 lb.	Toronto
"Anchor," pure	6 85	7 00
Brandram's B.B. Genuine	7 85	8 00
C.P.C. decorators, pure	6 85	7 00
Crown and Anchor, pure.	6 85	7 00
Elephant Genuine	7 10	7 25
Essex Genuine (Windsor).		7 00
Island City Decorators' Pure	6 85	7 00
Lily Pure	6 85	7 00
Moore's Pure White Lead		7 00
Monarch (Windsor)		6 60
Munro's Select Flake White	7 10	7 25
Purity, C.O. Co.'s Ltd.		6 50
Ramsay's Pure Lead	6 85	7 00
Ramsay's Exterior	6 60	6 75
Sterling Pure		7 00
Tiger Pure	6 85	7 00

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over, 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

White Zinc (Dry)

Extra Red Seal, V.M.	0 07½

White Zinc in Oil.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2 " "	0 05¾

Whiting.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE.

Adzes.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

Axles and Hatchets.

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	5 00
Barrell hatchets	5 50	6 85

Anvils.

Taylor-Forbes, prospectors	0 05¾
Buckworth, per lb.	0 10¼

Ammunition.

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust, $7.50 per 100 lbs. Discount 25 per cent.; cash discount, 2 per cent. 30 days; net extras as follows, subject to cash discount only; Chilled, 40c; buck and seal, 80c; no. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

Augers and Bits.

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

Barn Door Hangers.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, dozen sets		6 50
Standard jointed hangers, dozen sets		6 45
Steel King hangers, doz. sets		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25
Chicago Friction, Oscillating and Twin Hangers, 5 per cent.		Big
Steel, track, 1 x 3-16 in. (100 ft.).		3 25

Barn Door Latches.

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Bells.

Door bells, push and turn, 45 and 10 p.c.

Cow bells, 65 p.c.

Sleigh bells, shaft and hames, pair, 22c up.

Sleigh bells, body straps, each, $1.15 up.

Farm bells, No. 1, $1.65.

Belting.

Extra, 60, 10 and 10 per cent.

Standard, 60, 10, 10 and 10 per cent.

No. 1, not wider than 6 in., 60, 10, 10 and 10.

Agricultural, not wider than 4 in., 75 per cent.

Lace leather, per side, 80c; cut laces, 85c.

Bird Cages.

Brass and Japanned, 40 p.c.

Bolts and Nuts.

	Per cent.
Carriage Bolts, common, new, $1 list.	
Carriage Bolts, ⅜ and smaller	70
Carriage Bolts, 7-16 and up	
Carriage Bolts, Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less.	60, 10 & 10
Machine Bolts, 7-16 and up.	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 and larger	55 and 05
Coach Screw, new list	7

Nuts, square, all sizes, 4¼c per lb. off.

Nuts, hexagon, all sizes, 4½c per lb. off.

Stove rods, per lb., 5½ to 6c.

Stove Bolts, 80.

Building Paper, etc.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2 "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain and tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs.	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60", per 100 lb.	3 00
2 Ply Ready Roofing, per sq.	0 70
3 Ply Ready Roofing, per sq.	0 95
2 Ply complete, per roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, brls., per gal.	0 15
Liquid tins Cement	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb.	0 06
Nails, per lb.	0 05
Mop cotton, per lb.	0 15

Butts.

Plated, bower barff & Nickel, No. 241, 45 per cent.

Wrought brass, 45 p.c. off revised list.

Cast iron loose pin, 60 p.c.

Wrought steel fast joint and loose pin, 70 p.c.

Crescent brands, 70 per cent.

Cement and Firebrick.

Canadian Portland, bags, per bbl.	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood.		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton.		5 50

Chalk and Pencils.

Carpenters Colored, per gross	0 65	0 80
" lead pencils, p. gr	2 40	6 75

Chisels.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

Chain.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack-chain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

Churns.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

Clamps.

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

Conductor Pipe.

2	inch, in	10	foot lengths	3 30
3	"	"	"	4 00
4	"	"	"	5 28
5	"	"	"	7 26
6	"	"	"	8 80

Cotter Pins.

Cotter pins, 90 p.c. Montreal.

Copper and Nickel Ware.

Copper boilers, kettles,	47½ p.c.
Copper tea and coffee pots,	42½ p.c.
Copper pitts,	27½ per cent.
Foundry goods, hollow ware,	45 p.c.

Door Knobs.

Canadian knobs, 45 and 10 per cent.

Porcelain, mineral and jet knobs, net list.

Door Sets.

Canadian, 45 and 10 per cent.

Door pulls, 60 per cent.

Door Hangers (Parlor)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

Door Springs.

Chicago (coil), 25 per cent.

Reliance (coil), 20 per cent.

Draw Knives.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

Drills.

Bit stock drills, 2-32 in., doz. 0 67

Escutcheon Pins.

Steel, discount 50 per cent.

Brass, 55 per cent.

Eavetroughs.

8	inch in	100	foot lengths	2 90
10	"	"	"	3 15
12	"	"	"	3 68
15	"	"	"	5 25

Add extra 10c per 100 ft. O.G. Round Bead Trough.

Factory Milk Cans.

Milk cans and pails, 35 p.c.

Hand delivery and creamery cans, 40 p.c.

Railways cans, 45 p.c.

Cream cans, 40 p.c.

Creamery trimmings, 75 and 12½ p.c.

Faucets.

Common, cork-lined, 35 per cent

Farrier Knives.

Buckworth, 50 p.c.

Files and Rasps.

	Per cent.
Disston's	70 and 1
Great Western, American	70 and 1
Kearney & Foot, Arcade	70 and 1
J. Barton Smith, Eagle	70 and 1
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62 2-3
Jowett's (English list)	27½
Spear & Jackson (English list)	35

Forges.

Blacksmiths portable, 135 lbs.	9 85

Galvanized Ware.

Dufferin pattern pails, 45 per cent.

Flaring pattern, 45 per cent.

Galvanized washtubs, 45 per cent.

Grindstones.

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

Hammers.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09

Harvest Tools.

50 and 5 per cent.

Sidewalk and stable scrapers, net $2.25.

Wood hay rakes, 40 and 10 per cent.

Lawn rakes, net.

Halters (Snap and Ring).

Jute Rope, ⅝-inch, per gross	8 00
" " ½-inch, per gross	10 50
" " ⅝-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1¼-inch, per doz.	5 20
Web	2 45

Sisal Halters (Snap and Ring).

⅝-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

Hinges.

Blind, discount 50 per cent.

Heavy T and strap, 4-in., 100 lb. net	7 25
Heavy T and strap, 5-in., 100 lb. net	7 00
Heavy T and strap, 6-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 50
Heavy T and strap, 10-in. and larger	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—

under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50

Crate hinges and back flaps, 65 and 5 p.c.

Chest hinges and hinge hasps, 65 p.c.

Hinges (Spring)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.

Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.

Chicago hold back screen door, iron, gro., $12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface floor (6,000), 45 p.c.

Garden City fire house hinges, 12½ p.c.

"Chief" floor hinge, 50 p.c.

Hooks.

Wrought iron hooks and staples—	
¼ x 5, per gross	2 25
5-16 x 5, per gross	3 40

Bright wire screw eyes, 60 p.c.

Bright steel gate hooks and staples.

Iron screw hooks, 60 and 20 p.c.

Iron gate hooks and eyes, 60 & 20 p.c.

Crescent hat and coat wire, 60 p.c.

Stove pipe eyes, kitchen and square hooks, 60 p.c.

Horse Nails.

M.R.M. cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

Horseshoes.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

Horse Weights.

Taylor-Forbes, 4¼c.

Ice Cream Freezers.

White Mountain, 5c per lb.

BLACK DIAMOND
ALEX·McARTHUR & CO·
LIMITED.
MONTREAL.
REGISTERED TRADE MARK

Black Diamond TARRED FELT

Is a necessity for every up-to-date house, because it keeps the house warm in winter and cool in summer.

It is made of the highest-grade material and guaranteed to last as long as the house on which it is used.

We also make a full line of wrapping papers.

F. J. COX, Winnipeg, - Western Agent

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BRAND
WINDOW
GLASS



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BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

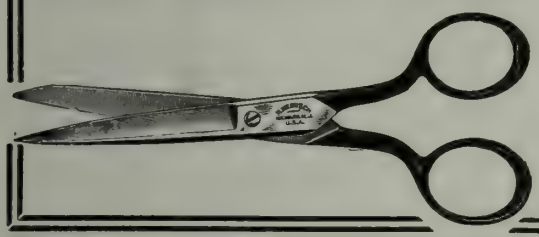
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

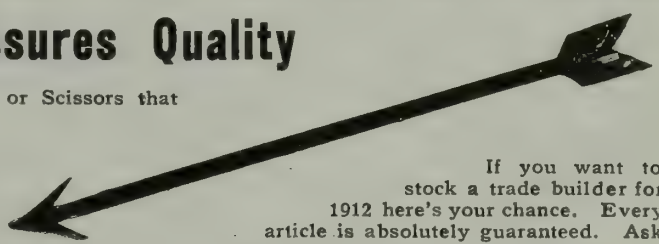
DON ROADWAY TORONTO

The Name "HEINISCH" Assures Quality

when it is applied to Tailor Shears, Tinners' Snips, Shears or Scissors that are manufactured by us.

85 years of practical experience in their manufacture accounts for their superiority over other makes.

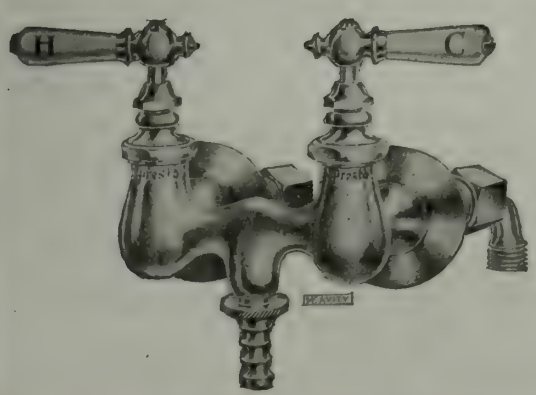




If you want to stock a trade builder for 1912 here's your chance. Every article is absolutely guaranteed. Ask your jobber for them and see you get them.

R. Heinisch's Sons Company

Newark, N.J., U.S.A.



"Presto" Double Bath Cocks

Nickel Plated. With China Index Handles

"A QUARTER TURN GIVES A FULL OPENING"

Tails (Finished) Screwed for ½ in. Male I.P.

GOOD { METAL, PLATING, FINISH, DESIGN

We can quote you an attractive price. Write Dept. P.

T. McAVITY & SONS, Limited, ST. JOHN and WINNIPEG

Knives.

Hay knives, net list.
Clauss, 50 and 25 per cent.

Kitchen Enameled Ware.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial, and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 40 per cent.

Kitchen Sundries.

Asbestos mats, 50 p.c.		
Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per doz.	0 60	0 70
" wood, per doz.	0 50	0 80
Vegetable slicers, per doz.	....	2 25
Universal meat chopper, No. 1	....	1 15
Enterprise chopper, each	....	1 30
Spiders and fry pans, 50 and 5 per cent.		
Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60
Toasters, 50 per cent.		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

Ladders.

3 to 6 feet, 12c per foot; 7 to 1 ft., 13c.
Extension ladders, 15c per foot up.

Lanterns.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast, per doz. 6 75
Lift Tubular and Hinge Plain, per doz. 5 00
Japanning, 50c per dozen extra.
Prism globes, per dozen, $1.20.
Lamp wick, 50 per cent.

Lawn Hose.

Competition grade lawn hose, 70 and 5.

Lawn Mowers.

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75; 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25; 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

Locks and Keys.

Canadian, 45 and 10 per cent.

Lumbermen's Supplies.

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

Mallets.

Tinsmiths', 2½x5½ in., per doz..	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00

Mats.

Wire door mats, standard, 16x24, doz. 9 00

Metal Polish.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

Miners Supplies.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lb., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

Mops and Ironing Boards.

Mops, per doz.	1 20	1 50
Folding ironing boards	16 25	18 00

Nails.

	Wire
1—1½ inch	3 35
1¼ inch	3 00
1½—1¾ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch, (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

Oakum.

Plumbers....per 100 lb. 4 50

Oilers.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
¼inc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

Plated Goods.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

Pieced Ware.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

Planes.

Wood bench, Canadian, 40, American, 25 per cent.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

Pliers and Nippers.

Button's genuine, 37½ to 40 per cent.

Plough Lines.

Russian snap	per gross	30 00
Indian snap	"	25 00

Pumps.

Berg's wing pump, 75 per cent.

Razors.

	per doz.
Boker's	7 50 11 00
" King Cutter	.... 15 00
Henckel's	7 50 20 00
Clauss automatic safety	.... 27 00
Clauss perfect stropper	.... 16 00
Gillette Safety, each	.... 3 75
Clauss Razors and Strops, 50 per cent.	
Ever Ready Safety	.... 9 00
Star Safety Razor, 33 1-3 p.c.	

Rope and Twine.

Sisal rope	0 08½
Pure Manila Rope	0 10½
"British" Manilla	0 09
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.	
Jute, ⅝ and upwards, 9c; under ⅝, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	0 08¾
Sisal bed cord, 48 feet, per doz.	0 65
Sisal bed cord, 60 feet, per doz.	0 80
Sisal bed cord, 72 feet, per doz.	0 95
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb.	0 45
Staging " "	0 35

Refrigerators.

Sanderson-Harold, 40 per cent.
Galvanized, 45 per cent.

Rivets and Burrs.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ per cent.
Extras on Coppered Rivets, ½-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned Rivets, net extra, 3c per lb.
Coppered Rivets, net extra, 2½c per lb.

Rivet Sets.

Canadian, 35 to 37½ per cent.

Rules.

Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

Sad Irons.

Mrs. Potts, No. 55, polished, per set	0 80
Mrs. Potts, No. 50, nickel-plated, per set	0 85
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

Sand and Emery Paper.

Sand and emery paper, 40 per cent.

Sash Weights.

Sectional, 1 lb. each, per 100 lb.	2 25
Sectional, ½ lb.. each, per 100 lbs	2 40
Solid, 3 to 30 lbs.	1 55

Sash Cord.

No. 8, per lb. 0 33

Saws.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

Saw Sets.

Canadian discount, 40 per cent.

Screen Doors and Windows Doz.

Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

Scales.

Gurney Standard, 35; Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45, Weigh Beams, 30.

Scythe Snaths.

Canadian, 40 per cent.

Screws. Per cent.

Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

Screws (Machine).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

Screw Drivers.

Sargent's, per dozen	0 65	1 00
North Bros., No. 30, per doz.	....	16 80

Scissors and Shears.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

Shelf Brackets.

No. 140, 65 and 10 per cent.

Skates and Hockey Sticks.

Starr skates, 37½ per cent.
Boker, hockey, 30c upwards; spring
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

Shovels and Spades.

Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.

Scoops.

Grade 1, 2, 3, 50 and 5 per cent. off.
Grade 4, 50 per cent. off.

Squares.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

Snaps.

Harness, 25 per cent.

Soldering Irons.

Base, per lb., 28 cents.

Stamped Ware.

Plain, 75 and 12½ per cent.
Retinned, 75 and 5 per cent.
Tinners' trimmings, 75 and 5 p.c.

Sap Spouts.

Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00

Staples.

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	0 12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

Stable Fittings.

Dennis Wire & Iron Co., 33 1-3 p.c.

Stove Boards.

Lithographed, 60 and 10.

Stovepipes.

5 and 6 inch, per 100 lengths	7 62
7 inch, per 100 lengths	8 18
Nestable, 40 per cent.	

Stovepipe Elbows.

5 and 6-inch, common, per doz.	1 22
7-inch, per doz.	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 per cent.	

Stocks and Dies.

No. 20 Beaver Die Stock 18 75

Stones—Oil and Scythe.

Washita	per lb.	0 25 0 37
Hindostan	"	0 06 0 10
" slip	"	0 18 0 20
" Axe	"	.... 0 10
Deer Creek	"	.... 0 10
Deerlick	"	.... 0 25
" Axe	"	.... 0 15
Lily white	"	.... 0 42
Arkansas	"	.... 1 50
Water-of-Ayr	"	.... 0 10
Scythe	per gross	3 50 5 00

Tacks, Brads, Etc.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ½ weights, 60: Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

Tape Lines.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821..	1 95
" Steel, No. 1849, 50 ft..	....

Trowels.

Disston's, 10 per cent.

Thermometers.

Tin case and dairy, 75 to 75 and 10 p.c.

Tinners' Snips.

Discount 35 per cent.

Tinners' Trimmings.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

Traps (Steel Game).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

Traps (Rat and Mouse)	Doz.
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

Vises.

Per pound	0 12	0 12¾
Hinged pipe vise, 25 lbs.	....	3 85
Saw vise	4 50	5 00
Blacksmiths', 60; parallel, 45 per cent.		

Washing Machines.

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer...	180 00

20 per cent.

Wringers.

Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

Wheelbarrows.

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

Whiffletrees.

Tubular steel whiffletrees, 28 in.		0 70
" " " 34 in.		1 00
" " " 36 in.		1 25
" " neckyokes, 36 in.		1 05
" " doubletrees, 40 in.		0 95
" " lumbermens, 44 in.		1 15

Wood Handles.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent.

Wrenches.

Agricultural, 67½ per cent.

Wrought Iron Washers.

Canadian, 50 per cent.

A PAYING LINE

yet one that is often overlooked by dealers is

ROOF PAINT

a good one makes many friends and also good profits for the dealer, and among the good ones there is none better than

JAMIESON'S

When used on Roofs, Barns, Fences, etc., it gives splendid results; equal, in fact, to those obtained with many so-called "Pure Paints."

It is made from materials specially adapted for outside wear, in eight colors, as well as white—and it is cheap.

DON'T OVERLOOK IT!

R. C. Jamieson & Co., Limited

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co., Limited

Montreal and Vancouver

ALL LEADERS

MOORE'S MURESCO—The Best Wall Finish.

MOORE'S SANIFLAT—A Washable Flat Oil Paint.

MOORE'S T-45—An all-round Interior Varnish.

MOORE'S HOUSE COLORS—A Pure Linseed Oil Paint.

Write us for color card and prices.

Benjamin Moore & Co., Limited

WEST TORONTO

NEW YORK CHICAGO CLEVELAND

Our Good Reputation

and our iron-clad guarantee stand back of every order of

Stephens

Pure Ready Mixed PAINT



that leaves our works.

This paint is not an experiment, but a product that has proved its worthiness of a place in your store by the excellent satisfaction that it is giving in the West. This paint is made to stand the greatest extremes of the weather.

Made from the highest-grade pigments which are combined with Pure Manitoba Linseed Oil.

Our facilities enable us to produce this superior product at a surprisingly low price.

Be an agent for Stephens---it's very profitable.

Write for color cards and prices.

G. F. STEPHENS & CO.

LIMITED

WINNIPEG - - - - CANADA

Branch at Calgary, Alt.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance) :—
2c. per word first insertion
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required.

ARTICLES FOR SALE

FOR SALE—ACETYLENE GAS BURNER ½ ft. and ¾ ft., $1.30 doz., post paid. W. Bourque, Sherbrooke, Que. 18TF

BUSINESS CHANCES

WANTED — HARDWARE BUSINESS IN live town; stock about $5,000.00. Box 672, Hardware & Metal, Toronto. (18)

NICE, SMART LITTLE HARDWARE BUSINESS for sale, in thriving western town. Turnover $12,000. Large district to draw from. Box 647, Hardware and Metal, Toronto. (11tf)

A CLEAN, UP-TO-DATE STOCK OF HARDware, about $5,500.00, in one of the best towns north of Toronto; where prices are not slaughtered. Owner going West. Box 666, Hardware & Metal, Toronto. (19)

CENTRAL ALBERTA.—GOOD HARDWARE business for sale in one of the best towns, mixed farming and dairying community, stock and fixtures about $5,500, in first class shape, one opposition. Box 648 Hardware and Metal, Toronto. (11tf)

FIRST CLASS HARDWARE BUSINESS IN Coronation, the liveliest town in central Alberta, for sale. $8,000 stock, well assorted. Building and fixtures either for sale or rent. For full particulars and terms address G. R. Farmer, P.O. Box 128, Castor, Alta. (16 tf)

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $18,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

HARDWARE BUSINESS FOR SALE IN live town of 1,500 in Saskatchewan, on main line of C.P.R. Stock and fixtures, including shop tools, $12,000.00. Turnover last year $52,000; net profits over $6,000. Building is 130 x 20 ft., with basement. Can rent for $55.00 per month. Reason for selling, poor health. Box 663, Hardware and Metal, Toronto. (23)

CHANGE OF BUSINESS

H. ZUKERMAN ANNOUNCES THE DISSOlution of his partnership with J. D. Farber, and wishes it understood that he is not responsible for any debts which may be hereafter incurred by The Peoples' Hardware Company, Montreal. (20)

IMPORTERS OF SPORTING GUNS

Messrs. Armstrong & Co., Sporting Gun Dept., Offices., 115 Northumberland Street, Newcastle-on-Tyne, desire to get into touch with all importers of sporting guns in this country, and they are prepared to buy a list of the names and addresses of the best importers. They will be pleased to receive a quotation for such a list from any person in a position to supply it, giving details of numbers and countries, and in the meantime, any firm interested in sporting guns should also communicate with them direct as they have a most advantageous offer to put before such importers. (18)

SITUATIONS WANTED

EXPERIENCED HARDWAREMAN DESIRES position as manager of retail hardware store Is strictly temperate and can furnish best of references. Box 669. Hardware & Metal. Toronto. (18)

HARDWAREMAN REQUIRES POSITION. At liberty after June 15th. Nine years' Western experience, wholesale and retail. Road job preferred. Box 670. Hardware and Metal, Toronto. (23)

WANTED—BY AN EXPERIENCED HARDware clerk, position as travelling salesman for hardware. Have had six years' experience in the retail hardware business. Western territory preferred. Box 664, Hardware & Metal, Toronto. (18)

TRAVELLER HAVING PROVED HIS ABILity by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668. Hardware and Metal, Toronto. 18—21t

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 15 cents postpaid, or two sets for 25c while they last. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

SITUATIONS VACANT

WANTED—HARDWARE CLERK. APPLY at once, stating experience and salary expected. R. Hawkins, Smith's Falls, Ont. (18)

WANTED—HARDWARE CLERK WITH one or two years' experience must know both languages. Apply with reference and state salary expected to W. Bourque, Sherbrooke, Que. 18t+

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Avenue, Toronto, Ont. (tf)

PRINTING

CHEAPEST PRINTING ON EARTH—BOOKlets, Catalogues, Price List, Handbills, and any other fine Printing for the Hardware trade at fiercely competitive prices. Russell Smart, 40n, Chancery Lane, London, England. (15tf)

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white card marked 25c, 50c, 75c, $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set 25 cents postpaid. Technical Book Dept., 143 University Avenue, Toronto. (tf)

WANTED AT ONCE

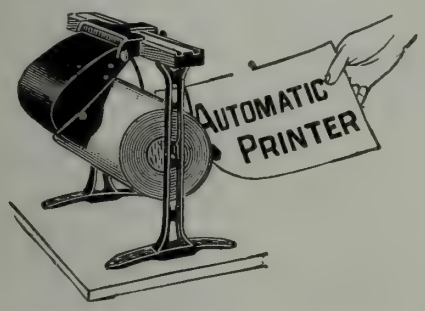
Salesman for a progressive manufacturing concern located at Montreal. A young man of good address familiar with hardware trade. Territory to be covered, Eastern Ontario and P. Q. State age, experience, present location and salary expected. Box 671, Hardware and Metal, Toronto. (19)

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

The Condensed Ads. in this Paper will bring good results

Tell Your Customers

about the lines you are pushing, and about the special sales you are having. Tell them anything you like about your store on this little attachment to your paper roller. Type changed as often as desired. Reasonable in price. No trouble.



Have your advertisement on every parcel that leaves your store.
Write for particulars and prices.

Utilities Limited
Bank of Ottawa Bldg.
MONTREAL

High Quality Screen Goods

Wabash Screen Doors and Windows are acknowledged to be the Highest Quality Screen Goods made.

Their construction is of the strongest.

Only well seasoned and kiln-dried lumber is used.

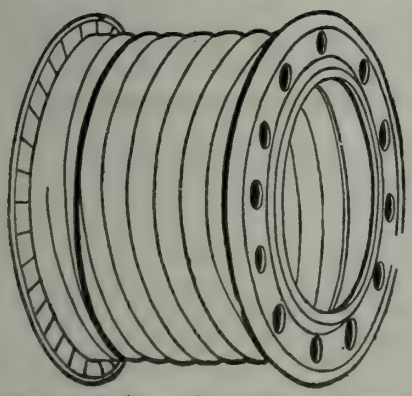
The durable black wire cloth is stretched by machinery:—Drumhead Fight.

We carry a large stock and can ship promptly. Write for illustrated circular and price list.

THE WINNIPEG PAINT AND GLASS CO. LIMITED
EVERYTHING FOR A BUILDING

WINNIPEG EDMONTON

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

FOR SALE BY JOBBERS OR BY THE MANUFACTURERS.

A want ad. in this paper will bring replies from all parts of Canada.

NEW ERA PAINT

Constant Satisfaction

NEW ERA PAINT is sold on merit, and its lasting qualities never fail to satisfy the most critical of buyers. Its ability as a surface coverer and its ability to keep in good condition satisfy your customers as no high-priced paint can satisfy—that's where NEW ERA wins out.

PRICES AND PARTICULARS ON REQUEST.

Standard Paint & Varnish Works Co.

WINDSOR LIMITED ONTARIO

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

Here is the Man



with whom paint users are every day becoming more familiar. He stands for the right paint to paint right, for a record of seventy years of paint service and **everywhere** for

Ramsay's Paints

which always bring back satisfied paint customers because of the argument which we put **inside** each can we sell—the best paint obtainable:

You should have this man in **your** store.

A. Ramsay & Son Co., Montreal

Paint Makers Since '42

WESTERN DISTRIBUTORS:

A. McBride & Co.,Limited, Calgary;
Revillon Bros., Limited, Edmonton;
Bogardus, Wickens, Begg, Limited,
Vancouver.

Paint and Varnish Removers

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	NAME OF BRAND
The Sherwin-Williams Co., Montreal, Canada	"Taxite"
International Varnish Co., Ltd., Toronto Canada	"Klensa"
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	"Expedite"
British American Paint Co., Victoria, B.C.	"Bapoo"
Mount Royal Color and Varnish Co., Montreal, Canada	"Scrape-off"
James Robertson Co., Ltd., Toronto, Canada	Robertson's Paint and Varnish Remover"
Sanderson Pearcy Co., Ltd., Toronto, Canada	"Devolite"
Stewart & Wood, Toronto, Canada	"Solvo"
Martin-Senour Company, Ltd., Montreal, Canada	"Martin-Senour Paint and Varnish Remover"

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.



February Paint Window Display in the Store of the Vokes Hardware Co., Queen St., Toronto

Why the Canada Paint Co.'s Products Attract Trade

People are familiar with the satisfactory quality of Canada Paint Co. Paints and Varnishes. They know what the Canada Paint Co. label on a paint and varnish can means. We have been nearly fifty years building up this reputation.

Canada Paint Co. products are the result of half a century's manufacturing experience. The correctness of our formulas and materials is proved by the satisfactory quality of every can of Canada Paint Co. Paints and Varnishes.

Canada Paint Co. goods are neatly and attractively labeled. On the shelves or in the window the packages present a good appearance, and every storekeeper knows that goods that look best sell best.

Canada Paint Co. Paints and Varnishes are made to sell at popular prices. Dependable quality and popular price is a difficult combination to beat. Canada Paint Co. products pay a profit to the dealer equal to that of any reputable goods.

Finally, our store advertising is practical and effective. The above window is a good example of the display effects obtainable with the kind of advertising we furnish you. Business is good in the store handling Canada Paint Co. products.

THE CANADA PAINT COMPANY

LIMITED

MONTREAL TORONTO WINNIPEG

Easy Business

¶ Let us compare two stocks of merchandise. The first, a complete stock of KNOWN QUALITY; in other words, QUALITY that is KNOWN, hardware, tools, washers, stoves, ranges, cutlery, hose, mowers, paints, varnishes, varnish stains, all made by progressive manufacturers, who advertise and MAKE their quality KNOWN to YOUR CUSTOMERS.

¶ The second, a complete stock of hardware, tools, paints, etc., QUALITY UNKNOWN, made by UNKNOWN MANUFACTURERS, who may have been in business a thousand years, and the quality may be good, but hey never told your customers about it.

¶ The first stock is easily sold. The dealer's store soon becomes popular, his customers soon know where they can purchase the things they are acquainted with, they know his goods are standard.

¶ The second stock is hard to sell, the goods are unknown. He must do all his own advertising. You hear him say "It is as good as———" (well-known brand) and makes the price less. Here he sacrifices part of his profit to make the sale. He is swimming against the tide.

¶ GROW ALONG LINES OF LEAST RESISTANCE.

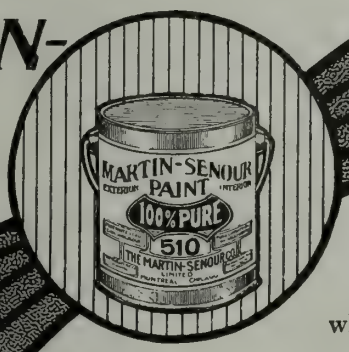
¶ The Glidden Varnish Company are the largest varnish advertisers and the largest manufacturers of HIGH-GRADE VARNISH in the world.

The Glidden Varnish Company

Toronto, Ontario

Makers of High-Grade Varnishes, Enamels, Wood Stains and Jap-a-lac

GREATER SALES-GREATER-SATISFACTION-GREATER—PROFIT



It is the quality the manufacturer puts into his paint that gives the greater satisfaction — that makes greater sales possible, and returns the greater profits to the paint dealer. The dealer who handles

Martin-Senour Paint
100% Pure

finds his business growing as a result of the presence of the quality of *lasting service, non-fading color, luster, free flowing, surface covering capacity* put into paint by its makers. If you want the greater sales and the greater profits that come as a reward for greater satisfaction, sell Martin-Senour Paints. Don't put off writing for the agency

THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paint

Montreal **Chicago** **Winnipeg**

Motor Boats Need Varnish

and so do sailing yachts, canoes and other craft.

Your customers are getting busy these days putting their boats in shape for the summer, and when they varnish their boats they do it in the hope that it will last them through the season.

SEE THAT THEY GET THE BEST

They want varnish that will stand the ravages of wind and rain; varnish which will not be discolored by spray, and which will not turn white.

Dougall Varnish is the Best

Guaranteed—every drop of it. The very best obtainable, and the varnish that has no equal.

Tell your customers that it is

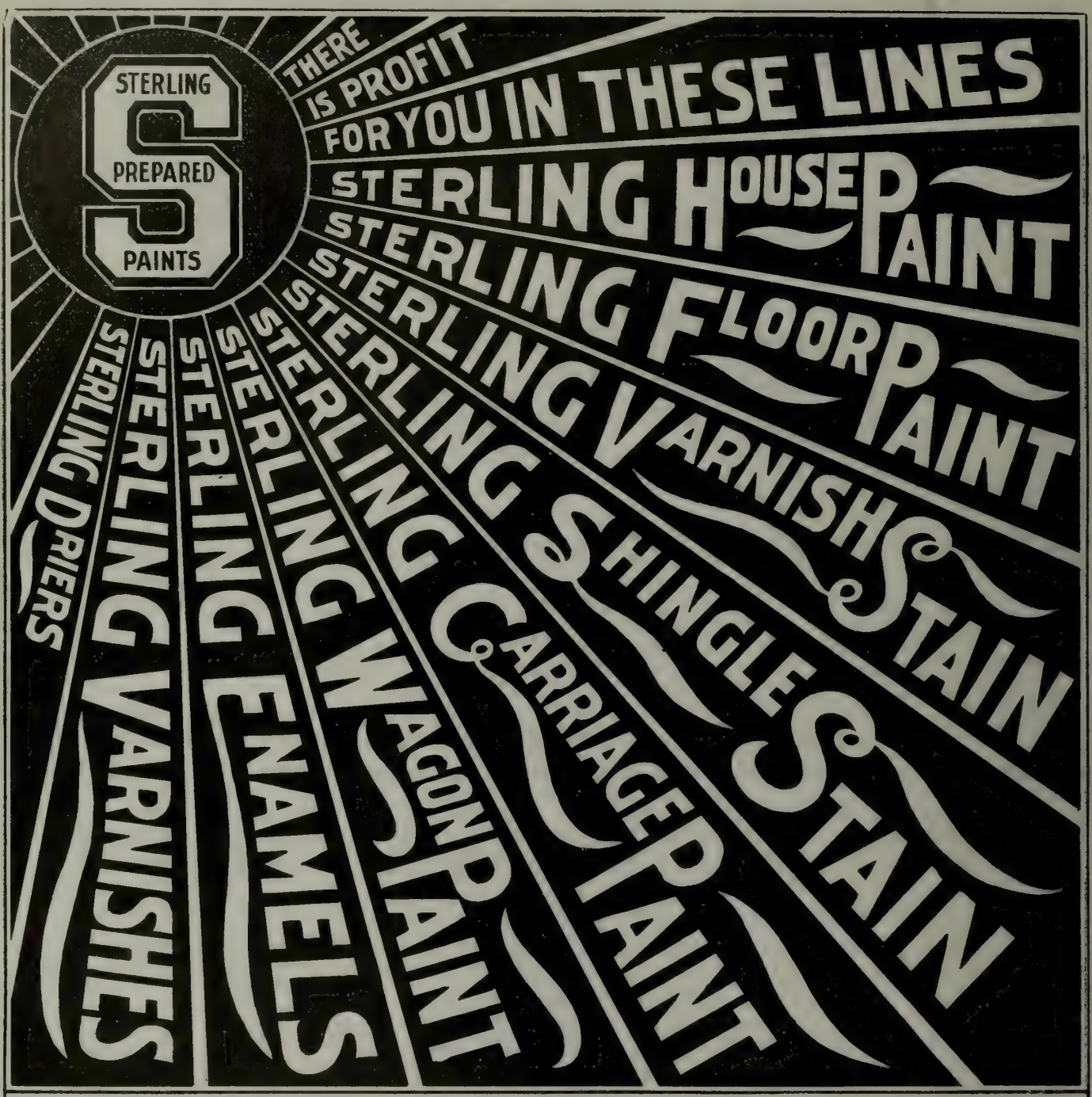
The Varnish That Lasts Longest

The Dougall Varnish Company, Limited

J. S. N. Dougall. President

305 Manufacturers Street, - - Montreal, Canada

ASSOCIATED WITH MURPHY VARNISH CO., U.S.A.



The Demand for "Sterling" Brands is Proof of its sterling quality.

CANADIAN OIL COMPANIES, LTD.

TORONTO

Halifax St. John Montreal Quebec Winnipeg Calgary
Edmonton Hamilton London Ottawa

Hoe, Rake, Shovel,
Axe, Adze, Pick, Sledge,
Hay Fork, Manure Fork,
Peevie, Spike Maul,
Cant Hook,
Hammer

HANDLES Of Quality

WHIFFLETREES
DOUBLETREES
NECKYOKES

Our factory is located in the centre of the Hickory, Oak and White Ash belt of the Province of Ontario, therefore, we are in a position to secure raw materials of the very finest quality and at the lowest possible cost.

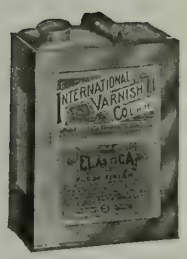
The many repeat orders which we are constantly receiving are proof positive that our goods and their profit-yielding qualities appeal to the trade.

WRITE FOR CATALOGUE
AND PRICES NOW.

W. C. CRAWFORD CO.
LIMITED
Tilbury, - - - - Ontario



The Line of Sustained Profit



For over forty years in every part of the civilized world

INTERNATIONAL
VARNISHES
and
VARNISH
SPECIALTIES

have led the way to better profit and bigger business. Our co-operative business-getting methods influence trade to your store, and the worthiness of the "International" Line cannot fail to enhance your reputation.

Every can contains full imperial measure.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

Canadian Factory of Standard Varnish Works

NEW YORK CHICAGO LONDON
BERLIN BRUSSELS MELBOURNE

Largest in the world and first to establish definite standards of quality

K69





A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:
102 St. Remi St., Montreal, Canada

And at
95 Queen Victoria St., London, E.C.

You Can Make Your Store PRODUCE BETTER RESULTS



both in profit and satisfaction by stocking and selling a roofing that is high in quality, yet low in price.

"SANKOTE" ASPHALT ROOFING

is an everlasting waterproof product, specially suited to Canadian climatic conditions. Resists deterioration longer than many high-priced roofings, being very tough, strong and durable. "Sankote" appeals to the public because it gives them more service in proportion to price than any other roofing on the market.

Full Directions, Roofing Nails and Liquid Cement packed in every roll. Can be easily laid by any inexperienced hand.

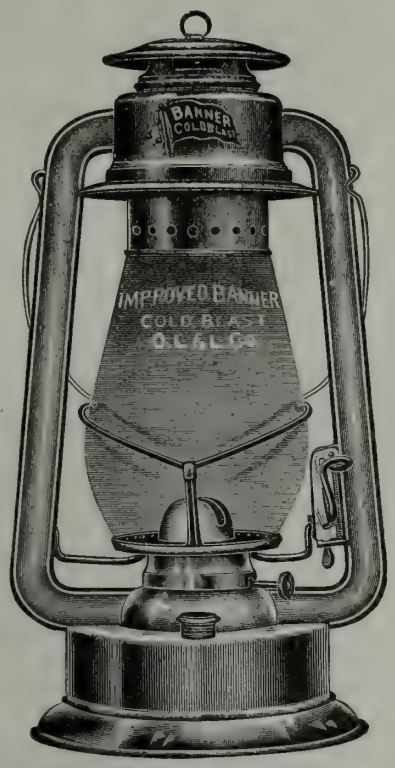
Write us for exclusive agency proposition—it is certain to interest you!

WEATHERPROOF CASCO PRODUCTS

Canadian Supply Co.,

220 King St. W.
TORONTO

BANNER
TRADE MARK.



1912 MODELS NOW READY

BANNER COLD BLAST LANTERNS

IN ALL STYLES AND FINISHES.

IDEAL BANNER JUNIOR

ALL BRASS OR NICKEL PAATED.

NEW CLIMAX TILT

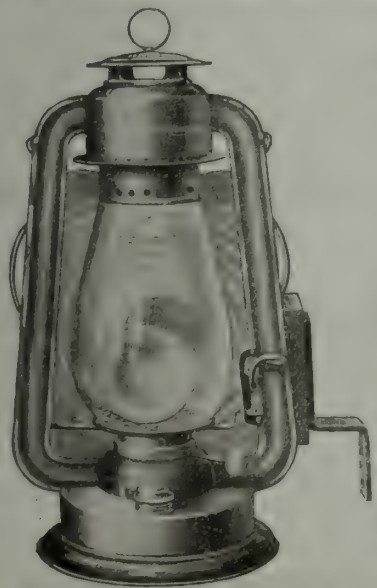
TUBLAR OR "HOT BLAST" LANTERN.

BANNER BUGGY LANTERN

A DRIVING LANTERN (Cold Blast.)

Fitted with 2″ Bulls Eye Lense in Front of Flame.

A Ruby Lense in Reflector, warns approaching vehicles.



IN HARD BAKED BLACK ENAMEL

Packed in ½-Dozens.

Ask Your Jobber.

Ontario Lantern & Lamp Co., Ltd,

Head Office and Factory HAMILTON, ONT.

Branches:

MONTREAL 30 ST. Dizier Street

WINNIPEG 56 Albert Street

PIPE FORCE PUMPS

WITH COG LEVER TOP. WITH AND WITHOUT THREE-WAY VALVE

You can sell these pumps for use in 5-5/8″ casing. In Fig. 259 the delivery or three-way valve is ON THE OUTSIDE of the discharge pipe, which makes it much easier to pump. The stuffing box for the three-way valve is below the frost line. These pumps are furnished also with plain windmill tops.

Deming Hand and Power Pumps



Fig. 258. Pipe force pump with cog lever top, but without three-way valve.

Cover a very wide range. They include lift and force pumps of all descriptions; deep well working heads: iron and brass cylinders; triplex power pumps; spray pumps; nozzles and appliances, etc., etc. Ask us to send you special bulletin regarding these pipe force pumps.

THE
Deming Company
115 Broadway
SALEM, OHIO
Hand and Power Pumps for all uses.

GENERAL DISTRIBUTING HOUSES

HENION & HUBBELL
Chicago

HARRIS PUMP & SUPPLY COMPANY
Pittsburg

RALPH B. CARTER CO.
New York

Other agencies in all principal cities.



Fig. 259. Pipe force pump with cog lever top, and three-way valve for underground discharge.

The "IDEAL" LAWN FENCE

"An Attractive FENCE Which Pays An Attractive PROFIT"

The Ideal Fence appeals to the public because it is neat and ornamental, very strong and not expensive. Has a close mesh which keeps chickens and small animals out of the yard.

The Ideal Fence not only affords protection to the lawn, but adds greatly to the appearance of any place in which it is erected.

One very important feature about Ideal Lawn Fence is that it is made of No. 9 hard steel evenly galvanized wire. No soft or cabled wire is used, so that when once erected it does not stretch, but maintains its original appearance without bagging or sagging.

This fence can be put up quickly, and at a small cost, by anyone, and will accomplish the same result of efficiency and appearance as an iron fence costing many times as much.

Write for our catalogue and prices now and catch the Spring trade.

THE

McGregor, Banwell Fence Co., Limited

WALKERVILLE, ONTARIO

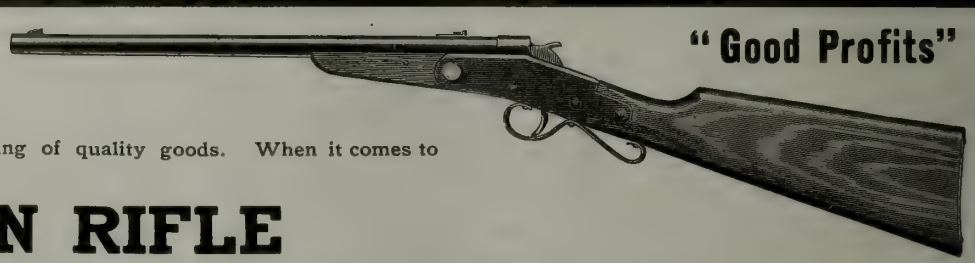


SIMONDS SAWS ARE THE BEST

Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

The Straightest Aim



"Good Profits"

at YOUR success is the handling of quality goods. When it comes to quality, the

HAMILTON RIFLE

cannot be beaten for the price. It is a marvellous 22 calibre rifle with few working parts. These can be easily kept clean. Its safety, strength and accuracy give it an unlimited popularity with every user. The finish and design make it very attractive. The good profits will appeal to you. Get our circulars.

For Sale By All Jobbers

C. J. Hamilton & Son - Plymouth, Mich.

SHEET COPPER

Prompt Shipment

Stock or Import

B. & S. H. Thompson & Co.

LIMITED

MONTREAL, QUE.

Nine Men Out of Every Ten Want This - -

You Can't Help Selling

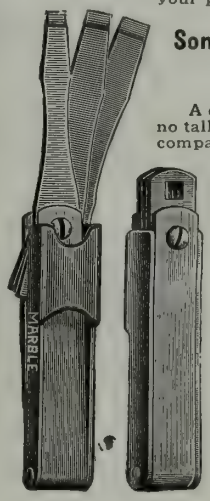
TRADE MARBLE'S MARK

GAME GETTER GUN



The most compact, practical and reliable combined shotgun and rifle on earth—really three guns in one and at the price of a good revolver. Yet not a toy nor a makeshift—carried and praised by thousands of sportsmen and guides. Red-blooded men will covet it as soon as they see it—and your profit is good.

Ask for Catalog of Marble's 60 Outing Specialties.



Open Closed

Something That Sells on Sight

A counter seller that needs no talk to show how handy and compact it is—put a display easel on your counter and watch it empty itself!—to your profit.

Marble's Pocket Screwdriver

Three handy long blades—lock open separately. Guaranteed.

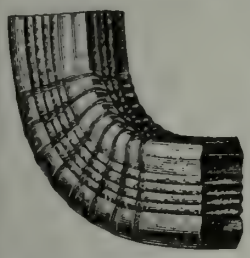
No. 245—Size; open 4½ inches, closed 3 inches, 50c.

No. 246—Size; open 5¼ inches, closed 3½ inches 50c.

Demand for these screwdrivers has been immense **without advertising**. Now we are advertising them—and you can sell them in big lots. Send for samples on approval and our special offer to Dealers and Jobbers. Write to

MARBLE ARMS & MFG. CO., 5350 Delta Ave., Gladstone, Mich.





This is the handsomest Pipe in Canada. Elbows to match. Stock it and get the high class trade.

EAVETROUGH, CONDUCTOR PIPE, ELBOWS, CORRUGATED IRON, RIDGE ROLL, VALLEYS, SKYLIGHTS AND VENTILATORS.



Wheeler & Bain, THE QUICK SHIPPERS TORONTO



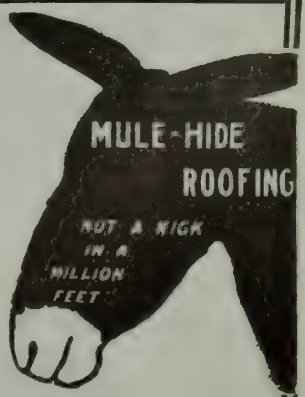
Ten-Year Iron Clad Guarantee

This guarantee and our reputation are behind every order of

MULE-HIDE ROOFING

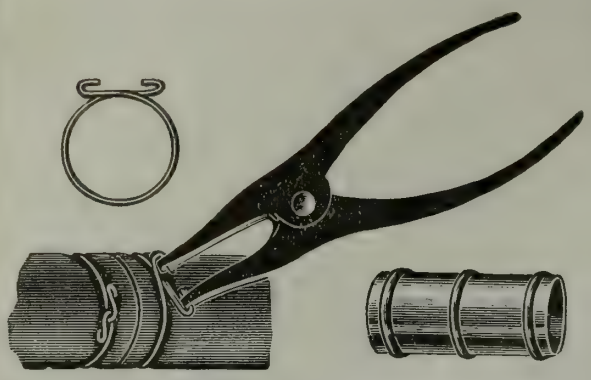
that leaves our works. This roofing is not an experiment but a roofing that has showed merit through its past service.

We invite comparison with any other make. Get our prices and proposition now.



THE DOMINION ROOFING CO., LIMITED

31-33 FRONT STREET EAST, TORONTO, CAN.



MONARCH HOSE MENDER

(HUDSON PATTERN)

Simplest and Best on the Market for Repairing Garden Hose.

Packed in paste-board boxes, each containing 1 pair pliers nicely japanned, 6 brass mending tubes, and 20 brass wire bands. 1 gross in a case. Weight per case, 100 pounds.

JOBBERS—Write for prices on this good seller. We will give exclusive selling rights to one jobber in each province.

Monarch Hardware Company

Buffalo, New York, U.S.A.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL



Salem



Kingston



Morrow



Turenne



Irwin



Avon



Stratton

"New Designs"

Peterborough Lock Mfg. Co., Ltd.

PETERBOROUGH ONTARIO

"New Designs"

See Our 1911 Supplement

CANADA

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

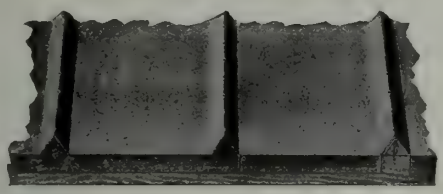
COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

Hustling Hardwaremen

are selling

3. V. Crimp Roofing



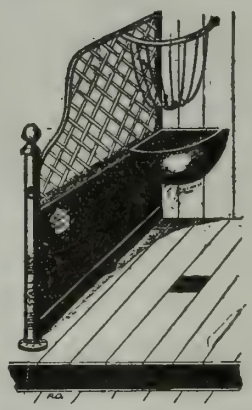
because they are proud of its appearance and know their customers will always get value.

Our literature gives reasons and prices.

Winnipeg Ceiling and Roofing Co.

P.O. Box 2186 H. WINNIPEG, MAN.

IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

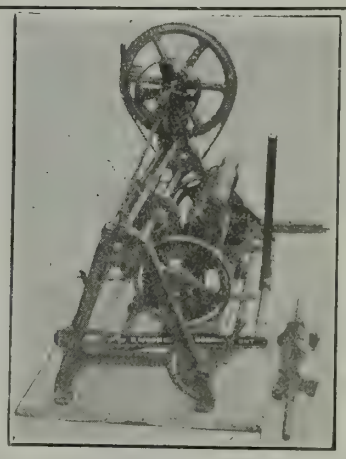
THE GUELPH SPRING & AXLE CO.
LIMITED
GUELPH, ONT.

THE IDEAL LAWN MOWER GRINDER

will grind a lawn mower perfectly in 15 to 30 minutes, makes every blade keen with just the right angle and a perfect clearance, each blade is sharpened alike, so that the lawn mower will run and cut easier than when new. We cannot begin to enumerate all its advantages here. Order one to-day, and when established you will control the business. Made to drive both by hand and power.

Manufactured by

R. WOON & CO., OSHAWA, ONT.



Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

When writing advertisers kindly mention having seen the advertisement in this paper

TO THE TRADE AND PUBLIC

NOTICE

Please take notice that on and after the First day of March, 1912, the business heretofore conducted by the William Rogers Manufacturing Company, a Canadian Branch, and by the Ontario Silver Company, Limited, will be done by The Wm. Rogers Mfg. Co., Limited, of Ontario, to which latter Company the good will, trade-marks and properties of every sort have been transferred. The same line of business under the same management, at the same plants and under the same trade-marks and good will as heretofore will be continued and maintained under the new title.

Respectfully,

WM. ROGERS MFG. CO., Canadian Branch,
ONTARIO SILVER CO., Limited.

Dated at Niagara Falls, Canada,
March 1, 1912.



Famous Red Jacket "So-Easy-to-Fix" Pumps

Made by RED JACKET MFG. CO., Davenport, Iowa

The old wood pump idea embodied in an iron pump. Absolutely *different* from all other makes. *So Easy to Work.* Valves can be removed and repaired, when necessary, without tearing up platform or taking pump from well.—"*So-Easy-to-Fix.*"

Get the exclusive agency for this line of exclusive features and control the pump trade of your locality.

Write the nearest of these Jobbers:

ROSS BROS. Ltd., EDMONTON | **CANADIAN FAIRBANKS-MORSE CO.,** WINNIPEG - - - SASKATOON | **METALS Ltd.,** CALGARY

"Safelock" Stays *cannot* Slip

This is a mighty strong selling point. It means that the fence will stand up to the hardest usage from animals or the elements and still keep its height and shape unimpaired. And the fact that the strand wires do not have to be kinked, owing to the positive permanent grip of the lock, means that every wire will stand its full strain. The "Safelock" is absolutely the strongest wire fence made—you can sell it as such and the test of time will bear you out to the letter. There's good money in handling "SAFELOCK." Write us about the exclusive agency for your locality. Don't put it off—Write to-day,

The Owen Sound Wire Fence Company, Ltd., Owen Sound, Ont.

Western Agents: THE BRANDON SAFELOCK FENCE CO., Brandon, Man.

SAFE LOCK

WESTERN ASSURANCE COMPANY

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE, TORONTO, ONT.

Assets over - - - - $ 3,570,000.00

Losses Paid Since Organization of the Company, over - - 54,000,000.00

HON. GEO. A. COX, President
W. R. BROCK, Vice-President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

British America Assurance Company

A.D. 1833

FIRE & MARINE

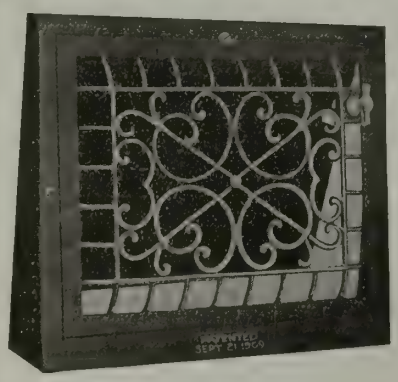
Head Office, Toronto

BOARD OF DIRECTORS

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Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL - - - - - -	$1,400,000.00
ASSETS - - - - - - - - -	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Original Patentees and Manufacturers of

CARTLAND'S PATENT HELICAL, CLIMAX, AND RELIABLE DOOR SPRINGS

DOUBLE ACTION

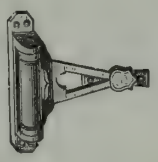


5753 IRON

3 in..... 4/3
4 " 6/-
5 " 8/6

5754 BRASS

3 in..... 6/9
4 " 10/-
5 " 14/-
per pair.

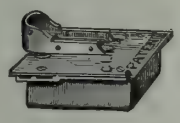


5355 IRON

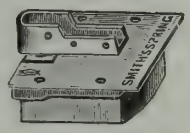
4 in..... 23/6
5 " 32/-
6 " 40/-

5356 BRASS

4 in..... 40/-
5 " 53/-
6 " 65/-
per dozen.



2401
With 2 in. Shoe.
18/- each.



2800
With 2 in Shoe.
26/- each

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

"ATLAS" BRAND

Improved Blue Twilled Emery Cloth
Improved Cabinet Flint Paper
"Atlas" Corn and Flour Emery
"Flora" Knife Polish
"Atlas" Knife Boards

A Line of "Quality" Goods that Should be in Every First-Class Hardware Store.

When Ordering, Specify "ATLAS" Brand

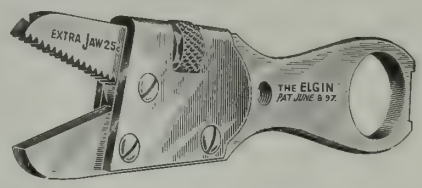
London Emery Works Co.

LONDON, ENGLAND

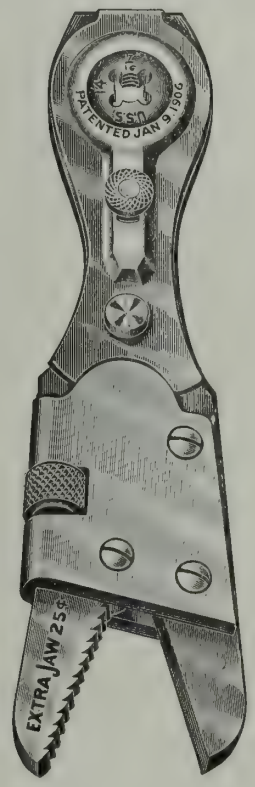
Canadian Representative:—

W. FRANK MURPHY
55 St. Francois Xavier Street
Montreal, Can.

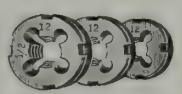
The Elgin



ATTENTION DEALERS!



Tell Agriculturalists, Automobilists, Electricians, Gas Fitters, Engineers and all General Purpose Tool Users that ELGIN DIES cut NEW THREADS on Bolts or Steel Rods.



Our SETS (both in Boxes or Leather Rolls) are not as costly as regular Screw—Plate—Sets, and it is not necessary to have a vise when caught in emergency, for the dies are RATCHETING. There are:

6 Sizes,	- - - -	U.S. Bolt Standard Dies
5 "	- - - -	Canadian " "
5 "	- - - -	Automobile " "
3 "	- - - -	Brass Pipe " "
2 "	- - - -	Iron Pipe " "
3 "	- - - -	Pump Rod " "

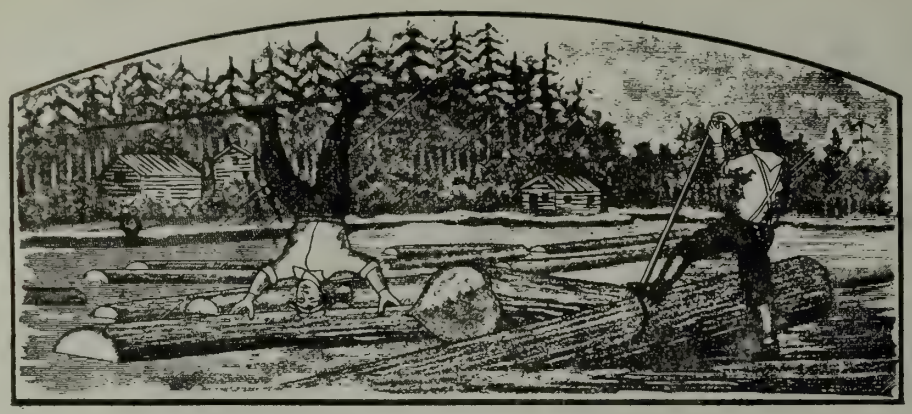
Ask for our booklet and see how your customer wants to sort up.

Every Set has an Elgin Wrench. They are staple goods with all Jobbers.

Either of the Bolt Standards are the big sellers.

STAR MANUFACTURING COMPANY

CARPENTERSVILLE, ILL., U.S.A.



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.
We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List. **Long Distance Phone No. 87.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

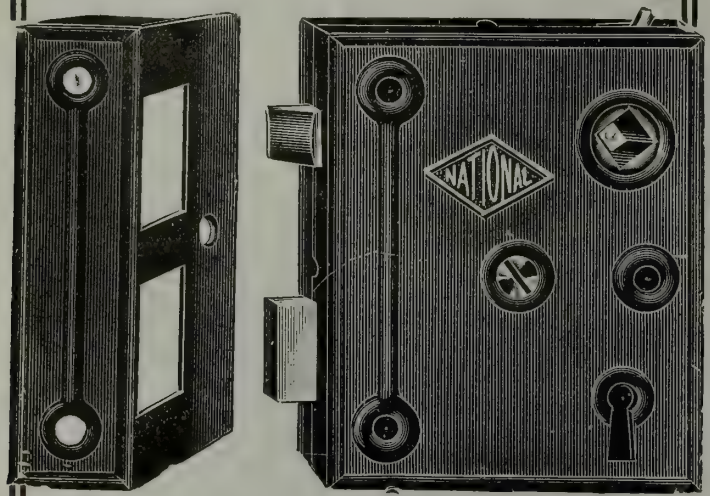
T. PINK, Manufacturer of LUMBER TOOLS

PEMBROKE, ONT.

"The Builder's Choice"

NATIONAL STEEL RIM LOCKS

are extremely popular where simplicity, safety and strength are required. It is a quick seller and a fair introduction to your customers is sure to increase your lock trade.



ORDER FROM YOUR JOBBER

NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA

Choice Chafing Dishes

THAT SELL WELL and YIELD GOOD PROFITS



Made in Silver and Nickel Plate, capacity three pints. Patent asbestos forced draught lamp with each dish, or peerless regulating lamp. Handles of rubberoid or staghorn.

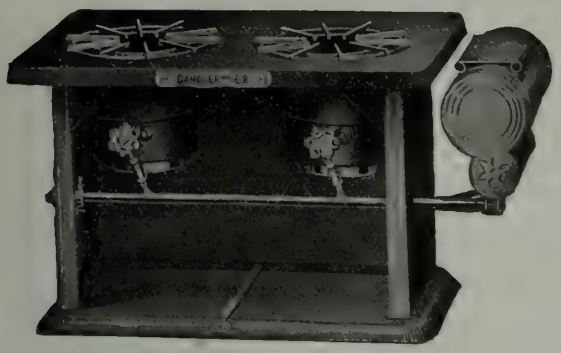
Get Catalogue and Prices

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives

H. F. McIntosh & Co., 28 Toronto Street, Toronto

OIL STOVES AND OIL STOVE OVENS



Asbestos Starting Rings

We have the standard sizes in stock, but can make them to fit any stove.



Corrugated



Plain

Several years' experience in handling the "DANGLER" Wick and Wickless Oil Stoves have convinced us that this line is the best value and the most satisfactory made.

We carry—Nos. 68 and 69, 2 and 3 Burner Wickless, and Nos. 342L 343L, 2 and 3 Burner Wick.

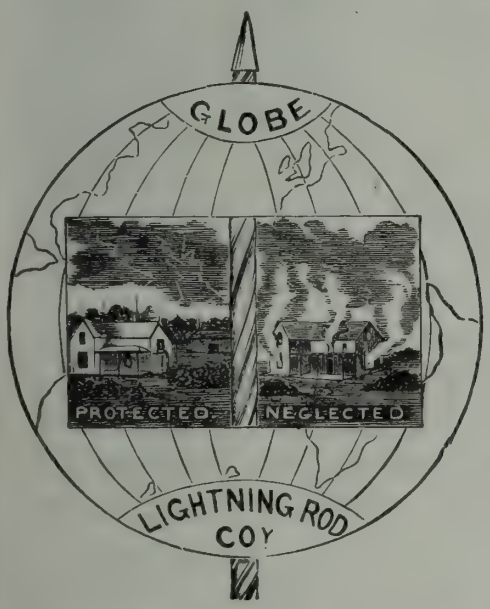
PROMPT SHIPMENTS GUARANTEED

Ovens. Four different styles—Seven different sizes. Glass Door "BOSS," Steel Door "BOSS," "DAISY" and "PRINCESS." These Ovens have given universal satisfaction during past years.

In purchasing, buy goods that have proved their merits by past and present popularity. Send for copy of our "SUMMER SALESMAN" giving description and prices. ORDER IN TIME—EXPRESS ORDERS RUSHED.

E. T. WRIGHT & CO., (H. G. WRIGHT) - - **Hamilton, Canada**

Agencies at Vancouver, Winnipeg and Toronto



WANTED—Live Dealers

TO HANDLE OUR COPPER COVERED STEEL CENTRE LIGHTNING ROD

The Oldest Established Business of this kind in Canada.

Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

WRITE TO-DAY FOR SAMPLES AND FULL PARTICULARS

Hamilton Brass Manufacturing Co.

(Successors) Limited

Hamilton, ∴ ∴ Ontario

MAPLE LEAF



"Improved Racer" Cross Cut Saw

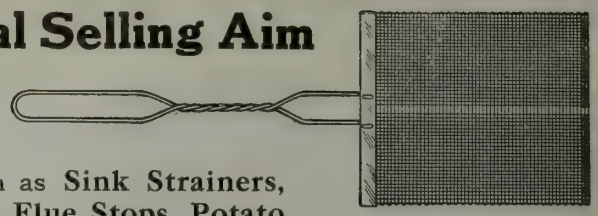
This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

Make QUALITY Your Principal Selling Aim



Our goods are of the highest quality, and when the selling price is considered, they are the cheapest on the market.



Before re-stocking articles such as **Sink Strainers, Fly Killers, Carpet Beaters, Flue Stops, Potato Mashers, Vegetable Lifters, Egg Beaters, Wire Baskets, etc.,** consult us. The profits are right. Write us to-day for catalogue and prices.

Andrews Wire Works of Canada, Limited

Watford, Ontario - and - Rockford, Illinois

Get Our Prices and Get to Thinking, That Is All We Ask

THIS MANTEL



Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



YOUR sales will be materially increased by handling the Aylmer Metallic Ring Sprayer, the best hand pump made in Canada. No soft packing to give you trouble, a pump that gives perfect satisfaction to your customer in every instance.

Write for Prices and Discounts.

The Aylmer Pump & Scale Co., Limited

AYLMER, : : ONTARIO

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Brockville, Ont., Jan. 23rd, 1910
Messrs. J. W. Harris Mfg. Co., Ltd.
129 Sanguinet St., Montreal
Dear Sirs:

Enclosed you will find my cheque to cover account of the last of the many of your "J. W. Harris Rotary Ventilators," which I have installed here and I have much pleasure in saying that in every case they have given perfect satisfaction.

Yours truly,
W. H. Harrison

Made by

The J. W. Harris Mfg. Co., Ltd.

Contractors

Montreal



There's a Big Demand Among Miners and Sportsmen

for a lamp that gives high lighting efficiency at low cost and that will stand up under long hard service with minimum of breakage or loss of parts.

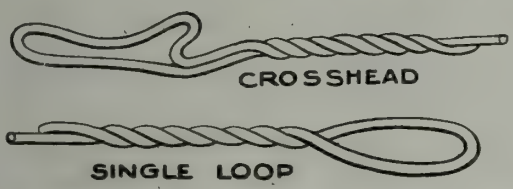
Maple City Acetylene Lamps

fill this demand. They have many strong selling features to be found in no other acetylene lamps and every lamp is thoroughly guaranteed. Our broad advertising campaign is creating a specific demand for Maple City Lamps that you can easily turn to profits. *Write to-day for our special Selling Proposition.*

MAPLE CITY MANUFACTURING CO.

MONMOUTH, ILLINOIS, U. S. A.

WIRE BALE TIES



Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

This is the line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

Get our prices and send us a trial order—we guarantee to satisfy.

We also recommend our WIRE NAILS and STAPLES as inferior to none.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

"Try Us for Service and Quality"

We carry a large stock of

Wholesale Plumbers' Supplies,

from which we can make immediate shipments.

Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.

WINNIPEG.

For a quick seller---

STILL'S

EXTRA

AXE HANDLES

Beat them all

You certainly are losing Trade if you do not stock them.

DO NOT DELAY but get a stock at once. For the Price you cannot surpass them in Quality or Finish.

Write for Prices.

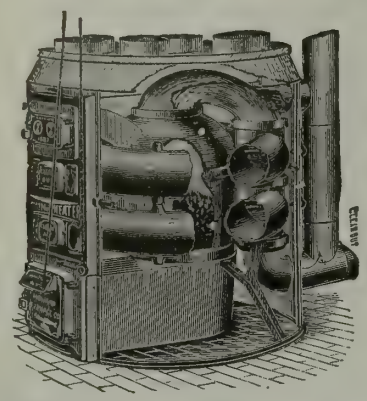
J. H. Still Mfg. Co., Ltd.

ST. THOMAS :: :: ONTARIO

IT'S QUALITY AND ADVANTAGES THAT MAKE

CANADIAN HOWARD DOUBLE RADIATOR FURNACES

THE CHOICE OF MOST BUILDERS



The "HOWARD" Furnace means an enormous economy in fuel to the user, as the heat and gases have to pass through two radiators, thereby greatly reducing the heat by the time it reaches the smoke pipe, which, in the ordinary furnace would go up the chimney.

We employ only the most skilled mechanics and use only the best materials in the manufacture of this furnace.

Mr. Dealer, if you want to handle a line that will prove completely satisfactory to your customers, and a money-maker for yourself, investigate the HOWARD. Remember it is absolutely guaranteed. Write us for particulars.

The C. NORSWORTHY CO., Ltd., St. Thomas, Ont.

CANADIAN TUBE & IRON CO., LIMITED Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR JOBBER FOR

CT

TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

CT

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works: Lachine Canal

Steel Rules, Gauges, Etc.

CHESTERMAN'S

MEASURING TAPES Linen and Steel

TRADE J C *MARKS*

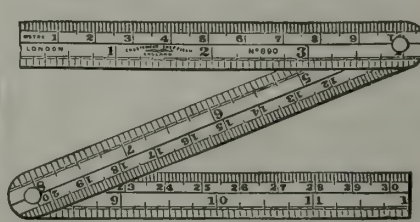
CONSTANTIA J C

TRE BLE



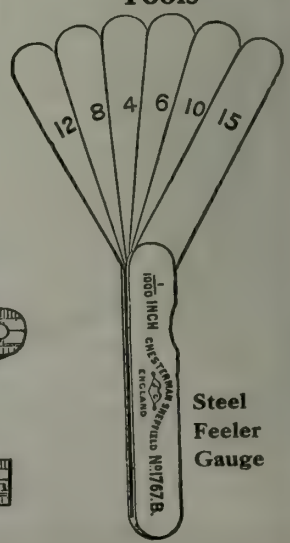
For Prices, Catalogues, etc., apply to

F. H. SCOTT, 133 Coristine Bldg., Montreal



Steel Pocket Rule

Engineers' Small Tools

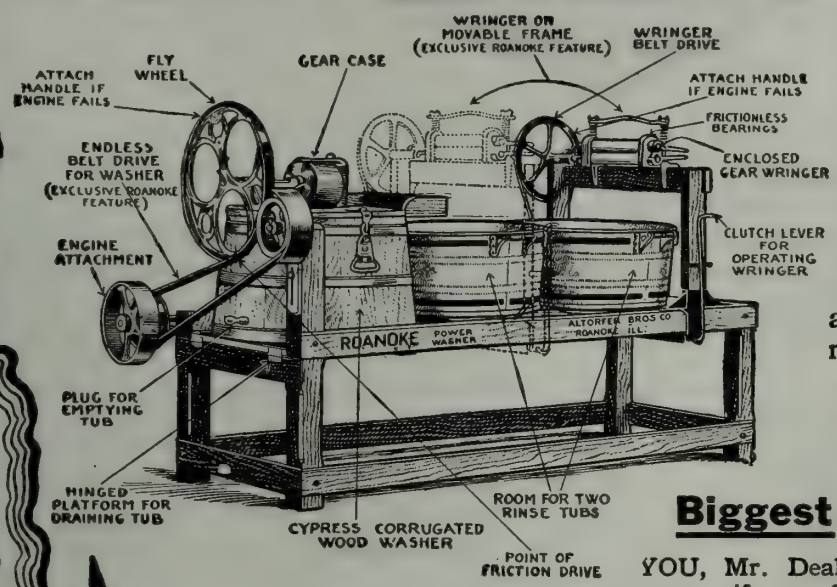


Steel Feeler Gauge

SWEEPING THE COUNTRY

From Coast to Coast

Roanoke Power Washer and Wringer



The Roanoke has instantly met the popular demand, for an efficient durable, medium priced power washer.

Real merit and honest, extensive advertising have made it the

Fastest, Easiest Seller

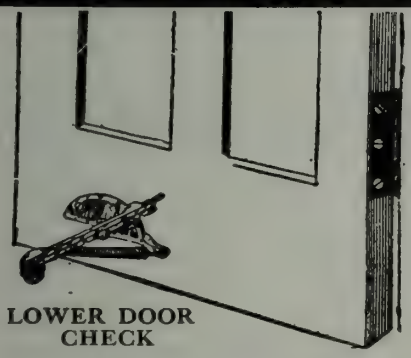
Biggest Profits

YOU, Mr. Dealer, are losing money if you do not handle the Roanoke. Don't wait any longer. The washing machine season is on. Get busy right now and send us your order. The Roanoke has the call—its popularity is "sweeping the country." Are you wise?

ALTORFER BROS. COMPANY

Makers Exclusively of Washing Machines

555 Jefferson Street **Roanoke, Illinois**



LOWER DOOR CHECK

The "LE PAGE" Patent OIL DOOR CHECK and SPRING

is a marvel of simplicity and has a mechanical action that is perfect.

It is the only door check made without packing in its working parts, which assures absolute freedom from packing friction.

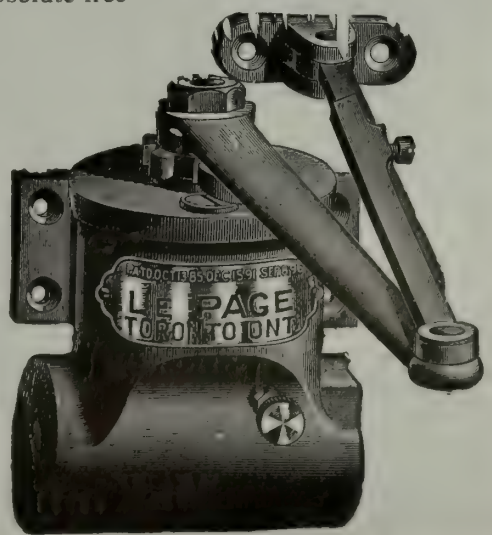
The door on which this device is used cannot slam, as the oil in the spring cup of the check forms a cushion, which keeps the door under perfect control and allows it to close quietly.

The spring tension is applied by means of the ratchet wheel on top; the checking power is controlled by the thumbscrew at the right.

The bearings are long and the spindle, with crank at lower end, is drop-forged from cold rolled steel.

Toronto public schools, Simpson's, Eaton's, etc., use this door check exclusively.

Write for circular and prices.

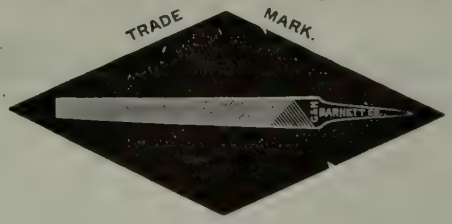


WM. KEATING

266 MACDONALD AVE. TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



"ONE MINUTE" Washers & Wringers

Imitated in Construction—Unequalled in Quality

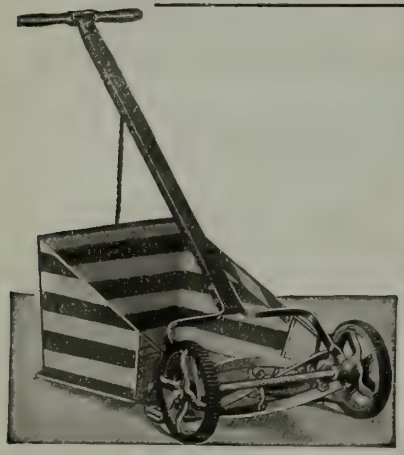
This machine will increase your washer profits.

It contains all the qualities that are essential to make it the most satisfactory to both dealer and user.

Communicate with us NOW and get full particulars. It will pay you.

ONE MINUTE WASHER CO., TORONTO

MacKENZIE BROS., Winnipeg, Man., Sask. and Alberta
CANADA STOVE & FURNITURE CO., Montreal



SELL A GOOD LAWN-MOWER

to a man and you've gone a long way toward winning his confidence and trade. Sell him one not quite so good and he'll resent it every time he mows the lawn. Sell him a

MAXWELL LAWN-MOWER

and be sure you are on the right side. The Maxwell cuts so smooth, clean and easy, and holds its edge so well, that every man who appreciates a good machine is sure to be pleased with it.

8 to 22 inch widths, wheels 8 to 11½ inches high, 3 to 6 knives; Grass catcher attachment if desired.

David Maxwell & Sons, St. Mary's Ont.



Open Ring Cow Ties

ELECTRIC SWELL WELD CHAIN



Closed Ring Cow Ties

25% more { WELD STRENGTH WEAR }

{ MADE IN CANADA AND SOLD BY JOBBERS }

25% more { ORDERS SALES PROFITS }

Made by

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McKinnon Chain Company

Factory: ST. CATHARINES, ONT.

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE 

MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

PIG IRON

M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

TORONTO

BISSELL'S

No single feature ever made a successful carpet sweeper—

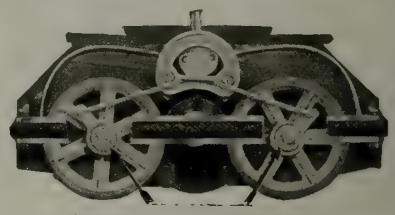
But "CYCO" BALL BEARINGS constitute the *greatest* single feature in carpet sweeper construction.

They insure an *automatic* and *effective self-adjustment* of the brush to all grades of carpets.

They insure easy running, noiselessness and a *positive rotation* of the brush.

Furthermore, they maintain a *constant* and *unvarying* performance of these functions for years, producing greater sweeping power and retaining indefinitely an unimpaired sweeping efficiency.

Thirty-six years' experience in the exclusive manufacture of carpet sweepers has taught us that the fullest measure of satisfaction and practicability is obtained in a sweeper that requires *no attention* in its use beyond the mere emptying of the pans.



"CYCO" BALL BEARINGS

The fact that we have continuously maintained the lead in this and foreign countries for the entire thirty-six years we have been in business is proof enough that the great buying public recognize the genuine merit of the Bissell Sweeper.

Our special Easter Offer with free sweeper, is in force from March 1st to May 15th. Write for copy of this Announcement.

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(Largest Exclusive Manufacturers of Carpet Sweepers in the World.)

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New York (Eastern Offices, Salesroom, and Export Department) 25 Warren Street
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McFARLANE'S Common Step-Ladder



This is a good substantial Step-Ladder, being made of good clear lumber with hardwood steps nailed together.

SEND FOR CATALOGUE

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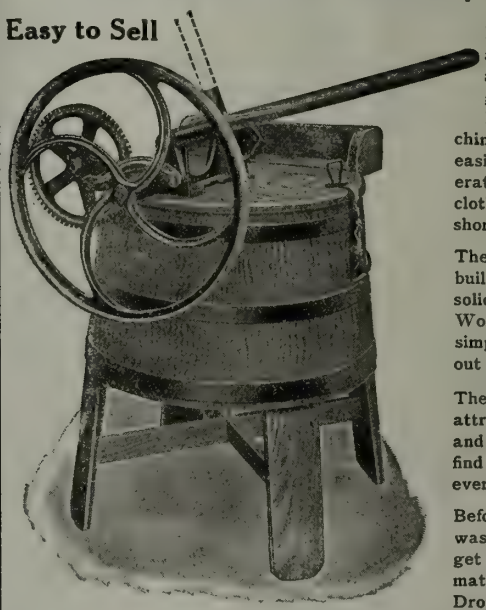
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"THERMO"

The Washer

That makes the Washday Bright

Easy to Sell



Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial, Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

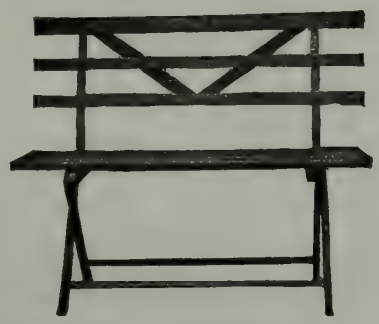
Before restocking your washer department get full descriptive matter and prices. Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON, CANADA

Edwin Schofield (Eastern Agent), Canadian Express Bldg., Montreal; F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

A GARDEN SEAT

That Will Produce Splendid Results



STRATFORD GARDEN SEATS are made from good strong beech. The seat and back slats are screwed firmly to the supporting frame.

Frame painted red or green.

Balance material wood varnished.

Tied two in bundle.

SEND YOUR ORDER AT ONCE---We guarantee highest satisfaction.

The Stratford Mfg. Co., Limited

Stratford ***Ontario*** ***Canada***

Why Buy the "Near Brand" when the Best is Procurable?

THE L. MARTIN CO.'S

Old Standard, Eagle, Pyramid and Globe

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LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.

Manufacturers of the

Highest Standard Lampblacks

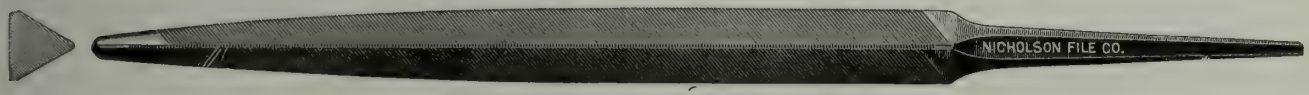
for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

There is a Nicholson-made File for every filing purpose



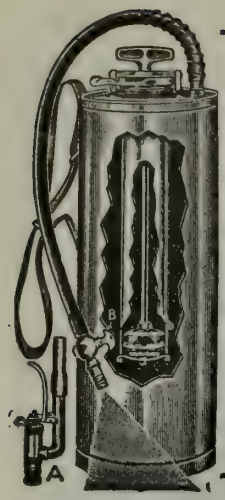
Among the many other reasons why dealers should handle Nicholson-made files is their great range of shapes and grades. Each file for each purpose is made in the shape and of the grade of steel that our long specialized experience has shown to be the very best for the purpose.

In Canada, the favorite Nicholson-made files are :

"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McCLELLAN" "KEARNEY & FOOT" "J. B. SMITH"

Sell these lines. You are backed by all the great prestige of the Nicholson File Company, and your file stock is the line acknowledged to be the standard of file quality. Your jobber can supply you,

Nicholson File Co., (DOMINION WORKS) **Port Hope, Ont.**



The Demand

for Sprayers of all sorts is growing rapidly. We claim to have the best **AUTOMATIC COMPRESSED-AIR SPRAYER** on the market at the price.

It is light, easily handled, does the work quickly and well and is cheap.

It will pay you to have it in stock.

Send for description and prices.

CAVERS BROS., Manufacturers
GALT, ONTARIO



STEP LADDERS

4 TO 12 FEET

The Best Ladder at the price.
Clear Norway pine sides.
Hardwood Steps --- malleable iron clamp.
We also make
Curtain Stretchers, 3 styles.
Tub Stands, Clothes Bars,
Ironing Boards, Etc.

Send for catalogue

OTTERVILLE MANUFACTURING COMPANY, LIMITED
OTTERVILLE - - ONT.



FLEXIBLE
Metallic Gas Tubing

This is an article that every dealer should handle—because it is the most economical to the user—because it yields a good profit as well. It will not kink, burn out or rot and is just as light and flexible as rubber. Made in either steel or copper. Write NOW for circulars and prices.

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Cap Screws, Set Screws, Studs
Special Milled Work
Gold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company
LIMITED

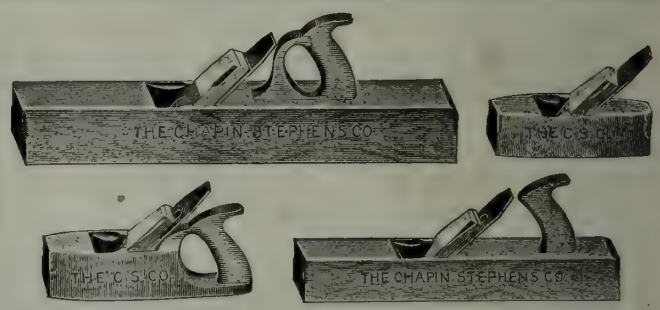
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WOOD Planes

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

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Consistent High Quality has so increased the demand for our Lampblacks that we have been forced repeatedly to increase the size of our plant. We are now the World's Largest Manufacturers of Pure Lampblacks, and aim to retain the same good quality as before.

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Granted 1780.

Jonathan Crookes & Son
Sheffield, England

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UTICA PLIERS

UTICA PLIERS can be depended upon to DO the work. Each Plier is tested before leaving the factory, and guaranteed to give ABSOLUTE satisfaction.

Any tool bearing the Utica trade mark has our "MONEY BACK IF NOT SATISFACTORY" guarantee behind it.

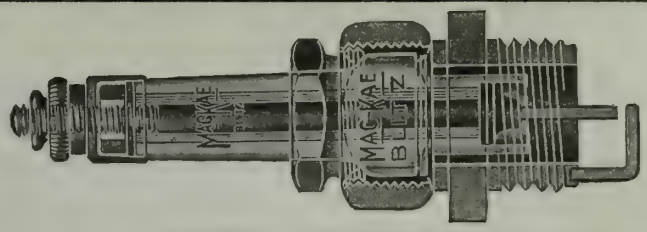
"THE PLIER THAT FITS THE HAND"

Let us send you prices and catalogs.

UTICA DROP FORGE & TOOL CO., Utica, N.Y.

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SMITH HARDWARE CO., Ltd., 240 Lemoine St., MONTREAL



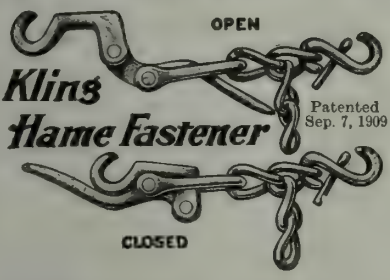
"BLITZ" SPARK PLUGS

cannot short circuit; the inner wire, through the porcelain being protected by a mica tube. The porcelains are imported, and the plug in general is assembled of parts of the highest quality throughout. Made in all sizes.

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LET CUSTOMERS TRY IT 30 DAYS



They are bound to keep this fastener because it is better than words can tell; but if, by chance, one should not give satisfaction, take it back. We'll see that you don't lose. The Kling works easily and instantly. Always exerts the same pressure. Lasts longer than the harness. Retails for 25c. Gives you 50 per cent. profit. Order a dozen from your jobber. $2.00. Name "Kling" on the handle. Descriptive circular on request.

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SCREW AND STRAP HINGES

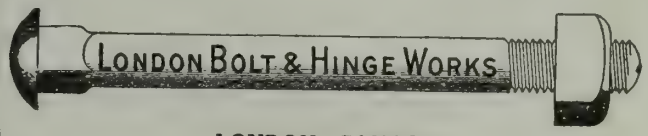
for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

NUTS

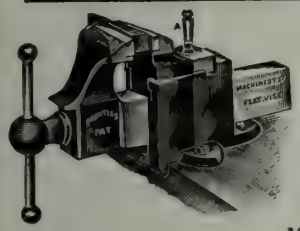
We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



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There is but one

PRENTISS VISE

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Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

Sole Agents for Canada: A. Macfarlane & Co., Coristine Bldg., Montreal.
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"Empire" Plaster Board combines lathing and fireproofing in one simple operation.

The "Empire" Brands of Wood Fiber, Cement Wall and Finish Plasters.

We shall be pleased to send you our specification booklet.

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JOSEPH RODGERS & SONS

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CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

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Glues, Gelatines and Size

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Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

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Battery Zincs, Fuse Wire, Wire Solder

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Sheet Metal Stampings, Special Stamped Me al Goods to Order. Dies and Tools, Steel Stamps, Machine and Furniture Name Plates, Seals and Seal Presses, Fire Escapes, Brass Name Plates.

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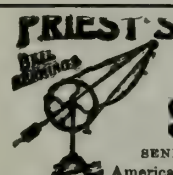


ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

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PRIEST'S CLIPPERS THAT'S SUFFICIENT.

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Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

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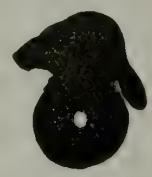
Surprise Horse and Cattle Pokes

The only poke that will stop horses from jumping. Made at Perth, Ont., by

James & Reid
ASK YOUR JOBBER



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Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

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Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to

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The Best Door Closer is
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Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
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Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.

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IRON and STEEL
OF ALL DESCRIPTIONS
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Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
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Representing Canadian, British and American Manufncturers. Correspondence invited from firms wishing to be represented.

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Castings of all Kinds.

Write us for our list of Plow Castings.

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The PARMENTER BULLOCH CO., Ltd.
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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Pelloe Plates.

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ATLAS STRAP HINGE
Strong, Light and Attractive, Japan Finish.
One pair with Screws in a Neat Box.
Write for Samples and Prices.
ATLAS MFG. CO., - New Haven, Conn.

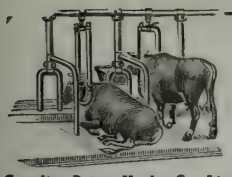
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COLLINS SPRAYERS=SATISFIED CUSTOMERS

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THE COLLINS MFG. CO., TORONTO

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O.K. CANADIAN U BAR STEEL STANCHIONS

will hold the cattle secure at all times. Is superior in strength on account of eing made of high carbon U Bar steel and no oints and rivets to wear lose.

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AN ARMSTRONG BORING TOOL is always ready for use. Should be on every lathe. **Saves all forging 70% Grinding; 90 % tool steel.** Write for Catalog.

ARMSTRONG BROS. TOOL CO.
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Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto Street, Toronto. 52 Canada Life Bldg., Montreal

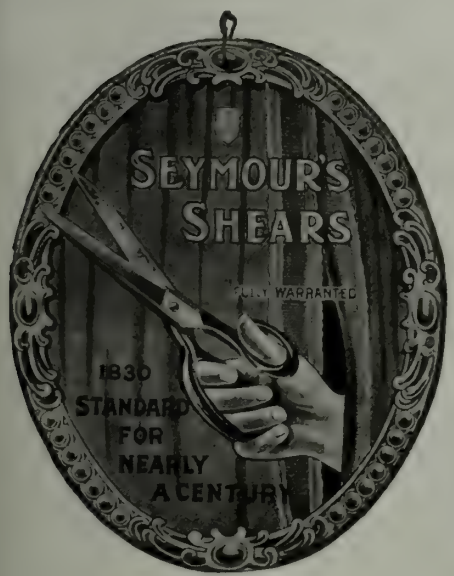
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for Carriages and Special Castings of all Kinds

Manufactured by

P. KYLE

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NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

J. A. HENCKELS TWINWORKS CUTLERY

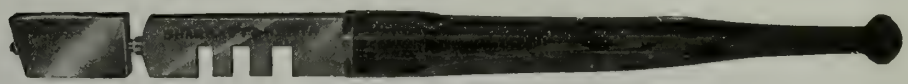


Pocket Knives, Scissors, Razors, Butchers' and Cooks' Knives, etc.

SOLE AGENTS **F.W. Lamplough & Co.,** 9 DeBresoles St. MONTREAL

Sharratt & Newth's Glaziers' Diamonds

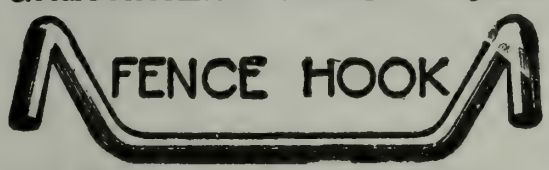
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"ACME" are the strongest and sharpest low-priced Shears and Scissors on the market.

Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?

Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.

Special Representatives, Wiebusch & Hilger, Ltd., New York City.

MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high-priced shears with "Acme" shears and scissors and watch the gratifying results.

Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.



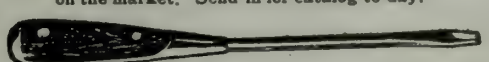
The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

THE ACME SHEAR CO., (125-195 Knowlton St.,) BRIDGEPORT, CONN., U.S.A.

Pioneer Drop Forged Screw Drivers

Write us about our line of small tools.

We make the most complete line of Screw Drivers on the market. Send in for catalog to-day.



The Southington Mfg. Co., - Southington, Conn.

WE MAKE A SPECIALTY OF

WIRE SPRINGS

for COMPRESSION and EXTENSION.

James Steele, Limited, Guelph

"GALT"
CORNICES
SKYLIGHTS
(GALVANIZED IRON AND COPPER)
METAL SHINGLES
FIRE-PROOF WINDOWS
METAL CEILINGS & WALLS

Write for Catalogues and Price Lists

THE GALT ART METAL CO., Limited, Dept. C.

GALT, ONT. and WINNIPEG, MAN.

Why not make 1912 the most profitable saw year in your history?



ATKINS STERLING SAWS
MADE IN CANADA

THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

E. C. ATKINS & CO.,
MAKERS OF STERLING SAWS
HAMILTON, ONTARIO

Vancouver Branch, 109 Powell St.

U.S. Factory, Indianapolis, Ind.

LONDON BAR IRON

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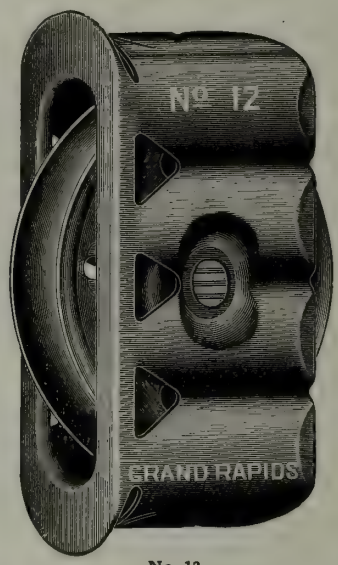
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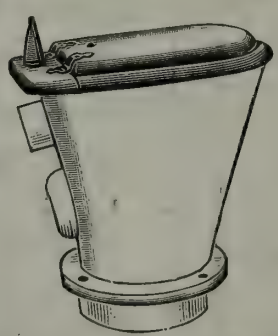
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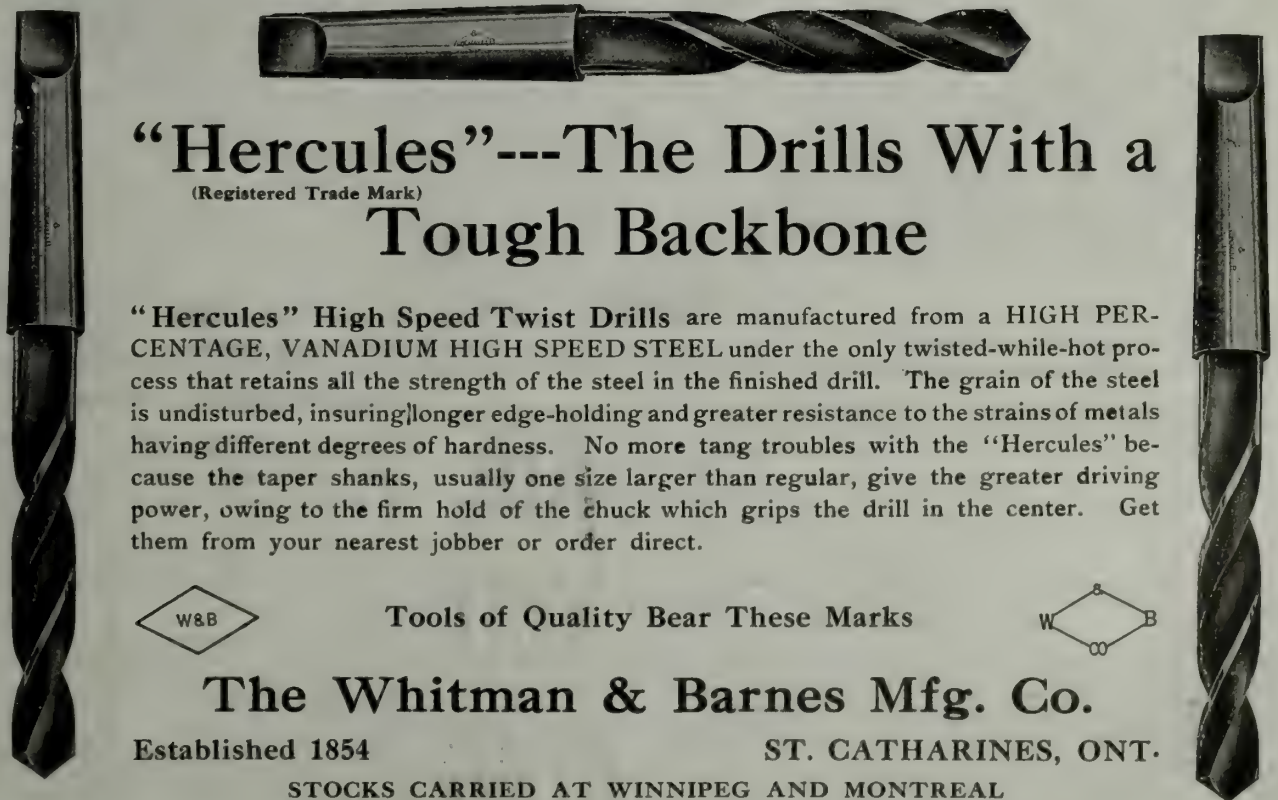
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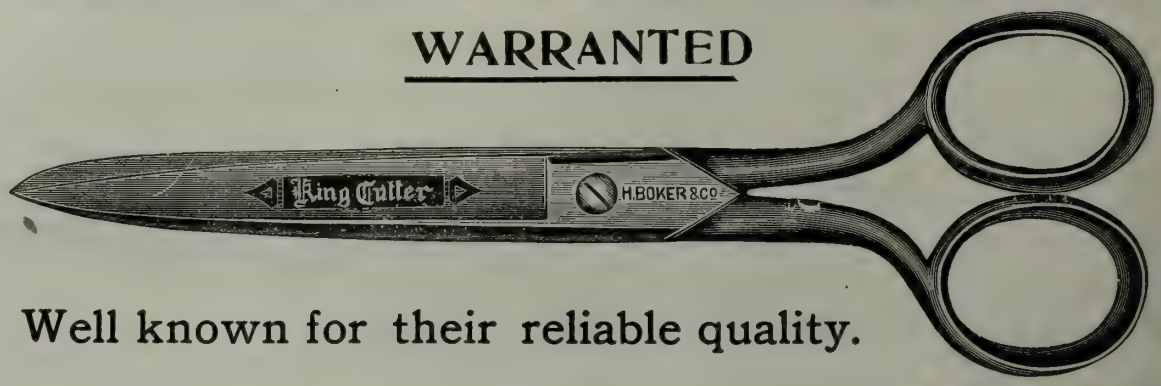
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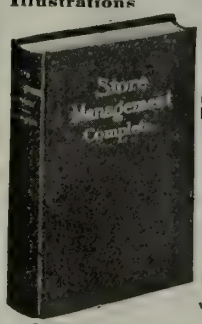
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Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels, Hamilton.

Aluminum Ware
British and Continental Agencies, Ltd. Toronto
Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
Wondershine Limited, Toronto.

Ammunition
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York.

Animal Traps
Oneida Community Ltd., Oneida, N.Y.

Anchors
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.

Auger Bits
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
Tobin Arms Mfg. Co., Woodstock.

Babbitt Metal
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bar Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Bale-Ties
Laidlaw Bale-Tie Co., Hamilton, Ont.

Bar Urns
Buffalo Mfg. Co., Buffalo, N. Y.

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Buffalo Mfg. Co., Buffalo, N.Y.
S. Sternau & Co., Brooklyn, N.Y.

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Dominion Belting Co., Ltd., Hamilton
Sadler & Haworth, Montreal.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

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E. T. Wright & Co., Hamilton.

Binder Twine
Plymouth Cordage Co., N. Plymouth, Mass.

Bolts and Nuts
London Bolt and Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
National Acme Mfg. Co., Montreal.

Boilers and Radiators
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.

Bolts—Expansion
Star Expansion Bolt Co., New York.

Brackets Shelf
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Brass Goods
British & Continental Agencies, Ltd., Toronto.
Jas. Cartland & Son Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton
Stover Mfg. Co., Freeport, Ill.

Brass, Sheets, Tubes and Rods
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton

Brushes
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.

Bridle Rings—Galvanized, Brass and Plain
Star Expansion Bolt Co., New York.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal
Howland, H. S. Sons & Co., Toronto
Lewis Bros. & Co., Montreal.
Lufkin Rule Co., Saginaw, Mich.
North Bros. Mfg. Co., Philadelphia, Pa
Stanley Rule & Level Co., New Britain.

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Canadian Yale & Towne, St. Catharines.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough.

Butts
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, Conn.

Cans
American Can Co., Montreal.
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

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Bissell Carpet Sweeper Company, Grand Rapids, Mich.

Carriage Heaters
Chicago Flexible Shaft Co., Chicago.

Carriage Springs and Axles
Guelph Spring and Axle Co., Guelph.

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Dominion Cartridge Co., Montreal.

Cash Registers
National Cash Register Co., Toronto.

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

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Canada Cement Co., Montreal, P.Q.
Alf. Rogers, Ltd., Toronto.
B. & S. H. Thompson & Co., Montreal

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Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont
Maxwell, David, & Sons, St.Mary's, Ont

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The Western Clock Mfg. Co., La Salle, Ill.

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Hamilton Cotton Co., Hamilton.

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Cummer-Dowswell Ltd., Hamilton, Ont
American Wringer Co., New York City
Lovell Mfg. Co., Erie, Pa.

Cold Rolled Strip Steel
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Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

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Greening, B., Wire Co., Hamilton.
McKinnon Dash and Metal Co., St. Catharines.
Oneida Community, Ltd., Niagara Falls

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Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.

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Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Greeff, Bredt Co., Toronto.
Henderson & Richardson, Montreal.
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Howland, H.S., Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.

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Richards Wilcox Mfg. Co., Aurora, Ill.

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Stover Mfg. Co., Freeport, Ill.

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Whitman & Barnes Mfg. Co., St. Catharines.

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Alexander Gibb, Montreal.

Drinking Cups
Hero Mfg. Co., Philadelphia.

Dry Batteries
Canadian Carbon Co., Winnipeg.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
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E. T. Wright & Co., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.

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Canadian Hart Wheels Limited, Hamilton, Ont.
London Emery Works, London, Eng.

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The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
McClary's, London, Ont.

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Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.

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C. J. Hamilton & Son, Plymouth, Mich.
Tobin Arms Mfg. Co., Woodstock.

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Dennis Wire & Iron Co., London.

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Stover Mfg. Co., Freeport, Ill.

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont.

Flint Paper
London Emery Works, London, Eng.

Food Choppers
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.

Foot Warmers
Chicago Flexible Shaft Co., Chicago.

Forgings
Steel Co. of Canada, Limited, Hamilton.

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd, Hamilton.

Galvanized Iron
W. Gilbertson & Co., Ltd., Alex. Gibb, Montreal, Agent.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Glass
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
B. & S. H. Thompson & Co., Montreal.

Glass, Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass Paper
London Emery Works, London, Eng.

Glass, Wired
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto

Glaziers' Diamonds
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.

Grindstones
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.

Guns
Harrington & Richardson Arms Co. Worchester, Mass.
Tobin Arms Mfg. Co., Woodstock, Ont.
C. J. Hamilton & Son, Plymouth, Mich.

Hammers
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles
Still, J. H., Mfg. Co., St. Thomas.
W. C. Crawford Co., Tilbury.

Hardware, Metal Window.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.

Hay Unloading Tools
F. E. Myers & Bro., Ashland, Ohio.

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.

Hinges, Spring
Chicago Spring Butt Co., Chicago.
Standard Mfg. Co., Shelby, Ohio.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
St. Marys Wood Specialty Co., St. Marys.

Hooks
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.

Hoop Iron
The Steel Co. of Canada, Ltd., Hamilton.

Hoops—Steel and Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails
Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools
North Bros. Mfg Co., Philadelphia, Pa

Iron and Steel Bars
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton
London Rolling Mill Co., London.

Iron Pipe
Steel Co. of Canada, Ltd., Hamilton.
Canada Tube & Iron Co., Montreal.

Iron Pumps
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
Red Jacket Mfg. Co., Davenport, Iowa
F. E. Myers & Bro., Ashland, Ohio.

Knife Polish
London Emery Works, London, Eng.

Ladders
Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf
Hamilton Brass Mfg. Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Lamps, Acetylene
Maple City Mfg. Co., Monmouth, Ill.

Lampblack
The L. Martin Co., New York.
Wilckes Martin Wilckes Co., New York

Lanterns
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.

Lawn Fencing
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville
Banwell Hoxie Wire Fence Co., Hamilton.

Lawn Mowers
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia
Clipper Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Swings
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lightning Rods
Hamilton Brass Mfg. Co., Hamilton, Ont.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools
Pink, Thos., & Co., Pembroke, Ont

Manufacturers' Agents
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes
Stover Mfg. Co., Freeport, Ill.

Metals
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
McKechnie Bros., Birmingham, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co.,Montreal

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.
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Metal Stove Fronts
Canada Foundry Co., Ltd., Toronto.

Mop Holder
Theo. J. Ely Mfg. Co., Erie, Pa.

Mop Wringers
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.

Nails, Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. C., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton.

Oilers
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T. & Co., Hamilton, Ont.

Oil Stones
Canadian Hart Wheels, Hamilton, Ont
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont

Packing
Garlock Packing Co., Hamilton, Ont.

Paints, Oils, Varnishes
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto.
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Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works, Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover
Chadeloid Chemical Co., New York.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.

Perforated Sheet Metals
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Greening, B., Wire Co., Hamilton.

Pig Iron
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Steel Co. of Canada, Limited, Hamilton.
Samuel Benjamin & Co., Toronto.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized
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Canadian Tube & Iron Co., Montreal.

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Smith Hardware Co., Montreal.

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John Lysaght, Ltd., Bristol, Newport and Montreal.

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International Tool Co., Detroit.

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R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg. Co., Davenport, Iowa.

Pumps, Power
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.

Razors
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kample Bros., New York.

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton.
Carborundum Co., Niagara Falls, N.Y.

Razor Strops
J. R. Torrey & Co., Worcester, Mass.

Registers
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrosteel Co., Bridgeburg.

Rivets
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Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co. of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
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Winnipeg Paint & Glass Co., Winnipeg.

Rope
Independent Cordage Co., Toronto.

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Lufkin Rule Co., Windsor.

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Disston, Henry, & Sons, Philadelphia.
Drabble & Sanderson, Sheffield, Eng.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

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Renfrew Scale Co., Renfrew, Ont.

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Stanley Works, New Britain, Conn.

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Steel Co. of Canada, Limited, Hamilton.

Screws, Wood
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Steel Co. of Canada, Hamilton.

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R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
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Cameron & Campbell, Toronto.

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Berry Bros., Walkerville.

Shovels and Spades
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Sieves and Screens
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B. Greening Wire Co., Ltd., Hamilton.

Silverware
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.

Sprayers
T. Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.
Spramotor Co., London.

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Henderson & Richardson, Montreal.

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Chicago Spring Butt Co., Chicago, Ill.
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Berry Bros., Walkerville.

Stains, Wood
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Henderson & Richardson, Montreal.

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Morris & Bailey Steel Co., Pittsburg.

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McClary's, London, Ont.
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F. E. Myers & Bro., Ashland, Ohio.

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Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.

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A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.

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The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Armstrong Bros. Tool Co., Chicago.
Robt. Sorby & Sons, Sheffield.
Stanley Rule & Level Co., New Britain.
International Tool Co., Detroit.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.

Tool Grinders
American Grinder Mfg. Co., Milwaukee Wis.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont.
Renfrew Scale Co., Renfrew, Co.

Varnishes: See Paints
Berry Bros., Limited, Walkerville, Ont
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators
Harris, J. W., Co., Montreal.

Vises
Henderson & Richardson, Montreal.
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer–Dowswell Ltd., Hamilton, Ont
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.

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Manitoba Gypsum Co., Winnipeg.

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Stover Mfg Co., Freeport, Ill.

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Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Howland, H. S., Sons & Co., Toronto
Lewis Bros. & Co., Montreal.

Window Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery
Ed Brand, 472 Moss Lane., Manchester Eng.

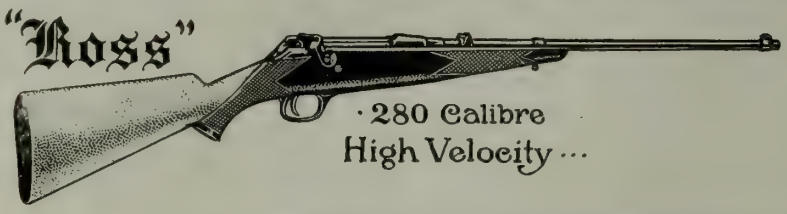
Wire Products
Andrews Wire Works, Watford, Ont.

Wire Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Jas. Steele Limited, Guelph, Ont.

Wood Finishes
Berry Bros., Walkerville.

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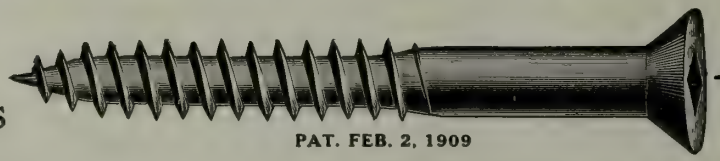
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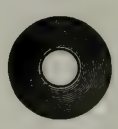
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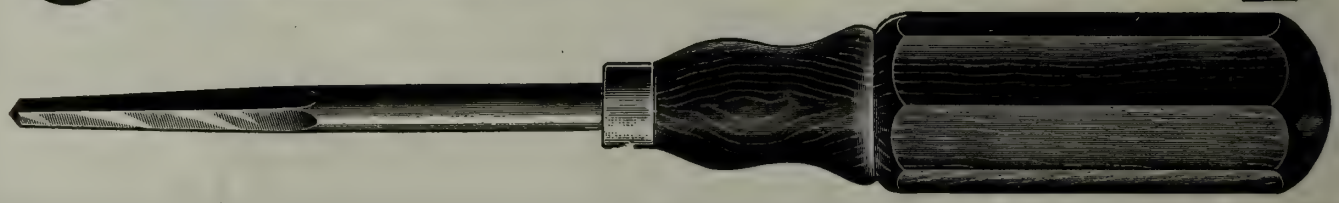
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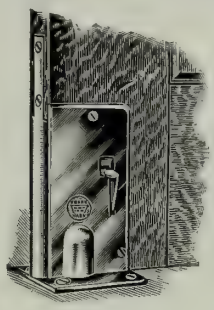
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HARDWARE AND METAL

Published Weekly by

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Vol. XXIV. Publication Office: Toronto, Canada No 19

May 11, 1912

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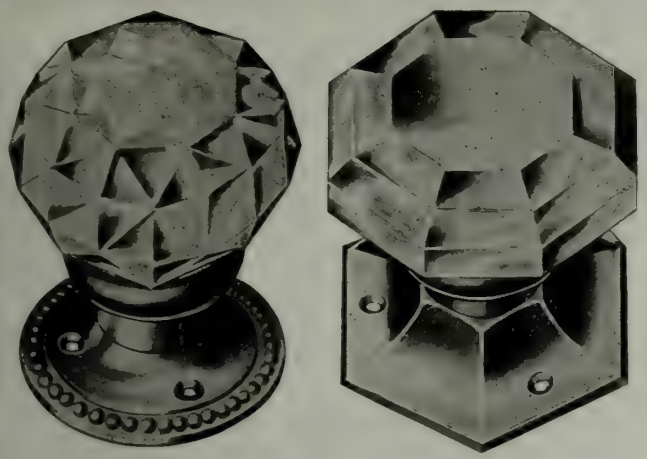
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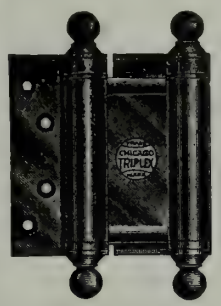
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North Bros. Mfg. Co.

PHILADELPHIA, PA.



MOTOR BOATING

Will be more popular than ever this season

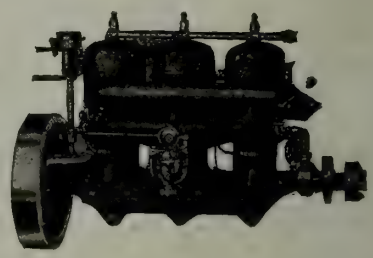
THIS year promises to be a record year in the motor boat field. When the season opens there will be a large number of new boats, and old boats fixed up. What are you doing to reap the benefit of this trade? Every wide-awake dealer should stock motor boat supplies and marine hardware. We carry the largest stock of accessories in Canada. Our Motor Boat Accessory Catalog is ready for mailing; a card asking for Catalog H. 24 will bring it to you.

If you are interested in Marine Engines you should have our Catalog H 23.

WHEN WRITING FOR CATALOGS ADDRESS OUR NEAREST BRANCH.

The Canadian Fairbanks-Morse Co.,
LIMITED

MONTREAL	TORONTO	SASKATOON
ST. JOHN	WINNIPEG	VANCOUVER
OTTAWA	CALGARY	VICTORIA



The S.M.P. Galvanized Garbage and Ash Cans

For Summer Use. A Perfectly Sanitary and Odorless Garbage Can.



With Slip-over cover, and bail handles for carrying.

The Seamless Covers are stamped from one piece of heavy metal, and are both strong and durable.

Prices on application



With wooden ribs, and side handles.

Nos.	1	2	3
Inches	12 x 13¾	13½ x 15	15 x 17½

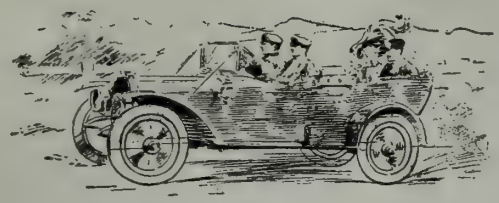
Nos.	4	5
Inches	14½ x 20½	17 x 26½

The Sheet Metal Products Company

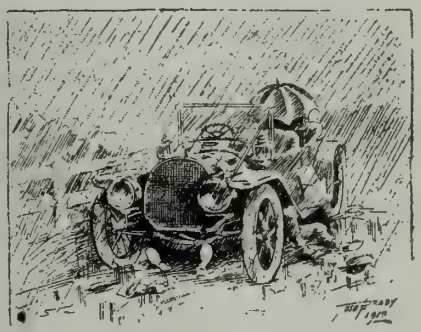
OF CANADA LIMITED

SUCCESSORS TO
KEMP MANUFACTURING COMPANY
TORONTO

MONTREAL WINNIPEG



AUTOMOBILE TOOL KITS

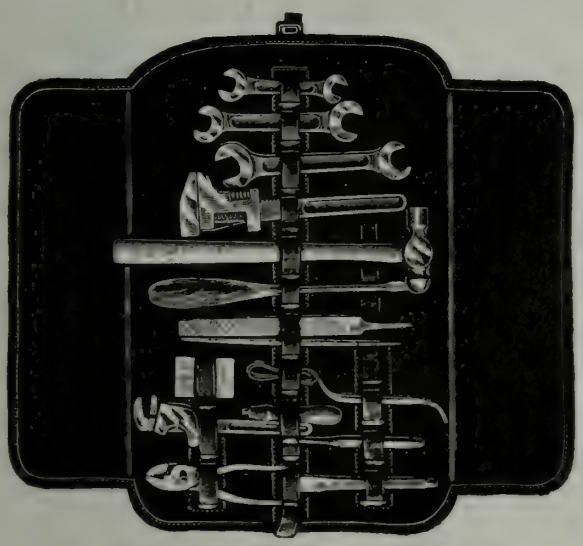


Hardware Dealers in every town should stock these Tool Kits.

Every owner of an Automobile will buy one if it is drawn to his attention. He needs the Tools, and he can appreciate their immense value to him in case something goes wrong when on the road.

They Solve the Tool Problem

The Automobilist can be sure that he possesses all the tools likely to be required when he owns one of these kits.



In Bound Canvas Rolls

Each Tool in a Separate Compartment



VICTOR KIT No. 1

The most complete and practical Kit made. Contains 16 pieces, and includes every tool necessary. Unquestionably as fine a set of tools as ever carried by an automobile.

VICTOR KIT No. 2

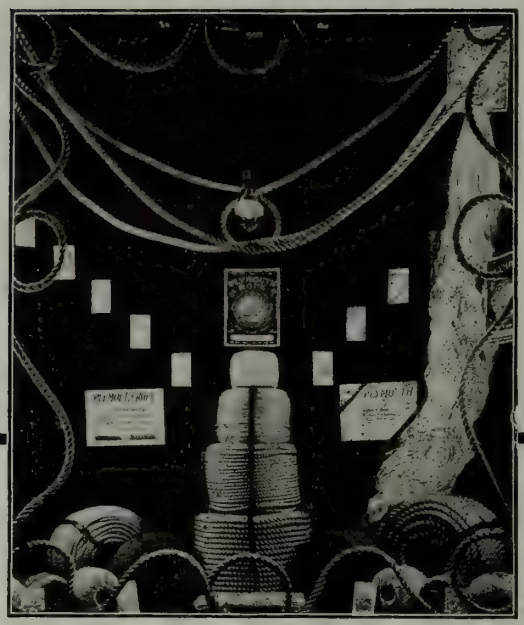
A cheap Kit, which contains all the tools likely to be needed. The tools are high-grade, and the kit is not equalled at the price. Contains 14 pieces.

These Goods Need Only be Shown to Sell—Think of the Chance to Sell a Dozen or More Tools at One Transaction—at a Good Profit

GET OUR CIRCULARS AND PRICES

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER



OUR ROPE IN YOUR WINDOW

To Make the Most of a Good Thing--Push It

An increasing number of dealers are learning that Plymouth rope sales bring satisfied customers, permanent trade, the reputation of handling the best, and lasting profits.

PLYMOUTH ROPE

"The Rope You Can Trust"

does all this because it is a specialty—the one best rope.

To help dealers make the most of Plymouth's advantages we have arranged a practical advertising and selling service—furnished and delivered free to every Plymouth dealer. This will mean still more good customers for good rope—***for you*** if you want them.

Better write us now for prices and further information. Service ready to deliver in a few days.

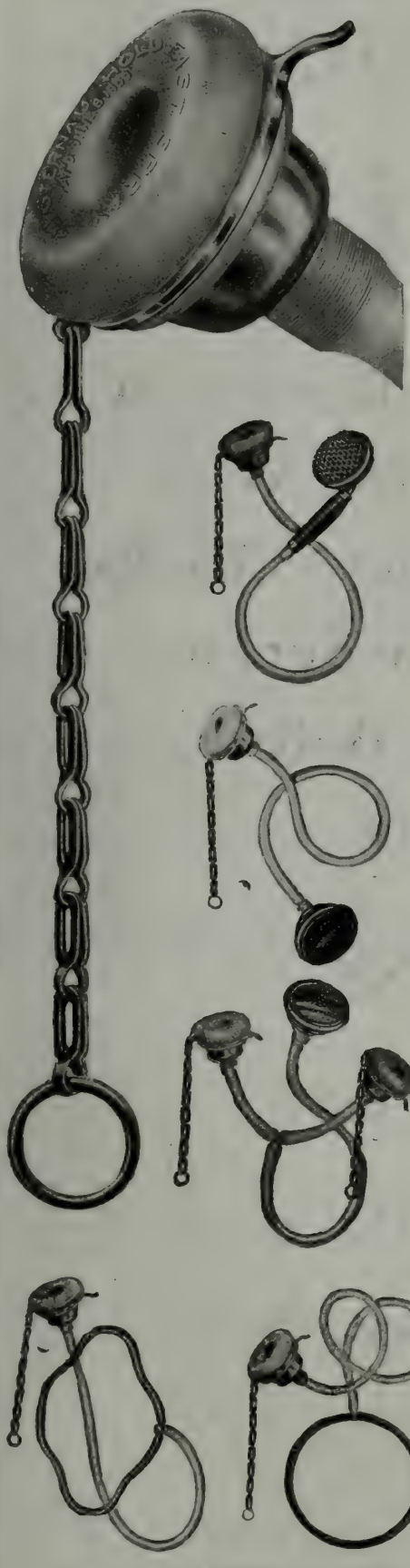
INDEPENDENT CORDAGE CO., LIMITED

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, CANADA

Stocks at TORONTO, MONTREAL, HALIFAX, ST. JOHN, WINNIPEG, VANCOUVER

The New Bulb
with its Parts Assembled



Some of the Different Style
STERNAU BATH-SPRAYS

The Season for Bath Sprays Is Here Again

¶ The refreshing effects of shower bathing are best had when the flow of the shower is gently regular, for nothing is more annoying to the bather than to have the flow of water jerky and frequently stop on account of the bulb blowing off the faucet.

¶ The Sternau Holdfast Bulb, just patented, insures freedom from the annoying features mentioned above, as it will *remain* on the faucet under the *strongest pressure* of water.

¶ This new bulb has another very desirable feature in that its construction is practically indestructible.

¶ Each Sternau Bath Spray is fitted with the new bulb, which will readily appeal to those desiring a Bath-Spray.

¶ Send for prices and full particulars regarding our co-operative plan for promoting your sales.

S. STERNAU & COMPANY

Office and Factory:
John and Gold Sts., Brooklyn, N. Y.

New York Showrooms:
305 Broadway, N. W. Cor. Duane St.

The New Bulb
with its Parts Disjoined



This Rubber Top whenever necessary can be renewed at a small cost and adjusted easily by anyone.

The top is made in two *sizes, thus making it possible to use the bath-spray on* any *size faucet.*

The Brass, Nickel-plated Ring and Chain which hold the bulb securely to the faucet.

The Brass, Nickel-plated Bulb, practically indestructible; will resist the strongest pressure of water.

The Steel Company, Limited

WIRE

Oiled and Annealed Wire, Barbed Wire
Galvanized Coiled Spring Wire
Wire Nails, Fence Staples, Tacks
Wood Screws, Machine Screws
Stove Bolts, Tire Bolts
Rivets and Burrs

Bar Iron, Bar Steel
Tiger White Lead
Bolts and Nuts
Horse Shoes, Horse Nails

DISTRICT SALES OFFICES:

HAMILTON TORONTO MONTREAL WINNIPEG
VANCOUVER, B.C. VICTORIA, B.C. ST. JOHN, N.B. HALIFAX, N.S.



Feature Samson Sporting Goods

Let your customers know that you handle this profitable and satisfying line. The selling of Samson Sporting Goods will attract a line of customers well worth having. Guaranteed reliability, service and value are three reasons why you should feature Samson Sporting Goods. Let us have your order to-day.

H. S. HOWLAND, SONS & CO., LIMITED

WHOLESALE HARDWARE

TORONTO

We Ship Promptly.

Our Prices are Right.

Graham Nails are the Best

? ? WHY ? ?

Why does **"CRESCENT BRAND" BUILDERS' HARDWARE** have the biggest sales?

Why are **"CRESCENT BRAND" FINISHES** the most sought after??????

Why is it that the majority of doors put up to-day swing on **"CRESCENT BRAND" HINGES**??????

? ? WHY ? ?

Canada Steel Goods Co., Limited, - Hamilton, Canada

"STANDARD" WICKLESS BLUE FLAME OIL COOK STOVES



Sizes 1, 2 and 3 Burners

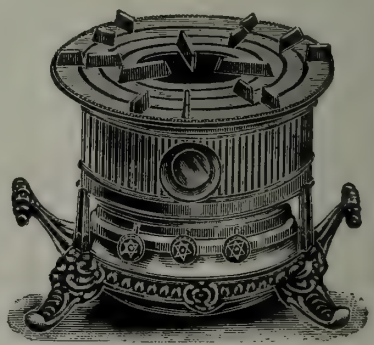
Made on the "gravity feed" principle

SIMPLE AND EASY TO OPERATE.

Solves the problem of economical cooking in country homes and surburban residences.

We have also in stock

"Buckeye Junior" Gasoline Stoves
"Summer Girl" Oil Stoves
"German Oil" Oil Stoves
"Eagle" Oil Stoves, Etc.



German Glass Bottom Stove

WRITE FOR PRICES.

THE THOS. DAVIDSON MFG. COMPANY, Limited

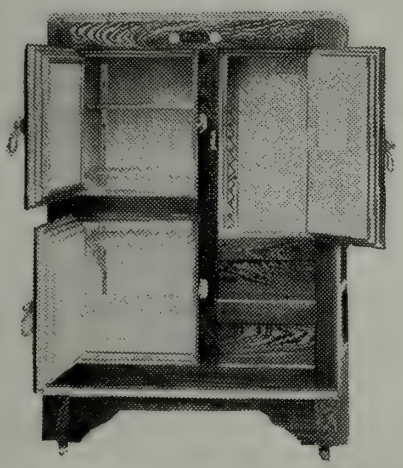
MONTREAL - - TORONTO - - WINNIPEG

NOW Is The Time

that every progressive dealer should stock refrigerators. But when doing so he has to select a trade-winner that produces a reliable profit.

You cannot get better results than those produced by the

"BARNET" Refrigerator



Contains Many Good Selling Points

This is a refrigerator that has strictly up-to-date features — a refrigerator that has been endorsed by experts. It has been subjected to every practical test, and we know that it is the choice of those who want the best.

Other dealers are reaping splendid profits—why don't you? Investigate at once.

Write us to-day for catalogue. Study it. Then you will realize "BARNET" superiority.

The Barnet Manufacturing Co.

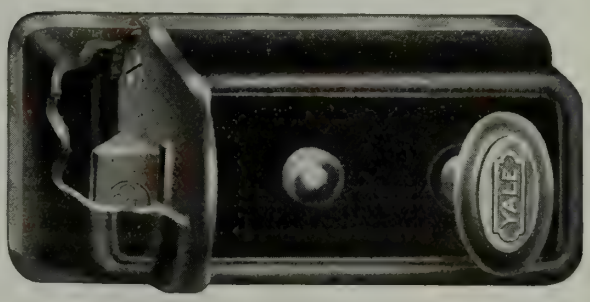
LIMITED

Renfrew, Ont.

YALE

No Locks are Yale Locks unless made by Yale & Towne

You will find that it pays you to carry a good assortment of Yale night-latches, because they give your customers security, while the name Yale always helps the standing of the store that carries Yale goods.



Yale Cylinder Night-latch No. 44

A combination night-latch and deadlock, offering in the most convenient form the highest security known.

Back up our Canadian magazine campaign with good store and newspaper advertising. We furnish free to dealers:

Window Displays	Newspaper Advertisements	Printed Matter
ready to install, that will actually sell goods.	ready to use for your own local paper.	for you to send to your prospective customers.

Dealers' Helps are shown and described in our booklet "Suggestions for Selling Yale Night-latches." Send for this and for our booklet, "Yale in Canada."

Canadian Yale & Towne Limited

Makers of YALE Products in Canada: Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works, St. Catharines, Ont.

C54-2

BRUSHES

Assortments of Brushes in neat display boxes convenient for the Hardwareman.

Varnish Brushes that retail for

5c. 10c. 15c. 20c. 25c.

at a good profit for the Hardware dealer. Can be bought through your Jobber or from



MEAKINS & SONS

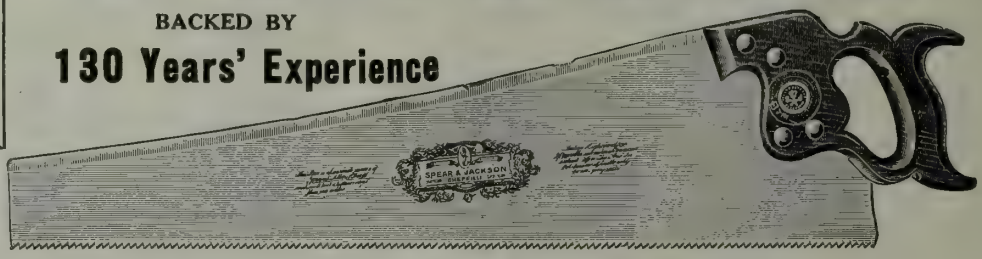
TORONTO - - HAMILTON - - WINNIPEG



"THE NAME'S THE GUARANTEE"

BACKED BY

130 Years' Experience





171-A Secret Process VANADIUM Steel
(Also Straight Back)

Extract from The LONDON DAILY TELEGRAPH

WHICH SPEAKS FOR ITSELF

As a matter of fact, the trade of which Sheffield is the centre has in the last year or two fought—and won—a notable fight. Germany was a formidable competitor; America a yet more serious one, in the matter of tools, and especially SAWS. The English makers set themselves to meet this sharp rivalry, availing themselves of a superior position alike in materials and highly specialized skill. They took full advantage of the technical schools, with their scientific teaching as to metals and the treatment of steel, and paid more attention than they have ever done before to design and finish. Their energy and enterprise won prompt recognition from the buyers for the retail trade, and within very recent days they have enjoyed the spectacle of seeing the agent of one of the most noted firms of tool-makers in the United States coming over to make a tour of inquiry as to what had come over English trade that they had lost it so entirely. The British manufacturers had, moreover, proved conclusively that, quality for quality, their products had nothing whatever to fear on the important matter of retail selling price, and their victory was complete.

IF you are not handling our Saws and Edge Tools, you are paying more for inferior goods. Does it pay you ?

Henderson & Richardson
Board of Trade Building, MONTREAL

Spear & Jackson, Ltd.
SHEFFIELD, England

Sell GLUE in packages--it means less handling--more profit



BRANTFORD ALL AROUND GLUE

weighed and wrapped ready to hand over the counter.

NO MUSS—NO FUSS—
NO LOSS OF TIME

¼ pounds, ½ pounds, pounds. Everybody's Glue Size, in pounds only.

The quality is there and will be maintained.

ASK YOUR JOBBER FOR PRICES AND DISCOUNTS

PROTECT your show-cases by using the

BRANTFORD COIN MAT

same as cut at left in Blue and Orange.

WRITE US FOR ONE.

CANADA GLUE CO. LIMITED

BRANTFORD, ONT.

Manufacturers of Glue and Gelatine of all kinds and for all purposes.

THE SALES OF

HARRIS HEAVY PRESSURE BABBITT METAL

ARE INCREASING BY LEAPS AND BOUNDS

Harris Heavy Pressure is A High Grade BABBITT METAL at a Medium Price

Harris Heavy Pressure



The Babbitt Metal without a fault

Harris Heavy Pressure is Recognised as THE BEST BABBITT METAL for all General Machinery Bearings

Mr. Hardwareman!

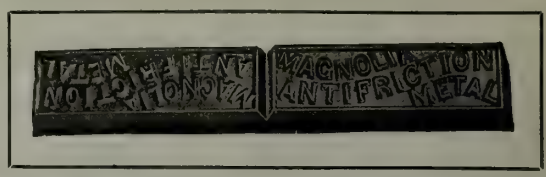
Are you getting your share of the Babbitt Trade? If not, write us for prices.

THE CANADA METAL CO., LIMITED

HEAD OFFICE AND FACTORY **TORONTO**

WESTERN FACTORY **WINNIPEG**

BULL RINGS



Perhaps you have not thought of Magnolia Metal in connection with Bull Rings—it seems to be just the thing. It is also good for piston and stem rod packing.

MOBILE LIGHT AND RAILROAD COMPANY.

Mobile, Ala., January 12th, 1912.

Gentlemen,—In answer to your inquiry of January 2nd, will state that the Magnolia Metal put in our Bull Rings two years ago is giving perfect satisfaction. The metal has worn about 1/32 in. on the bottom in that time. The ring is 58 in. in diameter and 11 in. of bearing surface. Two days were used in the job of removing the ring, preparing it for filling and turning it in a lathe to fit cylinder after it was poured. If the above is of any use to you, you may use it any way you like.

Respectfully,

C. MANKER,

Engineer Power Station.

The method employed in applying Magnolia as described by Mr. Manker will be sent to anyone desiring the information.

SPECIAL OFFER

PRACTICAL ENGINEER POCKET BOOK, 680 pages, over 2000 subjects. Price 40c. post paid. We do not aim to make a profit on these books. We buy them in large quantities as an advertising medium and give Engineers benefit of low price. They are highly spoken of by Engineers. Address Montreal office.

SOLD BY LEADING DEALERS EVERYWHERE OR BY

MAGNOLIA METAL CO.

225 ST. AMBROISE STREET, MONTREAL

NEW YORK CHICAGO

H&R ARMS CO

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

MAYMORE

INSIDE LOCK SETS A SPECIALTY



COMPLETE LINE OF BUILDERS HARDWARE

No 7968

WRITE FOR PARTICULARS OF COMPLETE LINE TO

THOMAS. W. KIRBY

YONGE ST ARCADE TORONTO

MANUFACTURED BY

MAY & PADMORE LTD BIRMINGHAM ENG.

"NORCROSS" CULTIVATOR-HOES & WEEDERS



MR. DEALER:

Do you appreciate **QUALITY** and **DISTINCTIVENESS?**

We have had 20 years' experience in the exclusive manufacture of this one line and guarantee our goods to out-class all imitations on the market.

We have nearly 300 regular jobbing customers in the U.S.

"WE MAKE NOTHING ELSE AND OUR GOODS SHOW IT"

Our 5-prong is the only one having detachable ferrule (Pat'd) providing for attaching Cultivator to Wheel Plows.

Our new 3-prong is a modification in size, weight and cost, cheap as the common hoe in price and pays a greater profit.

ANY WOMAN CAN USE THIS WITH EASE

Our Midget is the greatest of all Flower Weeders.
Our line is complete. Weights—3 lbs., 2 lbs., 12 oz.

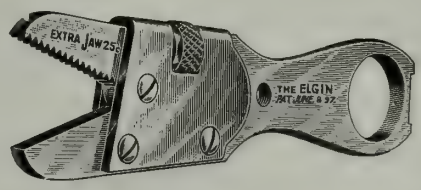
Canadian Jobbers who handle the "Norcross" line are: J. H. Ashdown Hdw. Co., Ltd., Winnipeg; Merrick-Anderson Co., Winnipeg; McLennan, McFeely & Co., Ltd., Vancouver, B. C.; Lewis Bros., Ltd., Montreal; The Eureka Planter Co., Ltd., Woodstock, Ont.; Jas. Simmonds Co., Halifax and Dartmouth, N.S.

Write them for Circular and Prices.

C. S. NORCROSS & SONS, - BUSHNELL, ILL., U.S.A.

Patentees and Sole Manufacturers.

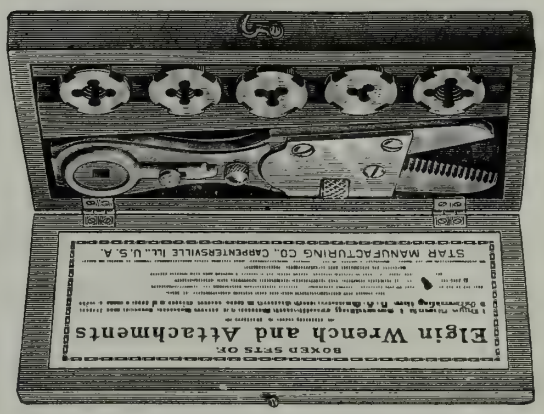
SCREW PLATES
in BOXES and ROLLS
as Accessories to Elgin Wrenches.



A BOX to display in your show-case is better than an Elgin on the shelf, for a 1,000,000 USERS will want the Accessories when they know they will fit their Old Elgin (bought since '05.)

Any of these parts sold out of the set can be replaced from your jobber by mail.

The BOX is best for the show-case.



The Leather ROLL is best for the consumer.

Many dealers buy of each to give customers a choice.



The price is the same for either, These are exceptionally attractive to old Elgin Users, which means new business for you, and more Elgin only business, later they will want Accessories too.

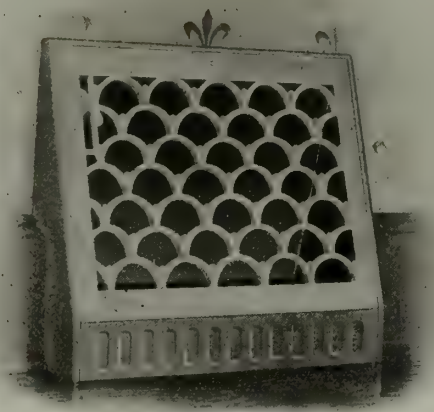
All Jobbers Can Supply

STAR MANUFACTURING COMPANY

CARPENTERSVILLE, ILL., U.S.A.

THE DEFIANCE

THE MOST POWERFUL
REGISTER IN THE WORLD



Fits a stack head EIGHT INCHES deep, and accommodates either a 12 in. or a 14. in. supply pipe. Write for prices.

Canadian Ferrosteel Co., Limited

BRIDGEBURG, ONTARIO

X CELL Dry Batteries

are preferred in the West!



Our advertising all over the West has helped and is helping, but the battery that we are putting out is winning the whole field, West.

Recommend to your trade our No. 8 for engine work and watch your sales go up.

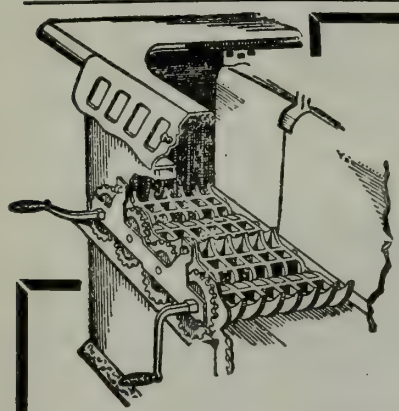
Western Dealers

Write us and we'll put you in touch with the nearest jobber.

CANADIAN CARBON CO., LIMITED

WINNIPEG MAN.

E. W. HANNA, President and Managing Director



There's A Better Profit Awaiting YOU

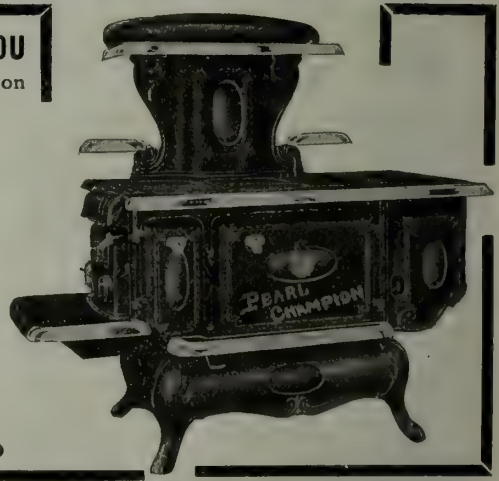
Seize this opportunity and write us for catalog on

CHAMPION RANGES

Ranges that are extremely popular wherever used—ranges that bring the dealer good profits.

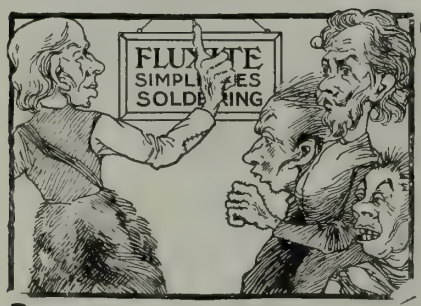
The Champion Grate

is a grate which is patented and used only on this range. Crosswise, non-warping, easily shaken, more open surface and a clean fire.



Write for Catalogue NOW.

D. J. BARKER & COMPANY, - Picton, Ontario



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Plumbers and other mechanics will have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use. Easy to sell.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.
Made by the AUTO-CONTROLLER CO., 212 Vienna Rd., Bermondsey, Eng.
General Representatives: SAYWELL'S SALESMEN, 61 Albert Street, Winnipeg.

Look For This Trade Mark Then Buy The "White" Mop Wringer









WHITE MOP WRINGER CO.
FULTONVILLE, N.Y.



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.,

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY



Put the FORD to this test.

Take an ordinary piece of wood, after starting the screw point, do not use any pressure on the brace. After the lip begins to cut, count the number of turns it requires to bore through the wood. Then do the same on the end grain of Hickory or any hard wood you wish. Then—try any other Bit you may have in these same ways.

The result will prove our claim that the Ford is the fastest boring, smoothest working and most accurate boring Bit yet produced. Give the FORD the above test.

and be convinced of its superiority

It is universally used by all progressive carpenters and electricians, and its almost phenomenal sale tells the story of its practicability for all kinds of work.

It bores almost twice as fast as the average bit in both hard and soft wood, wet or dry, or even frozen. It is unexcelled for the finest, fussiest work.

No clogging, no turning off—a knot can't stop it, it is accurate to the fraction of an inch. The FORD is imitated but not equalled.

Write for our free Booklet E.

Ford Auger Bit Co.

HOLYOKE, MASS.

Makers of Auger Bits, Ship Augers, Car Bits and Boring Machines



Economy Furnace---300---Series B. Cased with Vertical Shaker.

Profit by the Experience of Others

by writing us for letters from users and dealers—these letters will convince you that the

PEASE FURNACE

is just as we claim—an economical and efficient heat distributor that is the "choice of the people that know."

This furnace is largely sold on the recommendation of users to their friends through real merit. Quality, Construction and Prices are right.

Write to-day for illustrated catalogue.

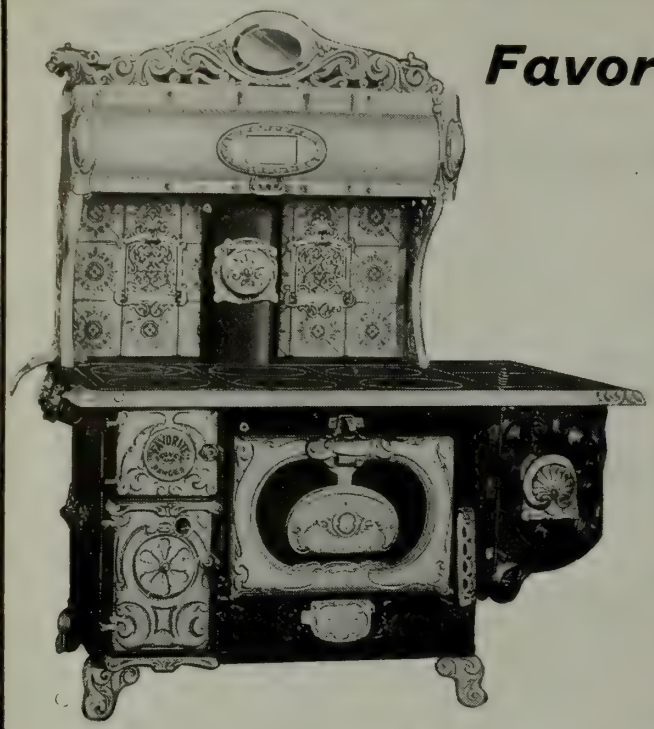
Let our Heating Engineering Department help you Free of Cost on any heating problem you may have to solve.

PEASE FOUNDRY COMPANY

LIMITED

Toronto :: Winnipeg

Western Representatives
PEASE-WALDON CO., Ltd., WINNIPEG
253



Favorite Stoves and Ranges

Are A Profitable Line To Handle

We specialize on Stoves and Ranges and our line comprises everything from the cheap steel cook to the highest grade of FAMILY STEEL RANGES.

We Wish To Direct The Attention Of The Western Trade

that we carry at Winnipeg a large and well assorted stock and can make prompt shipment.

We also carry a complete line of

GASOLINE & OIL STOVES, WASHING MACHINES, WRINGERS, ETC.

Write for our Western Price List. Just Issued.

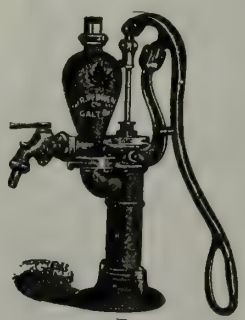
FINDLAY BROS. CO., LIMITED, 260 Princess St. WINNIPEG

FACTORY:—CARLETON PLACE, ONT.

Good Pumps--- with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps--for Force or Lift use---every size, style, kind, in our big catalogue.

Write

The
R. McDougall Co., LIMITED
GALT, CANADA

Air-O-Lite Lamp



A Necessity in the Modern House.

Never Fails to Satisfy.

Makes its own gas—cheaper than Oil, Electricity or city gas. Just what is required in your house or country cottage—safe—reliable and no chimneys to break.

Write for full particulars and prices.

The Rochester Lamp Company
TORONTO, ONTARIO

It's the Quality that Sells Them

McClary's

High Grade 1912 Gas Ranges

Ask for
CATALOGUE
and
COOK BOOK



Send
Your Order to
Our Nearest
Branch To-day.

The Favorite Household Range—STYLE C.

The Housewife knows good value when she sees it.
That's why so many McClary Gas Ranges are sold.

It's the quality that does it!

For quality, finish and economical working, McClary Ranges have no equal.

Send along your order to-day. The moment you get the ranges set up on your floor you'll find sales easy to make.

"McClary" on Goods is a Quality Name.

McClary's

McCLARY'S SHIP QUICK.

Toronto, Montreal, London, Vancouver, St. John, N.B.
Hamilton, Winnipeg, Calgary, Saskatoon

High Quality

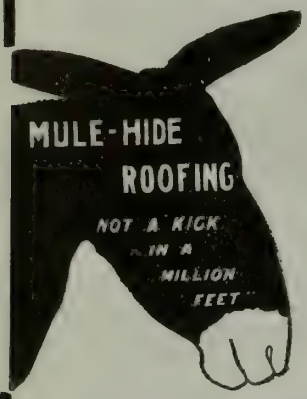


Conductor pipe and eavetrough, every length uniform and easily fitted together.

Corrugated iron, elbows, skylights, ventilators, ridge roll and valleys.



Wheeler & Bain
The Quick Shippers
TORONTO



We Make "Mule-Hide" Roofing Sales Easy

The dealer who aims to give his roofing customers intrinsic value for money received should stock MULE-HIDE Roofing at once.

We have a proposition by which we do our utmost to help YOU make quick sales not only of MULE-HIDE Roofing but also your general lines. MULE-HIDE Roofing is guaranteed to give absolute satisfaction to all your customers. Communicate with us now. We confine this proposition to one dealer in each town.

The Dominion Roofing Co. of Canada, Ltd.
TORONTO - CANADA

The "RENFREW" Handy Two-Wheel TRUCK SCALE

"A Convenience and Protection for Farmers"

This is a scale that pays the dealer A VERY ATTRACTIVE PROFIT—a scale that is becoming more and more popular every day with farmers.

It is absolutely accurate and has many advantages over the common scale.

With this scale in his possession the farmer knows the exact weight of the products he is selling—he is armed against short weights.

The "RENFREW" TRUCK SCALES are GOVERNMENT TESTED and have been awarded their GOVERNMENT CERTIFICATE without question, and are backed by our WRITTEN GUARANTEE to be just as represented, and to give a long, reliable service. Capable of weighing anything from a single pound to 2000 pounds.

The "RENFREW" TRUCK SCALES are rigidly built and will stand all kinds of rough usage.

LET US SEND YOU ONE. Show it to every farmer who comes into the store, and see how many you can sell.



Write for Circulars and prices NOW.

Renfrew Scale Co.
RENFREW, ONT.



Genasco

THE TRINIDAD-LAKE-ASPHALT Ready Roofing

Genasco gives you a vital talking point to help you sell it—Trinidad Lake asphalt.

The first requirement of every roof is—that it shall stay waterproof. And Trinidad Lake asphalt is "Nature's Everlasting Waterproofer." Its *natural* oils gives Genasco the life that lasts.

Impress this on your customers and let the logic of it help them decide.

Have you ordered a good supply of Genasco from your jobber.

The Kant-leak Kleet waterproofs seams without cement and prevents nail-leaks.

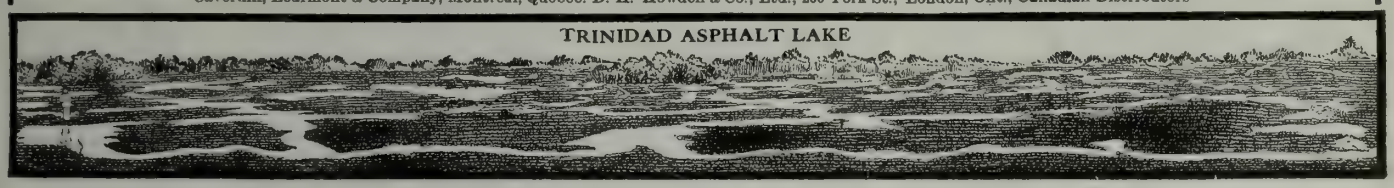
THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world

PHILADELPHIA

NEW YORK SAN FRANCISCO CHICAGO

Caverhill, Learmont & Company, Montreal, Quebec. D. H. Howden & Co., Ltd., 200 York St., London, Ont., Canadian Distributors



Dealers Can Reap Good Profits

BY SELLING

Rogers' Portland Cement

This is a cement upon which every architect can absolutely rely as it has proved its superior weather-resisting qualities by its past service.

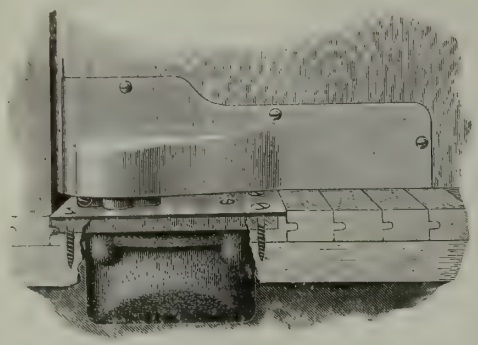
ROGERS' PORTLAND CEMENT has great strength, sets evenly and is absolutely uniform in action.

All orders receive prompt attention. Our service is quick and efficient.

ALFRED ROGERS LIMITED

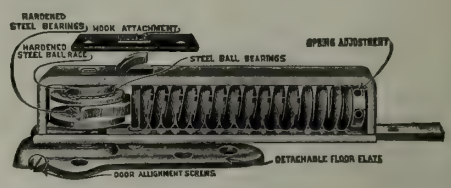
28 WEST KING STREET, TORONTO

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG



Standard DOUBLE ACTING SPRING FLOOR HINGES

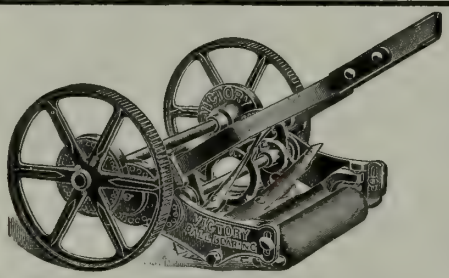
It is a door check and hinge combined.
It automatically closes the door without a slam.
It prevents children from being knocked down.
It prevents injury to hands if caught when door is closing.
It stops door exactly at center.
It holds door open automatically when desired.
It renders the action of door absolutely noiseless.
It will outwear three of the spring hinges now in common use.



REGULAR KIND

Patented—Canada, February 20, 1912.
" —United States, October 31, 1911.

THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

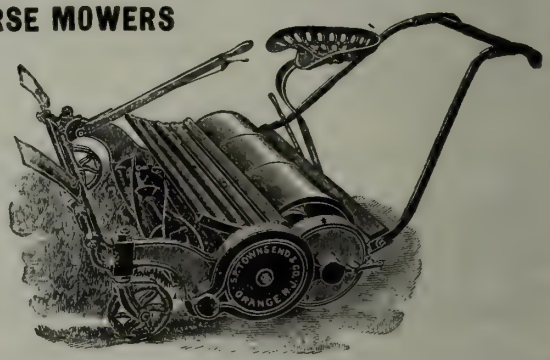


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

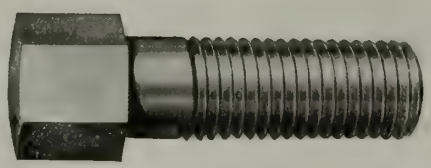
SENT ON THEIR MERITS

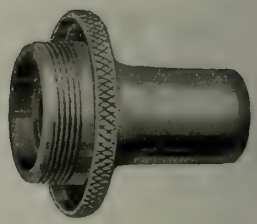


Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.



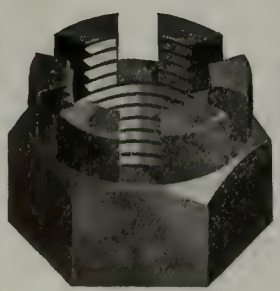


It makes no difference what kind of Milled Parts you use, we can furnish them to you quickly.

If you use quantities of special products in Brass, Steel or Iron, Milled from the bar, it will pay you to get our quotations on quantities of a kind. Deliveries prompt.

Orders will be shipped immediately from our large assortment of Cap and Set Screws, with U.S.S. or "V" Threads, A.L.A.M. Nuts, also Hex. Brass Nuts, carried in stock.

Write for the "Parts for the Trade" Book, showing over two hundred special jobs; or the "Milled Screw" Book, covering standard Screws and Nuts.



Canadian made for Canadian trade

THE NATIONAL-ACME MFG CO MONTREAL





Galvanized Cornices
Skylights Ventilators
Curved Eavetrough

Special Galvanized Iron Work of All Kinds

WRITE US FOR ILLUSTRATED CATALOGUE AND PRICE LIST

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

C 90

WIRE ROPE

FOR

HAY FORKS

Lasts longer, more easily handled, gives better satisfaction and pays the dealer a better profit than any other. Write for full particulars.

Wire Rope for hauling Threshing Machines, House Moving, etc.

We manufacture all kinds of Wire Rope for all purposes.

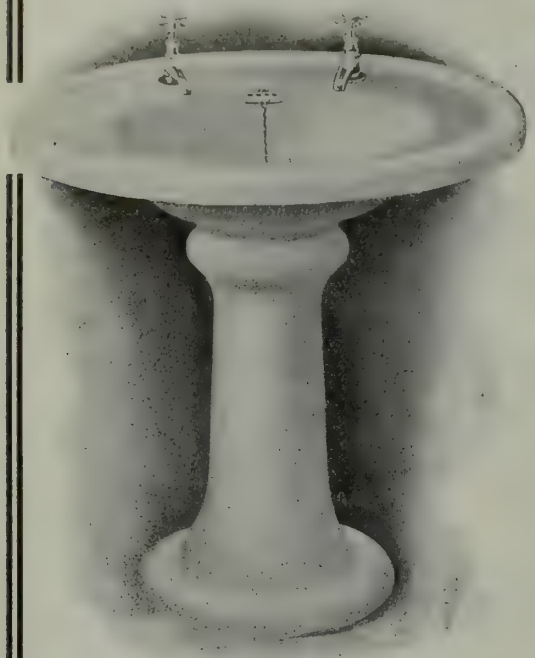
WIRE ROPE FITTINGS WIRE ROPE GREASE

The B. Greening Wire Co.

LIMITED

HAMILTON ONT. MONTREAL QUE.

"VICTORIAN" VITREOUS-CHINA LAVATORIES

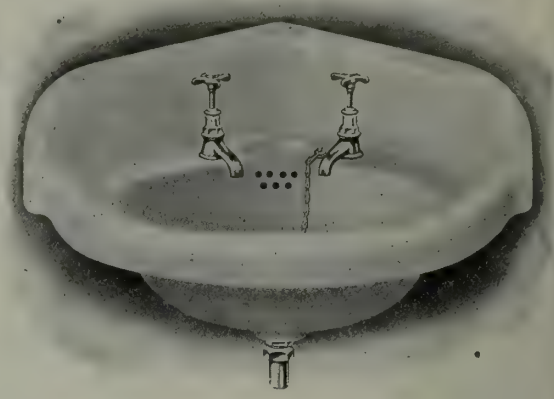


Pedestal Lavatory

Should Be Stocked By Every Progressive Hardwareman Who Does Plumbing Work.

THE PROFITS WILL APPEAL TO YOU.

No. 805—Corner Lavatory



Absolutely Guaranteed in Every Respect.

The "VICTORIAN" cannot be excelled in quality, design and construction.

This lavatory is absolutely impervious to grazing or chipping and always attains its rich, glossy sppearance. This feature is certain to appeal to modern architects and is greatly appreciated by all users.

Let us send you a sample order—give the lavatory a fair trial as to its selling qualities and, if it does not satisfy, return it at our expense.

Better get our circulars and prices at once. We have the variety from which to select. Write us NOW.

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, TORONTO

Cummer-Dowswell Products

THE SIGN



Power Washing Machines

Hand Washing Machines

Leader Barrel Churns

Egg Crates

Laundry and Power Clothes Wringers

Hand Clothes Wringers

Rotary Lawn Dryers

Mangles

ALL have Exclusive Features that distinguish them from other makes.

MADE BY

Cummer-Dowswell, Limited

HAMILTON, CANADA

Agents:
W. L. Haldimand & Son, Montreal, Que.
H. F. Moulden & Son, Winnipeg, Man.

Corrugated Iron Prevented Spread of Terrible Fire

The thousands who watched the terrible fire in Toronto a few days ago, when thousands of dollars' worth of property was destroyed, had a chance to see what corrugated iron would do to prevent the spread of flames.

In "The News" the next day it was reported that the firemen could not reach the flames on account of the iron coverings of the buildings, but as an official put it afterwards: "I tell you if it hadn't been for the iron coverings on those buildings this entire neighborhood would have been destroyed. Some of those buildings were huge furnaces and the last thing to fall was the metal sides."

And that is only one instance of the protection afforded by Corrugated Iron.

How about your buildings? Supposing some building near yours should burn, and the burning pieces fell on your factory, how many chances have you of saving it?

Use corrugated iron for your covering. Let us tell you about ACORN QUALITY CORRUGATED IRON—the iron with the trade mark—the kind that lasts practically forever.

If you intend building, write to us to-day for our prices.

MENTION HARDWARE AND METAL

THE METAL SHINGLE & SIDING CO. LTD

PRESTON ONT. MONTREAL QUE.



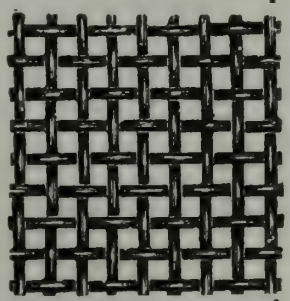
GOODS THAT LAST

WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

Perforated Sheet Metals
General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.



Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

Canada Wire and Iron Goods Company
HAMILTON, ONT.

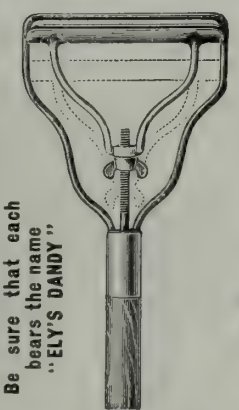
We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

ELY'S JANITOR MOP

☞ No. 8 for men

No. 21 for women ☜

Others are not just as good



THEO. J. ELY MFG. CO.
ERIE, PA.

Get our catalogue of Mop Sticks, Mop Wringers, Brush Holders, Carpet Beaters, Broom Holders, Etc.

ELY'S DANDY
Mop Wringer and Bucket
COMBINED

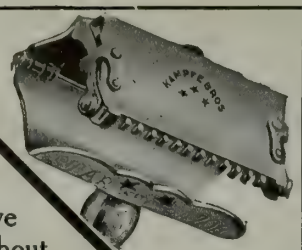
Others are not just as good.

Be sure that each bears the name ELY'S DANDY

Made in three sizes, 10 qt., 14 qt. and 22 qt.; guides, posts and step of malleable iron; lever of wrought iron, finished in black enamel; cedar buckets, three hardwood rolls. The most popular mop wringer on the market.



STAR
Safety Razor



The only safety with a barber's blade. It will give satisfaction for years without additional cost.

We are receiving many inquiries from Canada for STAR goods. We give these to our dealers whenever possible. Our national advertising is making the demand greater daily.

Many dealers are dressing their windows with STAR goods and display matter. It draws to their stores the purchasers of STARS created by our advertising. Are you one of these dealers?

Write us for display matter of all kinds and for 1912 Catalog of



STAR Safety Razors
STAR Shaving Brushes
STAR Diagonal Grooved Strops
STAR Automatic Stropping Machines
STAR Safety Corn Razors

Your jobber will supply you

Kampfe Bros.
12-14 Reade Street
NEW YORK CITY

STOCK
"PEERLESS"
ORNAMENTAL FENCING
It pays good profits





BUY
THE AUTOMATIC DRILL

that will give your customers the longest service and the greatest satisfaction.

BUY

Goodell-Pratt's

No. 108

The Automatic Drill de Luxe

It is a tool that gives lasting satisfaction to every user.

It embodies every feature which 20 years of manufacturing experience has shown to be necessary or desirable.

EFFICIENCY AND LONG SERVICE

are the watchwords by which we have built this fine tool.

The best mechanical brains and the best of mechanical skill go with its construction.

It is the Drill you should have.

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.

Hamilton Jewel Gas Ranges

The illustration shows our No. 240 Gas Range. The additional working space provided on the top of the range by the raising of the side oven and broiler is a feature that commands interest everywhere. The oven and broiler are large and placed at a convenient height. The elevated shelf and steel under-shelf are additional space-providers, and combine to make this range one of our most popular styles.



Style 240

HAMILTON JEWEL Gas Ranges are crowded with real sale-producing features.

Simple in design.

Easily operated.

Excellent working and wearing qualities.

Unsurpassed in actual results obtained.

Equipped with the Graves' Patent Safety Lighter and Jewel Adjustable Needle Valves.

Economical in time, fuel and labor.

THE PRICE IS RIGHT

Make 1912 the best ever.

Buy from the Hamilton Jewel people—makers of Good Gas Goods

¶ **Our NEW 80-PAGE 1912 CATALOG of Gas Ranges, Heating Stoves and Gas Appliances is ready for mailing now.**

JEWEL
TRADE MARK

¶ **There are many new features in our 1912 designs. Revised prices. Send for the New Catalog to-day.**

The Burrow, Stewart & Milne Co., Limited

Head Office and Works: HAMILTON, ONTARIO

Offices and Warerooms at TORONTO, MONTREAL and WINNIPEG

Western Customers please address all communications to 130 James Avenue, Winnipeg

CANADIAN TUBE & IRON CO., LIMITED
Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR JOBBER FOR

TRADE MARK
BRAND

OUR WROUGHT PIPE

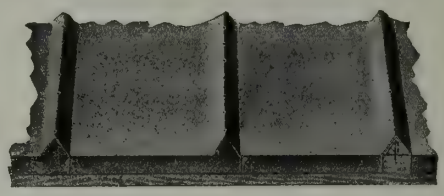
Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL,
Works: Lachine Canal



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 1 -in , in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York

Hustling Hardwaremen
are selling
3. V. Crimp Roofing



because they are proud of its appearance and know their customers will always get value.

Our literature gives reasons and prices.

Winnipeg Ceiling and Roofing Co.
P.O. Box 2186 H. WINNIPEG, MAN.

AMERICAN GRINDERS Are Real Trade-Winners

3 Sizes 3

This Grinder is particularly adapted for purposes where a very compact yet powerful grinder is needed. Just the thing for a carpenter's tool chest and private shops, as well as hundreds of occasions of like nature.

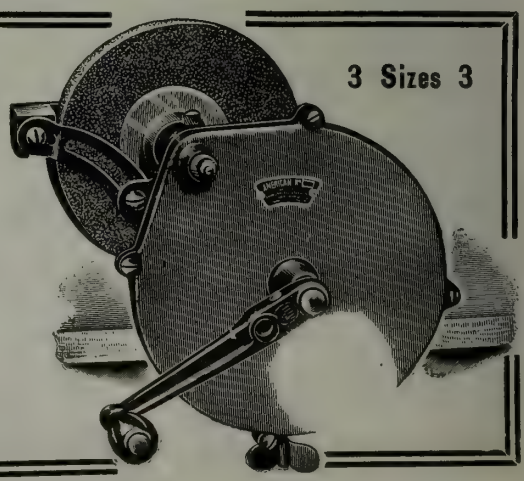
When the grinder is assembled a quantity of high grade oil is placed into the case so that the machine can be used indefinitely without oiling.

The gears run in this oil path, further causing them to operate noiselessly without friction, and with elimination of excessive wear.

Stock it at once—we guarantee good results.

A card will bring circulars and prices by return mail.

Three sizes. 4-6-7-Inch Wheels, Corundum or Carborundum.



The American Grinder Mfg. CO., MILWAUKEE, WIS., U.S.A.

Merchants' Hardware Specialties Co., Ltd. CALGARY ALTA.

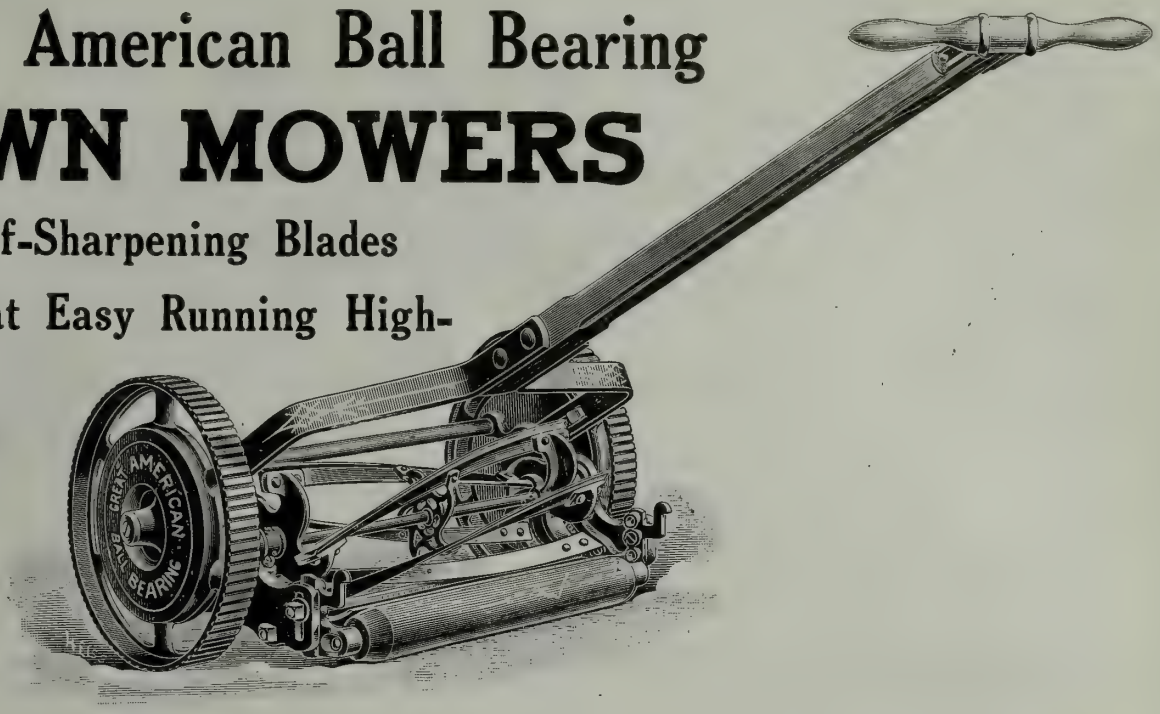
AGENTS WESTERN CANADA

Great American Ball Bearing
LAWN MOWERS

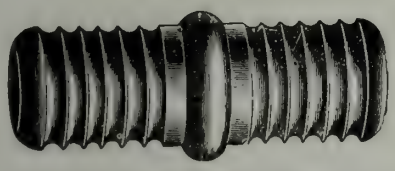
With Self-Sharpening Blades

The Great Easy Running High-Grade Machines

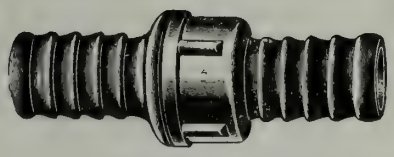
SIZES
15, 17, 19,
21-INCH
CUT



USED IN LEADING PARKS AND EVERYWHERE WHERE THE BEST IS WANTED



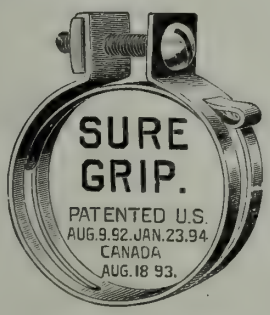
GALVANIZED HOSE MENDERS



HOSE COUPLINGS



LAWN SPRINKLERS



HOSE CLAMPS



NOZZLES

CAVERHILL, LEARMONT & CO.
MONTREAL

DOMINION
LESS PRICE---MORE FORCE
AMMUNITION

What you want, PRICE and QUALITY

We Have Both { Lowest Price / Highest Quality

You Save Money by Using Dominion Cartridges.
You Save Cartridges, Shooting Your Game with the Dominion Make.

DOMINION CARTRIDGE CO., LIMITED
MONTREAL, QUE.

REMINGTON UMC TRADE MARK

RIFLE AND PISTOL CARTRIDGES
FOR ONE-SHOT KILLS



For small game, big game, target or protection in any make of gun under all weather conditions.

The uniform ignition due to the perfection of the famous Remington-UMC primer, makes for sure fire, accuracy and penetration.

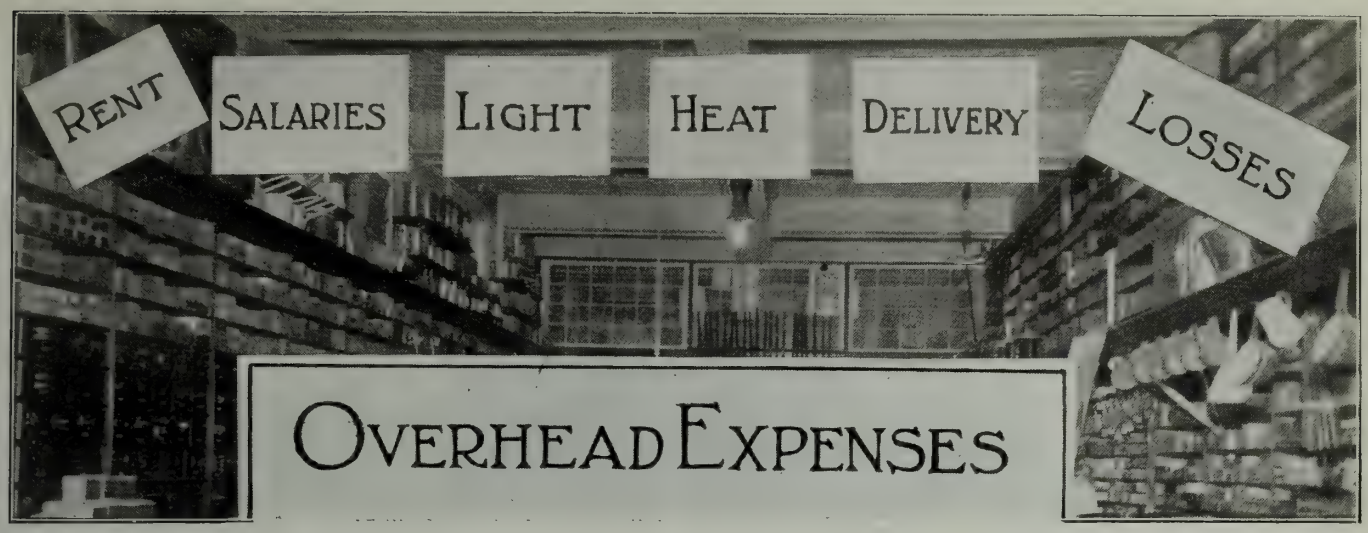
In Remington-UMC big game cartridges, perfect combustion, accurate gauging, guarantee uniform flight in long range shots.

Order now through your jobber.
Our extensive advertising insures your sales.

Remington-UMC THE PERFECT SHOOTING COMBINATION.

Remington Arms-Union Metallic Cartridge Co.
299 Broadway **New York City**

Remington-UMC Eastern Factory Loaded Shells now on Sale on Pacific Coast.



OVERHEAD EXPENSES

How to Arrive at the Percentage to be Allowed for the Cost of Doing Business—Many Hardwaremen Explain Their Method of Covering the Overhead Expenses—The Average Percentage Fixed is 17 Per Cent.—Method Employed By a Western Firm to Fix Selling Prices on a Proper Basis.

The merchant who has not accurately determined the cost of running his business is not in a position to fix his selling prices with the surety of profit. He is not in a position to manage any phase of the business, in fact. He is "working in the dark."

The term "overhead expenses," is used to apply to the cost of doing business and the phrase is highly expressive. Overhead expenses include practically every expenditure with the exception of what is paid out for goods. The method now employed by progressive merchants is to reckon the overhead expenses on the turnover for the year and thus determine what percentage the cost of doing business represents.

As much divergence of opinion has been met with in regard to the items which should be figured in as overhead expenses and also as to the percentage which should be allowed, an effort has been made by Hardware & Metal to secure reliable information as to the methods employed by progressive hardwaremen. Opinions have been secured from dealers in all parts of the country.

What are "Overhead Expenses?"

The first question which arises is, what charges constitute the overhead expenses of a retail store?

An Ontario hardwareman writes us on this point as follows:

"I reckon the following items in on the cost of doing business:—Rent, light, heat, water and ice, telephone (two systems here), office supplies, insurance, advertising, donations, depreciation, losses (returned goods, breakage, etc.), a certain percentage for bad debts, appropriation for window dressing, delivery, salaries to staff and incidentals.

"Under the head of incidentals come such items as:—Calendars, association fees, Christmas gifts to staff, telegrams and so on.

"Our expenses we reckon at 13 per cent. This may seem low but it is made possible by the fact that, as our firm is made up of two partners, we do not have to carry as large a staff and we economize in salaries."

Salary for Proprietors.

This list is a fairly comprehensive one but the firm in question have made a grievous mistake. The rate they have struck is low because of this mistake.

Provision should always be made in the overhead expenses for the proprietor's salary. He is giving his time and brains to the business and is entitled to a salary just the same as the members of the staff. If no charge is made against the business; the proprietor must count on getting his salary out of the profits; and in that case, the profits left will be slim indeed.

The firm quoted above should allow a salary for each partner. They would then find that the overhead expenses would be somewhere around 18 per cent. It makes a big hole in the profits to charge only 13 per cent. for the cost of doing business when 18 per cent. would be nearer the mark.

Before leaving this point, it is interesting to quote an extract from another letter received: "In my opinion," writes this hardwareman, "the dealer should always allow from $1,500 to $2,000 for himself as a salary. He earns it and is entitled to charge that amount against the selling price of the goods."

The Depreciation Charge.

An important item to consider in connection with the overhead expenses is the depreciation charge. Does the average hardwareman write off enough to cover the depreciation in stock, premises and fixtures? One hardwareman, located in Quebec, thinks not at any rate. He writes as follows:

"I doubt if many of us realize just how heavy the loss from depreciation is. If I happened to let things slide for one year, I would find the shelves carrying a heavy load of goods which I could not sell at the regular figure. Goods depreciate rapidly and the wear and tear on store fixtures is very heavy. I am replacing a showcase which I put in eight years ago; and you may be sure I haven't been allowing 12 per cent. for depreciation on the price of that fixture, so I am out money. I own the building I am in and have been allowing 3 per cent. for depreciation on the premises and the store fixtures. I've come to the conclusion that it is not enough."

This is an important point. A number of the replies received make no mention of depreciation charges whatever. It may be that it escaped their minds but the item is so important that it should not be passed over in that way.

Bad Debts.

Where the business is not conducted on the cash basis, a good allowance should be made for bad debts. No matter how careful a merchant may be in the supervision of credits, he will get a certain number of "dead-beats" on his books. Customers will move out of town, forgetting to "settle," disputes will arise involving a certain amount of "writing off;" and, taking it all around, the merchant can be certain of suffering a substantial percentage of loss.

"I reckoned my losses last year from bad debts to be nearly 3 per cent.," writes one dealer. "I intend to allow that margin this year and distribute it all around to protect myself from like loss."

Extra Help.

A good many merchants neglect to figure in extra help. They add up the

salaries they are paying to clerks, bookkeeper and driver and enter the total under the heading of "salaries."

What about Saturdays when it is frequently necessary to secure an extra clerk for the day?

What about the extra help needed to handle the Christmas trade?

These are items which must be considered. Extra help totals quite a sum by the end of the year.

What is the Percentage?

The second question which arises is, what percentage covers the cost of doing business in the average store?

It has been learned that some dealers charge as high as 25 per cent., and others get along on as low a charge as 10 per cent. None of the dealers heard from in this connection, however, go to either of these extremes. The highest estimate received was 20 per cent. and the lowest 12 per cent. The majority were ground 17 per cent., and that seems to be a fair average.

A Western Ontario hardwareman writes: "Ours is an average business, costing at present (premises recently enlarged), 17 per cent. of sales for running expenses, which means about 15 per cent. under ordinary circumstances. We figure that our average gross profit should run at least 5 per cent. net on sales, so that if a man turns his stock say three times a year, as he should, he would have a dividend of 15 per cent. We want at present at least 22 per cent. average on sales. We would say, however, that hardware profits are just the same gross that they have been for years, notwithstanding advances in nearly all other lines."

A Toronto firm state: "We charge 18 per cent. for cost of doing business. With salaries going up the way they are and expenses generally increasing while profits remain fixed, this percentage is barely enough."

A letter has been received from James Purvis, of Sudbury, bearing on this question from an interesting standpoint. He writes as follows:

"I have followed very closely the discussion that has been carried on for the last two or three months in your journal relative to retail profit. To me it is quite evident that the advances asked on goods are all or more than the trade will stand. Take an article in every day use that costs say $1 laid down. When we ask $1.50, or 50 per cent. advance on it, we are in a position to be easily undersold by the departmental store or catalogue house, and yet that is only allowing 33 1-3 per cent. on the sale for profit and cost of doing business, as the amount you are making is on the gross turn over and not on the cost of the goods. Margins cannot and will not increase. The cost of doing business has become too great and now two courses present themselves:—Increasese your business, if you can, or amalgamate. If business can be increased on the present expense well and good. Failing that, let two or more of the smaller concerns join forces and thereby reduce the overhead expense. No business carrying an overhead expense of 20 per cent. can sell goods at the prices the public expect and give any return on the investment.

"The retailers must bear in mind the large quantities of heavy goods, such as wire nails, barbed wire, besides twine, etc., that he sells at an actual loss. At the end of the year, he cannot expect to show more than from 20 to 25 per cent. on his turnover.

"There is no doubt that conditions for the most of us have changed for the worse in the last ten years. Expenses have increased at a much greater rate than profits so that many are actually losing. Fewer hardware stores at the present expense would work a cure. Will we have any retail mergers?"

James Purvis.

Undoubtedly the cost of doing business at the present time is heavy. A Toronto hardwareman states that his overhead expenses ten years ago aggregated 17 per cent. Since then he has increased his turnover by $20,000 and his overhead expense is still about 17 per cent. In other words it costs him over $3,000 more to do business now than it did ten years ago.

How to Figure It.

Finally, it is necessary for the dealer to figure his cost of doing business properly if he would avoid loss. Some dealers figure it out this way. Their turnover has been a certain amount for the year and their expenses have been so much. The expenses equal, say 18 per cent. of the turnover. The next step they take is to add 18 per cent. to the cost price of each article in order to fix the selling price.

It is no wonder that retail dealers fail when this method is so frequently followed. The percentage for cost of doing business is reckoned on the total turnover and must always be figured on the selling price and not on the cost price of an article.

A system has been adopted by Campbell & Ferguson, of Waskada, which prevents all mistakes of this nature and makes it possible to find the selling price of an article automatically. W. K. Cherry, manager of the Waskada branch, writes as follows:

"Having noticed quite a few articles in Hardware & Metal, regarding the marking of goods, we are enclosing a copy of a table that we use. We have it posted up in our marking-off room and find it very handy."

The accompanying illustration shows the table used.

J. L. Campbell, President — Campbell & Ferguson, Ltd., — Alfred H. Estlin, Vice Pres. and Manager.

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DEALERS IN HARDWARE, LUMBER, COAL & WOOD.

HEAD OFFICE, MELITA.

EXPERTS IN HEATING PLUMBING AND VENTILATION

Waskada, Man. April 29/12. 191

If cost of doing Business figured on Sales equals one of these Percentages	and you add to the cost of your goods one of these percentages			
	20%	25%	33⅓%	40%
10%	6⅔	10	15	18⅔
11%	5⅔	9	14	17⅔
12%	4⅔	8	13	16⅔
13%	3⅔	7	12	15⅔
14%	2⅔	6	11	14⅔
15%	1⅔	5	10	13⅔
16%	⅔	4	9	12⅔
17%	⅓ Loss	3	8	11⅔
18%	1⅓ "	2	7	10⅔
19%	2⅔ "	1	6	9⅔
20%	3⅓ "	0	5	8⅔
21%	4⅓ "	1 Loss	4	7⅔
22%	5⅓ "	2 "	3	6⅔
23%	6⅓ "	3 "	2	5⅔
24%	7⅓ "	4 "	1	4⅔
25%	8⅓ "	5 "	0	3⅔

The figures below are your net Profit

Table used by Campbell & Ferguson to assist in fixing selling prices to allow the proper margin of profit.

The Importance of the Store Policy

Every Store Has a Policy of its Own, Either a Good or a Bad One—What is Yours?—The Same Policy is Generally Observed in all Phases of Business Management—The Progressive Precepts Laid down by Owen Sound Firm.

What is your store policy?

Although some may not realize it, a definite policy is just as necessary to a merchant as it is to a political party. The dealer lays down certain principles on which he moulds the conduct of his business. The public come to understand what that policy is in time and the prosperity of the dealer depends on whether his policy has found favor or not.

In some cases, the store policy is fixed unconsciously. The dealer who makes it his endeavor to dispose of a large volume of goods and carries a cheap stock, would repudiate the suggestion that he had adopted a "sell 'em at any cost" policy. Nevertheless that is the guiding principle in the management of his store. People find that the goods they buy from him do not last and they go to him only when they want something cheap.

The writer once asked a hardwareman what his store policy was and received a rather blank look in response.

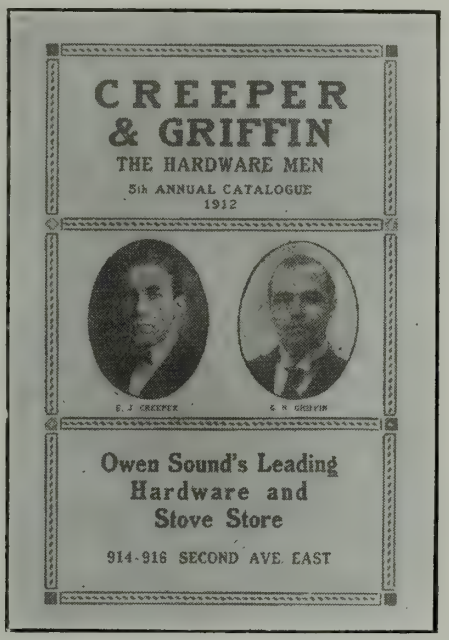
"I don't just understand what you mean," he said.

At that moment a lady entered the store and the proprietor hurried off to wait upon her. She had a saucepan in her hand which she handed over to him with the curt remark that she had bought it in the store a few days before but wanted him to take it back as it was not "just what she wanted." That the dealer was annoyed goes without saying but never for a moment did he let the woman see it. "We always strive to please our customers," he declared. "Certainly we will take it back, Mrs. ————. Perhaps I can show you some other kind." He made a sale. Before the transaction was concluded, a man dropped in to make a small purchase. "How's that range I sold you a couple of weeks ago, working?' asked the dealer. "Well, it's giving us a little trouble," said the man "Perhaps we don't understand yet just how to handle it." "I'll send a man up," said the dealer promptly. Then he added: "No, I'll drop in myself on the way home to lunch."

That man's policy was obvious to all. And it was a money maker. He endeavored to give the best service he knew how and to please his customers.

Covering All Phases.

The dealer requires a policy to cover all phases of the business—the buying, the selling, the advertising and the financing. It will generally be found, however, that the same underlying principle



A reproduction of the front cover of the catalogue issued this spring by Creeper & Griffin.

is the guiding factor in the manner in which the dealer handles each part of his business. The merchant who carries a cheap stock and relies upon his low prices to draw trade will base his buying operations on the basis of cheapness alone. He will carry a cheap staff; and get cheap service, you may be sure. On the other hand, the dealer who endeavors to stock his store with first-class goods will encourage sales on the basis of quality, will surround himself with capable clerks and will finance the business on a sound, equitable footing.

Conditions Govern Policy.

Sometimes conditions govern the policy of the store. The writer visited a store recently which was laid out and stocked on a plan which can best be described as antique. The space was small and cramped. The shelves were filled with goods arranged with no semblance of order,—the drawers were fairly bursting open with the overload they contained, the counters were covered with a higgledy-piggledy collection of stuff. A clerk who lacked a shave badly, was waiting on the store. He made a credit sale, wrote down a memo on a piece of paper, that he found under a heap of mouse traps standing on the counter, and stuck it in a drawer behind him. The writer indulged in a little speculation as to whether that memo would ever be found again; and finally concluded that chances were rather against it.

Everything about that establishment reflected the same condition of confusion and lack of system. The proprietor and his clerk were never certain just where to look for things. When waiting on a customer, it took them so long to find the article desired and to make change that they had no time for anything else. The business system was shockingly loose. Is it necessary to add that this dealer was always behind with his payments, always in financial trouble?

Undoubtedly environment had led to the loose methods followed. If the store had been larger and the stock arranged on a better system, that clerk would have been more likely to keep his work up to the mark. He would probably have shaved more often. There is no greater incentive to good work than the opportunity to do good work.

A crisp summing-up of a store policy, which can be cited as possessing high merit, is found in the catalogue issued this spring by Creeper & Griffin, of Owen Sound. On the introductory page, they say:

"We desire to place in the hands of the public our Fifth Annual Illustrated Catalogue, and also to thank you for the confidence shown us in the past year. We ask your honest criticism; and if you have reason to criticise and you don't we never learn that you are not entirely satisfied with your transactions with us. It may mean the loss of your goodwill, your trade and influence for us. A mistake on our part of one order left uncorrected may cost us many. Every order you give us is accepted with the understanding and agreement that if the goods you get are not perfectly satisfactory they can be returned to us and we will refund the purchase price. We strive with every measure of resource to leave no room for criticism; still, occasionally, errors and misunderstandings will creep in. We do a cash business and by so doing are able to give the public the best service, and when quality is considered, the best price.

"If our goods and our service please you you cannot do us a greater favor than to tell your friends and neighbors.

"If our goods and our service do not please you you cannot do us a greater favor than to tell us.

"We have but one price, and that is the price printed in this catalogue. It is exactly the same to you as to the largest buyer."

HARDWARE AND METAL

(ESTABLISHED 1888.)

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JOHN BAYNE MACLEAN - President.

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OVERHEAD EXPENSES.

The problem of keeping overhead expenses within bounds is one of the most serious that faces the retail dealer. Expenses have acquired the faculty of climbing up nowadays with great speed; much faster, in fact, than prices. The dealer, who does not keep a close watch on what it is costing him to do business will soon find that the increase in expenses has swallowed up his profits.

Under the circumstances, the problem of reckoning overhead expenses and charging for same, becomes one of vital importance to every hardwareman. In an article appearing in this issue, the problem is discussed at some length, opinions of a number of representative hardware dealers being given. While some state that they find the cost of doing business to run as high as 20 per cent., the average percentage named is 17. This is accepted as an average which should apply to every hardware business more or less. Exceptional circumstances may sometimes entail heavier expenses, but the dealer whose cost of doing business exceeds 20 per cent. is running too close to the wind. Despite the fact that expenses have increased materially of late years, careful management can keep the cost of maintenance at or below 20 per cent.

Another moot point is the method to be employed in determining what the cost of doing business is. Overhead expenses include practically everything but the cost of the goods. Charges for maintenance of the store, salaries, advertising, provision for depreciation and losses should all be figured in as overhead expenses. An item which should never be omitted is the proprietor's salary. The profit which the merchant makes is not the only remuneration due him. It represents the return on his investment. For the time and brains expended in the management of the store, the proprietor deserves some return also, and it is logical that this should be charged against the goods. The salary of the proprietor should be reckoned in the selling price, just as much as the salaries of the members of the staff.

Too much care cannot be given to finding the full cost of doing business. If items are forgotten, it follows that they are not charged up or provided for in any way, and must ultimately come out of the profits. If the dealer is very careless, and allows a number of these leaks to go unnoticed, he soon finds that his profits have vanished entirely.

GOODS SELLING THEMSELVES.

From time to time the remark is made that certain goods will sell themselves. The phrase is not always correctly employed; yet there are occasions when it is to be lamented that goods are not given a fair chance to speak for themselves. If this were allowed, the sales would come more readily.

With salesmanship, as with everything else, it is possible to be too enthusiastic—too insistent. Sporting goods, for example may suffer from too much demonstration. If a baseball bat is to be sold the sale will be more quickly made if the one desiring the bat is allowed to try a number, to examine the grain, and to pick out the model which best suits him. The clerk may swing the bat, and talk about its good features, but his talk will fall on rather heedless ears—the man wants to examine for himself.

It is so with tennis rackets. If a sale is to be made, the way to make it is to get the racket in the prospective purchaser's hand. Let him examine the grip and the reinforced frame; let him feel the balance. He probably knows more about a racket than does the clerk, and he does not want to be talked at. He wants to select. A good salesman can do much to promote sales, but a good salesman will realize that there is a time to keep silent as well as a time to talk. It is a thing young clerks should remember.

THE WEDDING PRESENT TRADE.

The departmental store serves one valuable purpose from the standpoint of the retail dealer. It gives him ideas worth following. With high priced specialists in every department, the departmental store "sets the pace" in many respects.

It is worth noting, therefore, that in the windows of the departmental stores, wedding present displays have started to put in an appearance. Cutlery, silverware, brass goods, cut glass, constitute these displays. It is indeed noteworthy that the departmental store shows for wedding presents only goods which are handled in up-to-date hardware stores.

Dealers should recognize that the demand is now starting and that, if they desire to secure their share of the trade, it is time to begin work. Window displays will now be in order.

OVERDOING FRIENDLINESS.

Courtesy is an absolute necessity for the salesman who would achieve success. Nor does courtesy have any connection with a cringing manner. People do not like to buy from one who fawns upon them. Neither do they like to have dealings with one who is too familiar. They want to do busisess with a man—just a man.

In this age, when Jack is as good as his master, and when Jack is liable to be a master himself to-morrow, there is little of the cringing manner shown. It is a fault which is fast disappearing, for which let there be universal thanksgiving. But the fault of over-friendliness has not decreased. Many clerks there are who appreciate the difference between a pleasant manner and too great familiarity; but, alas, there are others who feel they may take liberties with those buying from them. They joke, they make personal remarks in a bantering way; generally they are flippant and annoying.

It has been said that while no man has joked an enemy into a friend, many have joked a friend into an enemy. There is much truth in this. By being over familiar, officious even, a clerk can turn a friendly customer into an enemy of the store. By so doing he becomes a thief of his employer's profits, and of his own prospects. customer rendered unfriendly will tell others

of his grievance, and the damage will go on compounding.

A pleasant, courteous manner is to be much desired, but the friendliness which develops into that familiarity which breeds contempt is to be avoided as a contagious disease.

POINTED EDITORIALS.

What is your store policy?

* * *

The June wedding present trade will soon open. Are you prepared for it?

* * *

There is no business detriment like the wagging tongue of a dissatisfied customer.

* * *

Is the dealer doing his full share to spread knowledge of the value and utility of paint to educate the public to use paint more?

* * *

Dealers who neglected to note the continued predictions in Hardware and Metal that white lead was going to advance, are now "sadder and wiser."

* * *

The dealer who has overhead expenses which run as high as 25 per cent. of his total turnover had better "get from under." Something is bound to drop.

* * *

Twenty years ago the outlook for builders' hardware was reported to be very dull. Contractors had little to do and were regarded as unsafe financially. To-day the only doubt felt is with reference to the supply. The sales of builders' hardware bid fair to break all records.

* * *

The term "overhead expenses" is a most apt one to describe the cost of running a business. Those expenses are hanging suspended over the head of the dealer. If they become too heavy, down comes the whole structure. The expenses must not be too heavy for the business supporting them.

* * *

The Parcels Post agitation seems to have been temporarily lost sight of in the United States, in the heat of the presidential nomination campaigns. The Taft-Roosevelt struggle is occupying the centre of the stage and freight rates have been shoved to the background, for the time being.

* * *

April showers may bring May flowers, but it takes June weddings to bring May "showers." Kitchen "showers" for brides are becoming exceedingly popular, and the hardwareman can make them more popular by arranging good window displays of granite, tin, aluminum and copper ware.

* * *

A hardware dealer advertises his tool stock as follows: "What we are driving at; what we want to "hammer" in, should be "plane" to every builder. "Awl" our hardware is the best you ever "saw," and the success of our business "hinges" on this—"square" deal. None of our customers ever "bolt." This is on the "level" so "brace" up and give us a "bit" of your trade. Good hardware "adz" value to any building."

8-Cent White Lead.

IN accordance with predictions, white lead has again advanced. There is no stopping this commodity. It is a good thing, and seemingly cannot be kept down. But alack, there are those who would wish things otherwise. A fifteen cent advance per hundredweight does not seem anything tremendous, when a single hundredweight is considered; but just as the little drops of water and the tiny specks of sand, as we heard those many years ago, form the mighty ocean and the barren strand; so a number of fifteen cents makes an amount which causes a perceptible diminution in a man's bankroll.

Fifteen cents added to an already good price makes what may be considered a high price for white lead. To be exact, it makes the figure $7.00 and $7.15, instead of $6.85 and $7.00. Yet let not the hardware dealer view this price with too great disfavor; for from present indications it would appear that he may before long look back at this amount as one looks back upon a pleasant day that is past.

The truth is that white lead is likely to advance still further. Eight cent lead is now the prediction of many well informed. "That won't come," some will say. Perhaps not, but it is worth remembering that those who are now mentioning 8 cent lead as a probability, are those who some little time ago announced that the commodity would shortly sell at 7 cents. Men have been known to pick two winners successively. History does repeat itself. While the fact that a man has predicted correctly before does not prove that he will do this again, it does indicate that some careful consideration should be given all his predicitions.

What is it that has put the price of white lead up to 7 cents? What is it that may bring a still further advance? Well may handlers of white lead ponder these questions.

Of course, the real cause—as in practically every question of price—is the recognized law of supply and demand. Not only is the demand for white lead so great that the corroders are having difficulty in meeting it, but the scarcity of the pig lead is such that the corroders are having difficulty getting the raw material which makes the finished product possible. Such a state of affairs naturally brings about a higher price level.

The heavy demand for white lead needs little explanation here. It is the result of the greater awakening of Canada and the Canadian people. Buildings are shooting up all over. People have been brought to appreciate the value of white lead as a decoration for these. They also realize the beneficial results which may be secured by using white lead in an old building. Indeed a growing country has realized its growing need of white lead.

The scarcity of the pig, which is making production difficult, may partially be attributed to the recent coal strike. Shipments were interfered with, and while supplies are now coming out in satisfactory style, the manufacturers are having to pay more for their lead. Their margin of profit—never large—is thus reduced to a decimal with naughts standing near the decimal point. Some one must enable the manufacturer to make a fair profit. If, therefore, he must pay more for his white lead, he must get more for it.

There is another consideration which brought about the present advance, and which gives some ground for the general belief that a still higher price will shortly be struck. It is the difficulty which is being experienced in securing workmen, and the high price the available workmen demand. Manufacturers are rushing production.

Points Regarding Sporting Goods

Not Wise to Try to Show Something of Everything in the Window Trim—Better to Have Everything of Something. A Danger of Overdoing Advice—Let the Customer Test the Goods for Himself, Quicker and Better Results Will Thus be Secured—Some Space Saving Devices.

Like Gaul of old, the salesmanship of Sporting Goods is divided into three parts. It is necessary in the first place to have the goods. Then an arrangement must be made which will make people see the goods; and finally it is necessary to bring the goods and the people together.

The first step necessitates good buying and a close association with the outside, for it is obvious that only these goods may be successfully handled for which there is a demand, or for which it is reasonable to suppose a demand can be created. There is not a great deal of use stocking lacrosse sticks in a community where baseball is the great sport. Neither is it wise to carry fishing tackle in a district remote from good fishing waters.

Great Value of Windows.

The proper class of goods once secured, however, there then arises the problem of bringing their presence home ot the people. How this may best be done is a problem which varies according to the locality in which the store is placed; but one thing is certain; and that is that the window is of great value. In village, town, or large city, a window display will attract the attention of all passing, and thus the goods on show will be widely advertised.

There are many ways of making window trims. All are good, but some are better than others. Perhaps the greatest fault which is noticed is the desire to get a little of everything handled in the one window. Confusion is the natural result.

What Constitutes a Good Trim?

Some one has said that a truly educated man is one who knows something of everything and everything of something. The same idea applies in part to windows. It is the window that shows everything of something which is truly educational.

Only this week two young men were standing in front of a Montreal hardware store, one of the windows of which was given over entirely to baseball goods. There were bats, masks, gloves of all styles—fielders' gloves, first baseman's gloves, the big gloves used only by catchers. There were the wicked but necessary baseball spikes, the shoes, the uniforms; and adding a touch of wider interest were framed pictures of some of the baseball celebraties. Ty. Cobb, the Georgian Peach. Baker, of home run fame. Eddie Collins, Christie Matthewson, Big-Chief Bender, "Mooney" Gibson and others.

The young men studied the window for some little time, and spoke of the various players, and of the different gloves. Then one of them remarked that he would like to see some golf clubs in the window.

An Outsider's Judgment.

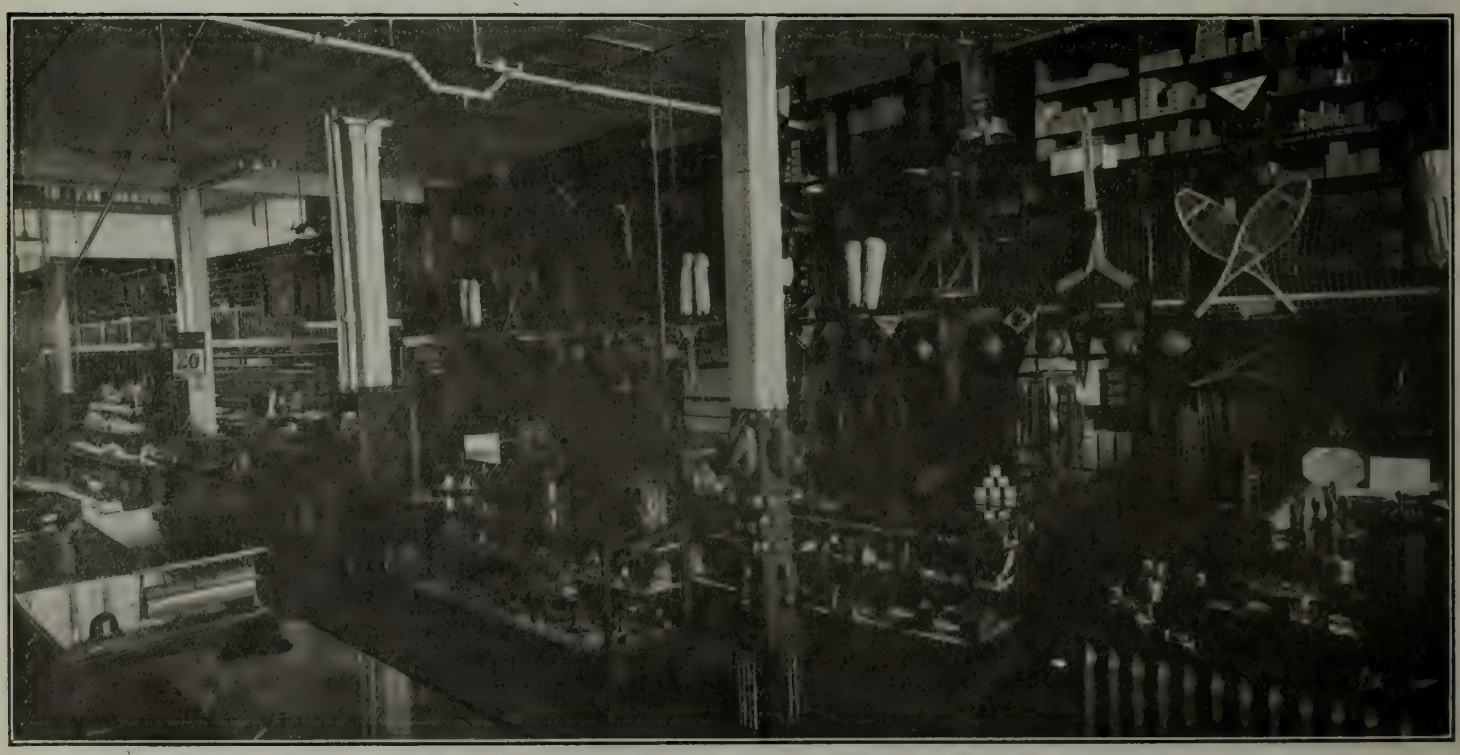
"Well," remarked his companion, "you can bet that there are any number of golf clubs inside. A firm that has such a range of baseball goods isn't going to be content with any poor assortments of goods needed for other popular games."

There is a world of truth in this statement of the young man. People do not only judge a man's stock of a certain line by the display of that line which they see in the window. They judge all other lines by this display too. If they see an Irish stew window—a window in which there is a little of everything and not much of anything—they are likely to think that the stock inside will be similar—varied, but not complete. A fine display of one line, on the other hand, tends rather to give the impression that other lines—not shown—will be as full.

One Window, One Theme.

Frequent changes of windows are undoubtedly desirable, but a window is something like a business letter, it should treat of only one subject.

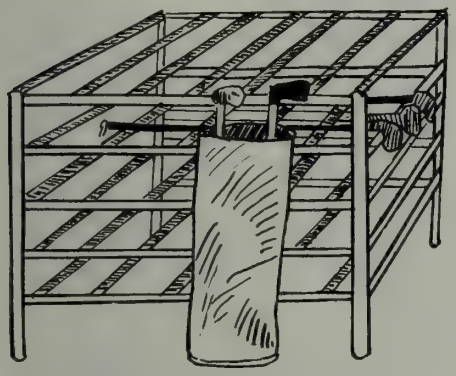
Inside the store the arrangement of



A Corner in the Sporting Goods Department of the James Walker Hardware Co., Montreal.

sporting goods is as important as is the arrangement in the window. Only in the store everything may be shown by careful scheming. It is not necessary here to speak of all the contrivances which are used to render possible a wide display of goods, but something may well be said of two bits of store furniture just introduced in an up-to-date sporting department.

To this store the management has attracted a high-grade of custom, and the



A Stand for the Display of Golf Supplies but which can be used for other purposes.

demand for tennis rackets and golf clubs is therefore large. Now to show a wide range of these goods was a problem. It was a serious problem too, for the space available was not at all great. The solution, however, is all that could be desired. The floor space is not much reduced, and the range of rackets and clubs which are on hand, is large indeed.

Some Space Saving Stands.

For the tennis rackets the management has had made a stand resembling a book shelf more than anything else. There are three shelves upon which the rackets rest, the handles protruding at one end, being supported by a brass rod which has been built out about nine inches from the shelf. On each shelf there are perhaps a score or more rackets, yet the whole stand is not three feet wide. It is so convenient that the purchaser can try a dozen or more rackets in a very few minutes. Even though the store is not a wide one there is ample floor room left for the rackets to be swung as in a game. Thus the one contemplating a purchase can experiment accurately, until he picks a racket which in weight, balance, and grip suits him entirely.

Along the same line is a stand prepared particularly for the display of golf clubs, but which is also used for sundry supplementary lines.

This stand, a cut of which is here given, is perhaps two feet wide by three feet long, and stands about four feet from the ground. It has not only a top, but shelves arranged in layers, a space of five or six inches being left between each. The shelves are made of slats, so that a better view of what is upon the lower ones can be obtained.

Enables Quick Selection.

But in the case of this stand it is the ends that are most interesting, for the shelves carry golf clubs, the extremes of which protrude so that the club part may be clearly seen at one end, and the handle at the other.

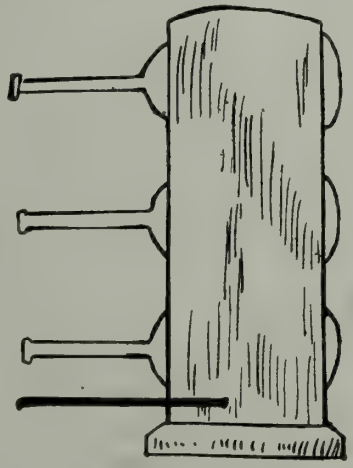
On this stand a wide variety of golf clubs are arrayed. The player looking for an iron can run over the business end of the clubs, and seeing some which appeal to him he can easily draw these out and test them—try the spring and the weight.

This golf club stand takes but little room, and there is good space left for testing the goods. This actual testing is perhaps the best salesman which a dealer has.

A few days ago three young men, discussing tennis, started to speculate upon the best place to buy their supplies. "Well," said one, "I'm strong for ——. They don't everlastingly fuss about with you there. Let you look over their stock quietly, and test what you think might suit you. They have the goods and are not afraid to let a man who knows something about it make a careful examination. I'm going back there."

Avoid Too Much Advice.

Undoubtedly this is a thing to remember. The book-lover does not go to a book store where a clerk, unacquainted with his tastes, rushes about picking up



A Rack for Showing Tennis Rackets.

volumes and saying, "this is something you would like." The real book-lover goes to a place where he is allowed to "browse" among the books. He will buy there, and buy largely. So it is with sporting goods. A man who understands a game thoroughly does not want too many suggestions. He wants to be shown the goods and to be allowed to do his own buying.

There is of course another class of customer. The class who are starting a game, not knowing a great deal about it. Then is the time for good salesmanship—conscientious salesmanship. It is an opportunity for the dealer to unload old stuff. But if the dealer is wise he will not do this. That way future sales are lost, for the novice will not remain a novice long. He will soon learn that he was deceived. He will hold it against the dealer, and will not be slow to say a word against that store, though he may not tell how he was imposed upon.

This is a great sporting year. The fine weather has brought the enthusiasts out in numbers. Saturday last was a banner day, and there will undoubtedly be others. There is large business and large profits to be secured from sporting goods, but the salesmanship, in all its branches, is an important consideration. Upon the wisdom of the methods employed the number of the sales depends.

Catalogues and Booklets

Gas Stoves.

The Burrow, Stewart & Milne Co., Hamilton, have issued a neat catalogue describing their line of Jewel gas stoves and gas appliances for cooking and heating. It is a very complete booklet and gives a large quantity of descriptive information with reference to each style and part. It contains 80 pages, and is fully illustrated. Descriptions are also given of carving or steam table, hot water, tea and coffee urns, cake bakers, hot plates, water heaters, gas heaters, gas burners, air mixers, artificial fuel for grates, hot plate ovens, steel ranges, base burners and warm air furnaces.

Suction Cleaner.

Magic Appliances, Ltd., 6 Farrington Ave., London, have issued a booklet, describing their Magic Suction Cleaner. It is fully illustrated and contains a masterly exposition of the advantages of this new method of housecleaning. Each illustration shows some one way in which the vacuum cleaner can be put to good use in the household.

Wheelbarrows.

The Meaford Wheelbarrow Co., Meaford, Ontario, are issuing a booklet showing their line of wheelbarrows, wheel and drag road scrapers, trucks, dump carts, dump cars, baggage barrows, push carts, mortar hods, etc. It contains 102 pages with introduction and index, and is well illustrated. A large amount of valuable information on these lines is contained.

Hardware Store Publicity

Chapter 8—The Introduction.

The reading matter in an advertisement is divided into a number of parts. The first part is the headline. Second comes the introduction, which, follows up the idea contained in the headline and consists of a more or less general argument with reference to the articles advertised.

The introduction is an important feature. The headline catches the eye but it devolves on the introduction to hold the attention of the reader and awaken enough interest to induce perusal of the body of the ad. where descriptions and prices are given.

It must, therefore, be written logically and forcefully. It must present reasons why certain goods are needed and, perhaps, sketch briefly a few of the advantages of the goods. Several points should be borne in mind in writing introductions. They must be brief. Brevity is the one essential necessary in every section of an advertisement. Exaggeration of any kind should be avoided. In preparing a general statement, one is prone to fall into exaggeration. When it comes to writing an introduction some advertising men can think only in superlatives and they fill their talk full of extravagant and bombastic assertions which are so obviously "stretched" that they ruin the effect of the advertisement entirely. This is unfortunately a very common practice. The tendency should be avoided above all others.

At the same time, the ad. writer should not go to the other extreme and sacrifice force and emphasis in order to avoid the error of exaggeration. A good introduction requires to be both forceful and emphatic. Tell the truth and tell it in as strong a way as you know how.

Study the Subject.

Before writing his introduction, the advertiser should consider the subject thoroughly and endeavor to pick out his strongest argument. Suppose, for instance, that it is in the spring-time and he wants to advertise paint. The appeal is to be addressed to the property owners. The strongest form in which the argument could be presented would be to show that paint was in the nature of an investment rather than an expenditure. Something to this effect would make a forceful and pointed introduction:

MAKE MONEY ON YOUR HOUSE.

"If you have a house to sell or rent, there is one sure way to secure a purchaser or tenant. Paint the house from top to bottom. It will look ten times newer, ten times cleaner and ten times more attractive. Paint will add a big margin to the selling value of the house or bring tenants promptly.

"If you don't want to sell or rent, paint the house anyway. It will add years to the life of the building."

Correcting a Habit.

In other cases it is not necessary to prove that the article in question is a necessity. This may be recognized and yet many people, through negligence or habit, may be without one. It becomes necessary in such cases to train the arguments on the particular form of negligence or the habit which keeps people from buying. Take the case of the lawn mower. Every householder needs a lawn mower, but a great many get along by borrowing from a neighbor. Clearly then, the hardware dealer who wants to sell lawn mowers to people who lack them should get after the borrowing habit. Something in this wise would be effective:

DON'T BORROW THAT LAWN MOWER AGAIN.

"When you borrow you place yourself under an obligation. The threshing noise the machine makes as you cart it back and forth advertises the fact to the neighborhood that you are too mean to buy a lawn mower of your own. Then, you can't get the machine every time you want it. Buy one of your own and save yourself all this inconvenience."

The "Sympathetic Chord."

Success is assured the advertiser if he can strike what might be termed a "sympathetic chord." If the reader can thoroughly subscribe to what the advertisement says, he is in a mood highly receptive to suggestion. For instance, the amateur gardener finds before he has progressed far with his work that it is by no means easy. If his equipment is not complete, the labor is increased considerably. Suppose that he runs across an advertisement which begins something like this:

PLANTING A GARDEN IS HARD WORK.

"Unless you have the right kind of tools and plenty of them. In addition to that, you fail to get results in keeping with your efforts unless you have the necessary equipment. Best results can only be obtained by the use of the best tools."

His interest is aroused because he knows from experience that what the advertisement says is right. In addition, he feels that he needs more tools, that he is foolish to be without them.

Applying Emphasis.

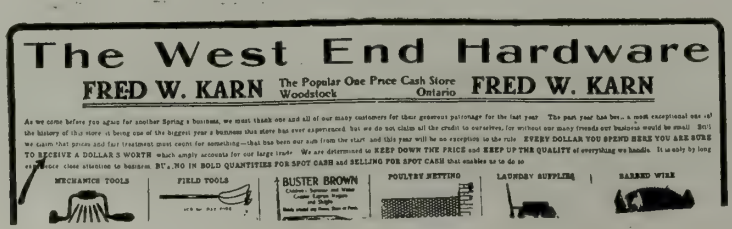
There are cases again where emphasis should be the ruling characteristic of an introduction. When the fact, which the ad. writer desires to work on, is generally recognized but not as generally lived up to, he should present his arguments "right out from the shoulder." A hardwareman recently advertised gas ranges with effective emphasis, as follows:

SPARE COOK AND POCKETBOOK.

"It is necessary to have a gas range for use in summer time from the standpoints of comfort and economy. Cooking with coal entails much labor and discomfort on those who do the cooking. It raises the temperature of the house to boiling point and it uses fuel unnecessarily. With a gas range, meals can be cooked quicker, easier and cheaper. Gas roasts the dinner; not the cook."

A General Introduction.

Where the advertisement is of large size and devoted to a number of lines, it is necessary to prepare the introduction in a general way. In such cases, a talk on the seasonable nature of the goods offered or the superior service given at the store will prove effective. The latter plan was adopted by Fred Karn, of Woodstock, in writing an introduction for a full-page advertisement which covered the spring field pretty thoroughly. The accompanying cut shows part of the ad. including the introduction.


The West End Hardware

FRED W. KARN The Popular One Price Cash Store Woodstock Ontario FRED W. KARN

As we come before you again for another Spring's business, we must thank one and all of our many customers for their generous patronage for the last year. The past year has been a most exceptional one in the history of this store it being one of the biggest year's business this store has ever experienced. But we do not claim all the credit to ourselves, for without our many friends our business would be small. Both we claim that prices and fair treatment must count for something—that has been our aim from the start and this year will be no exception to the rule. EVERY DOLLAR YOU SPEND HERE YOU ARE SURE TO RECEIVE A DOLLAR'S WORTH which amply accounts for our large trade. We are determined to KEEP DOWN THE PRICE and KEEP UP THE QUALITY of everything we handle. It is only by long experience close attention to business, BUYING IN BOLD QUANTITIES FOR SPOT CASH and SELLING FOR SPOT CASH that enables us to do so

MECHANICS TOOLS | FIELD TOOLS | BUSTER BROWN | POULTRY NETTING | LAUNDRY SUPPLIES | BARBED WIRE

General introduction on service used for a full-page advertisement.

Complete Course of Sheet Metal Work

By L. W. KOSER

Prob. 8 shows the method of developing the pattern for a hip bath.

Draw one-half the plan and space same off.

Then draw the cone as shown by the lines R. 1. and 7. Then draw the curved line A.D. representing the top of the bath, and the line B, C, the bottom.

Drop lines from the different points on Fig. 1 until they touch the base line 1 7. Then carry them towards the centre until they touch the curved line A D. Then parallel to the base line until they touch the line 7 R.

The pattern is then developed the same as prob. 5, the only difference being that the point 1, is carried to the line 7, the point 2 to the lines 6, etc., until all the points are intersected. But if the pattern had been laid out on the left side instead of the right then the different points would have been carried into like numbers. We make this change to impress the principle of the pattern upon such students as are apt to follow the instructions in too mechanical a manner.

Prob. 9 shows the method of developing the pattern for a conical flashing to fit around a pipe and against one side of an inclined surface.

The flashing being shown by A B C D, Fig. 1. The dotted lines being drawn to get the full measurement of the cone.

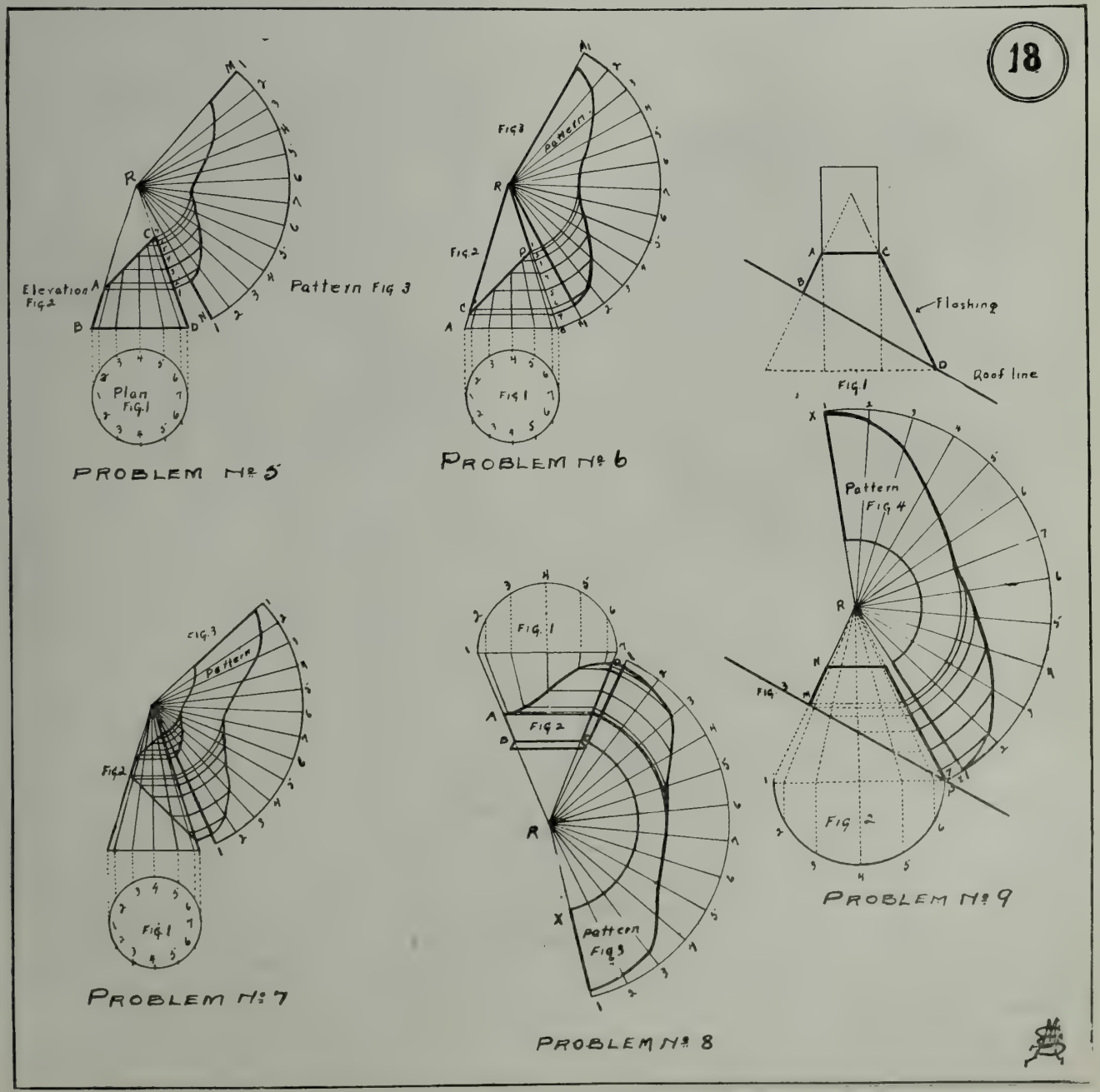
At any convenient place lay off one-half the plan as Fig. 2 and draw the full size cone as R P 1, Fig. 3, and the roof line M P.

Carry the points on Fig. 1 to the line L p, then into the centre R. With R as centre, and R P as radius describe the arc X X and lay off the stretchout, draw lines into the centre R. from each one of the points on the line X X.

Where the lines from Fig. 1 meet the inclined line M P, carry horizontal lines to the side R P.

Then with R as a centre swing a line from each of these points and cut the measurement line having the corresponding position.

If it is desired to have the seam on the narrow side, then develop the pattern on the left side of the elevation, and as previously explained this will bring like numbers into contact.



Lesson 14---Complete Course in Card Writing

Lettering That Has the Good Points of Roman, but With More Speed — The Ribbon as a Decoration — Getting an Easy Swing in Writing.

By J. C. Edwards, Copyright 1911.

AT the first glance one might say that this lettering is the same as the Roman slant or Italic style; but upon examination the difference is quite marked. In the first place, all spurs are eliminated and in every way possible the letters are formed with the object of promoting speed and giving a continuous or writing effect.

Speedier Than Roman Italic.

Considerable time is wasted in executing the Roman Italic, because of the spurs and the abrupt stops as in the "K," "W" and "V."

This style of letter is easily and quickly made and when properly written, each letter will be joined, giving the effect of continuous writing, and yet it is quite legible.



How the brush is held.

Getting the Easy Swing.

There is some knack in getting that most desirable free and easy motion in writing brush script. The brush must be held at the same angle always, and when the stroke is ended at the bottom line the brush should be quickly returned to the top ready to commence the next down stroke.

Practice will give you an automatic motion—almost mechanical. This is desirable, as it gives speed and confidence, which is readily seen in the finished work.

Continuous Stroke Letters.

There are several letters in this alphabet which, in making, there is no necessity to lift the brush off the card until the letter is completed. Such letters as "W" and "V" come under this head, also the "Z" if made as the small shaded letter without adding stroke four, as shown in the larger "Z."

Practical Pen Lettering.

This style of lettering lends itself readily to pen work. The broad flat-pointed ("Soennechen") pens are used in various sizes according to the size of lettering you desire. For small tickets, a No. 2½ pen makes a very neat sized letter, while for larger card work a No. 1 or 1½ is not too broad. A great deal of practice is necessary to use these pens well, but when it is accomplished the result is very pleasing.

The Decorative Ribbon.

In making decorative cards the ribbon in a great many forms may be used to advantage. The simplest forms are easily made and are quite as effective as the more elaborate styles. The one illustrated in the card here shown is perhaps a little complicated, but is quite decorative and adds tone to the card.

Though Effective—Avoid.

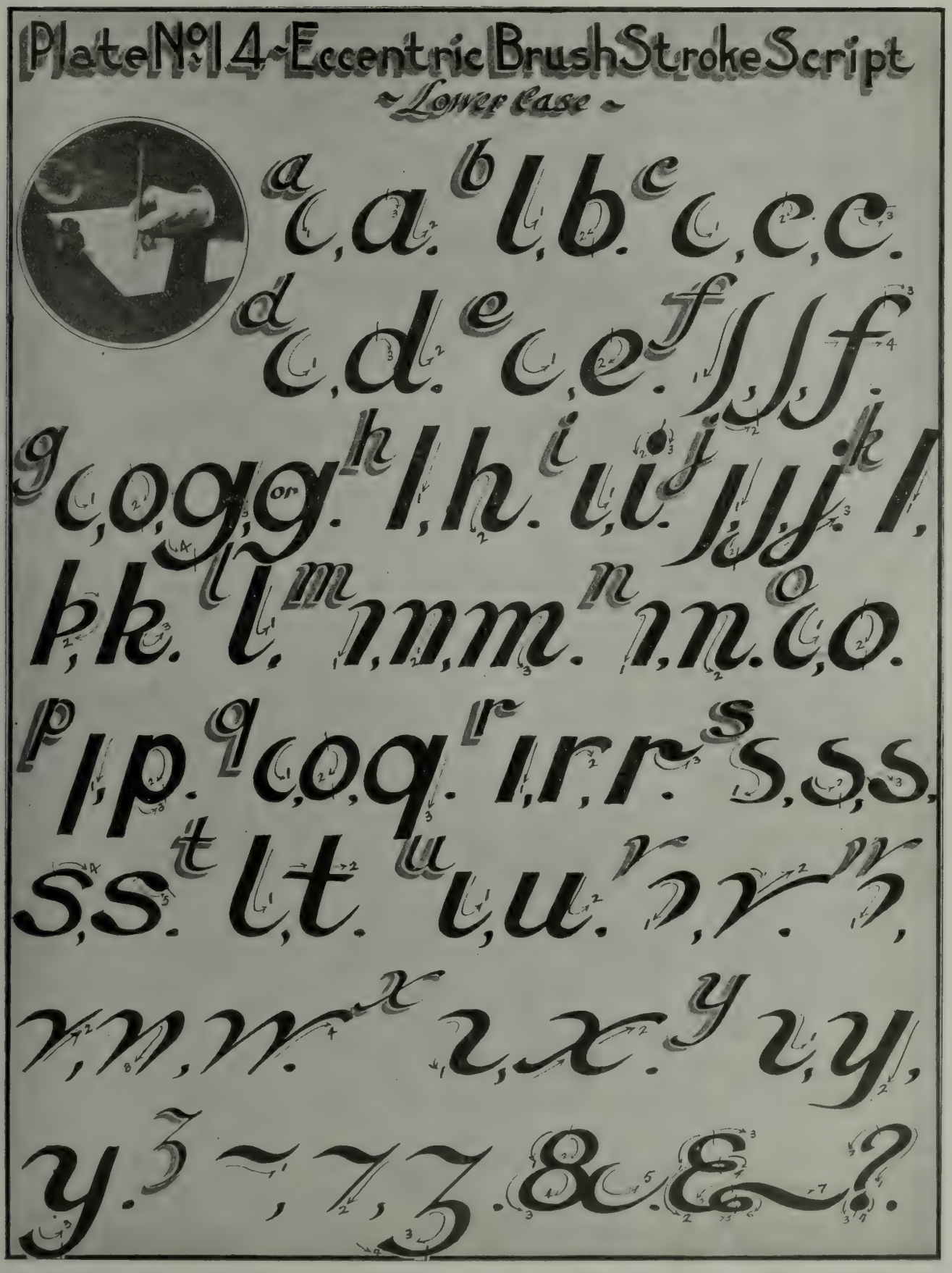
You will notice that the lettering in this card overlaps the ribbon decoration and is practically lost, thus breaking the sense of the reading matter. This should never be seen in any card used on a display of merchandise. The ribbon may be made in a flat color or may be made in white shaded with some dainty tint and bearing the heading or the important inscription plainly lettered or shaded.



Card showing application of ribbon design and the brush stroke script.

Many forms of relief are resorted to in show card work. The card here shown gives one idea which is used to advantage behind a ribbon or panel. It is a grey silhouette, but may be made in black or, in fact, any flat opaque color.

Put this into practice, along with other ideas which you may see or think of, and note the various effects you can achieve with very little effort and which adds greatly to a fancy card.



This plate is descriptive of a letter that can be effectively applied to many uses.

Progressive Hardware Retailing

May Bros. Issue an Illustrated Folder—Getting Results From Advertising — Featuring Tools and Paints—Demonstrations Being Held.

ISSUE SPRING FOLDER.

West Toronto.—May Bros., hardware dealers, have issued a neat retail folder to their customers which they have termed "Seasonable suggestions in hardware." It contains illustrated descriptions of many lines now much in demand, such as screen doors, lawn supplies, carpet sweepers, paint, wall stains, washing machines, wringers, gas ranges and water heaters.

The folders are being sent out in wrappers which contain more advertising matter. On the front is the business slogan: "We carry a large stock—we give good values—and make prompt deliveries."

GETTING RESULTS.

Ritchie & Allen, hardware dealers, of Okotoks, Alta., write to Hardware and Metal as follows:

"The last week in March, we offered through our local paper here a No. 22 single shot rifle and 500 rounds of 22 ammunition to the person bringing in the greatest number of gopher tails to our store in the month of April. You could hardly believe how this small investment increased our rifle and ammunition sales for the month. It created more talk throughout the country and gave us more good advertising than any other ad. we have ever published."

FEATURING TOOLS AND PAINT.

Peterboro, Ont.—The windows of the local hardware stores are featuring paint and tools.

The Peterboro Hdwe. Co. have a very fine carpenters' tools window display arranged by C. McGibbon. Every article is priced, and this alone gives a great selling boost. They have been holding a demonstration this week of interior stains.

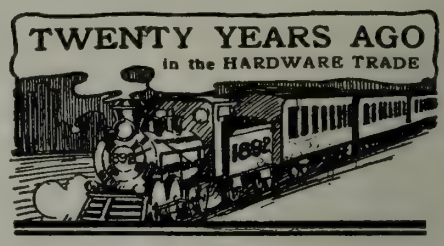
The Kingan Hdwe. Co., have a garden tool window and also a paint and varnish display, causing many sales in those lines.

SHOWING HOUSECLEANING GOODS.

Montreal.—After moving day there is general house cleaning, and many hardware dealers, bearing this in mind, having prepared window trims of housecleaning necessities which are bound to draw sales. Mops, floor brushes and window brushes are being shown. So are dusters, brooms and dust layers. Some of the windows present a really striking appearance. It is not easy to use many lines and yet make the whole agree, yet this has been accomplished.

A "WINDOW CAMPAIGN."

St. John, N.B.—A clever illustration of the policy employed at the prevailing season with local hardwaremen may be taken from the window displays in the store of W. H. Thorne & Co., Market Square. The firm have a large frontage of windows, and it is fully appreciated and taken advantage of as a sales producer, for something appropriate is at all times featured therein which is intended to catch the eye of prospective customer. At present a lesson in the course adopted to feature seasonable goods may be taken from the windows both in King street and Market square. The baseball season is just opening and gives promise of being brisk and successful, and one window is devoted to an entire display of gloves, bats, balls, masks, and the various requisites of a ball team, cleverly shown. It is also known that the sporting season will be active with trout and salmon fishing before long, and another window is given up to an exhaustive display of all the essentials of the fisherman. The wants of the farmer and the gardener are attended to in another display window in which the numerous articles of value in amateur gardening, lawn preparation and farm life are shown to advantage, while in still another window are found the tools which are about to be brought into extensive use in the building, and projected development of the city. Those interested in housecleaning will find a window devoted to a display of "work-lesseners," patents, polishes, veneers, etc., of various kinds, as well as another window wherein are shown the many features in painting kept in stock, and the persons intending to improve the interior of their homes are easily satisfied with the showing in another window of pieces of bric-a-brac, ornamental fixtures, etc. The window display has been carefully thought out, and should prove of material assistance in the endeavor to "boost" the spring trade this year.



The following items were taken from the files of May 7, 1892:

"A novel and, as far as Canada is concerned, a new machine has just been brought out by the Cant Bros. Co., Galt. It is an automatic, hollow square chisel-morticer, capable of making mortices in hardwood, thus rendering it invaluable for car, carriage, wagon and furniture factories.

* * *

The spring outlook for trade in builders' hardware does not brighten for city retailers. The building trade is not in a condition to inspire confidence in capital, which is also timid on account of the reaction in real estate. A large number of builders have failed, many with heavy liabilities, and the list is lengthened every week. Not only do these failures auger ill for future business among local hardwaremen, but they fall heavily upon the present affairs of these traders."

Editor's Note.—Affairs are vastly different to-day. A record year is anticipated in building operations, and the sale of builders' hardware has already reached a large volume. Canada's present prosperity looks doubly great when contrasted with the conditions which obtained twenty years ago.

* * *

"Geo. McGiffin, of the hardware firm of McGiffin & Campbell, Miami, Man., has sold out his share of the business to A. Lawrence.

L. A. Brink, hardware dealer, Teeswater, has sold his stock to J. H. McHardy and R. W. McKenzie.

* * *

"Letters patent have been issued incorporating the James Stewart Manufacturing Co., of Woodstock, with a capital stock of $100,000.

Editor's Note.—The firm of James Stewart Manufacturing Co., ranks today among the best known of Canadian manufacturers of stoves.

Current News of Hardware Trade

To Erect Factory.

Montreal.—R. & W. Kerr Hardware Company, are planning to erect a factory this summer which will cost about $50,000.

To Hold Annual Dinner.

The Montreal branch of the Kingston Old Boys' Association will hold their postponed annual dinner at the Engineers' Club, Beaver Hall Hill on Saturday, May 11.

Becomes Manufacturers' Agent.

St. Thomas, Ont.—Geo. A. Ferguson, of the firm of Ingram & Davey, Ltd., has disposed of his interests in that concern, and will become a manufacturers' agent here. He will sever his connection on June 1.

Appointed Agents.

Henderson & Richardson, manufacturers' agents, 224 Board of Trade Bldg., Montreal, have been appointed agents for the Portland Mfg. Co., who are well known to the trade, as manufacturers of washing machines.

Building New Store.

Saskatoon, Sask.—Operations have been started by the Saskatoon Hardware Co. on second avenue on a new store building. It is the intention to build but one story at the present time but another will be added next year. The building will cover a space of ground fifty-two feet by one hundred and thirteen.

New High Water Mark.

Montreal May 8 at the Builders' Exchange here figures have been compiled which bear out the predictions so often made, to the effect that 1912 is to be a banner building year. Work now contracted for, and talked of, amounts to $50,000,000. Much of this, of course, will not be executed this year; but permits already issued, and contracts let, indicate that operations to at least a value of $30,000,000 will be completed during the next eight months within the bounds of Greater Montreal. This figure, which is a conservative estimate, establishes a new high water mark.

To Make Tools.

The Canadian Warren Axe & Tool Co., have been incorporated with head office at St. Catharines and a capital stock of $150,000. They will manufacture axes and other edge tools, peavies, cant hooks, mill hooks, logging and lumbermen's tools.

Hardwaremen Move Around.

Peterboro, Ont.—There have been several changes recently in the clerking staffs of local hardware stores. W. O. Labelle and E. F. Browning are leaving the Kingan Hardware Co. The former is going on the road out West for the Miller-Morse Co. of Calgary, and the latter is going to Niagara Falls, Ont. Mr. Gamble of the Peterboro Hardware Co., has gone West to the J. H. Ashdown Co., of Winnipeg. Ed. Latimer of Madoc, has joined the staff of the Kingan Hardware Co.

Personal Notes.

Lieutenant-Col. Robert Starke, of Starke-Seybold, Montreal, has been promoted to the post of Brigade-Major.

Business Changes.

Burford, Ont.—T. S. Rutherford, hardware dealer, has sold out.

Elkhorn, Man.—Graot Bros., hardware dealers, have gone out of business.

Toronto.—F. R. Jackson has taken over the hardware business of A. C. Graham.

Girvan, Sask — Douglas & Stewart, hardware and implement dealers, have sold their hardware stock to Geo. Hemme.

Webster, Sask. — Dingman & O'Connor, hardware and implement dealers, have dissolved partnership.

Winnipeg.—Geo. Stambler has opened a hardware store here.

Rapid City, Man.—Morley & Edwards, hardware dealers, have dissolved partnership.

Piapot, Sask.—A hardware store has been opened here by J. Bowie.

Laird, Sask.—I. J. Penner is starting in the hardware business here.

Churchbridge, Sask.—A hardware store is being opened here by G. S. Breedjford.

Craik, Sask.—R. J. McNaughton, who is in the tinsmithing business here, has added a line of hardware.

Carlyle, Sask.—G. W. Stockton has disposed of his hardware business to McRae & Dodds.

Calgary, Alta. — Frew & Fleming, tinsmiths, have opened a branch at Hillhurst.

Bawlf, Alta.—Paulson Bros., hardware and furniture dealers, have opened a branch store at Cadogan.

Bengough, Sask. — Wright & Root, hardware dealers, have dissolved partnership.

Rapid City, Man. — Moxley & Foerster, hardware dealers, have dissolved partnership. R. Foerster will continue the business.

Airdrie, Alta.—W. T. Rogers & Co., hardware dealers, have removed to Lackner.

Hardwareman Elected.

St. John, April 30.—A hardwareman, and president of the St. John Hardware Dealers and Manufacturers' Association, namely, Miles E. Agar, was elected this week to the office of commissioner under the new system of civic administration, in which voting took place this year for the first time. Mr. Agar polled a splendid vote and his friends are heartily congratulating him upon the honors bestowed upon him. He is recognized as a shrewd, clever business man, has at all times been interested in the promotion of civic affairs, has taken a keen interest in public matters, and is expected to prove himself a capable commissioner. In the elections, C. B. Allen, another hardware dealer, came within a few votes of being successful. He made a strong fight, and an encouraging one, and that he did not win is due to the strong canvasses made against the "Citizens' Ticket" with which he and Mr. Agar were connected. The other commissioners elected were: R. R. McClellan, H. B. Schofield, and R. W. Wigmore. James H. Frink was chosen mayor with a majority of only two votes over T. H. Bullock.

OPEN NEW BRANCH.

In order to give better attention and meet the demands of their largely growing trade in the West, the Pease Foundry Company, of Toronto, have recently formed a subsidiary company in Vancouver under the title of the Pease Pacific Foundry Ltd., with head offices at 324 Drake St., Vancouver, where a large stock will be kept.

The officers of the Company are:—President, D. J. MacKinnon, (also President of the Pease Foundry Co., Toronto, and of the Pease-Walden Co., Winnipeg); Vice-President, Jas. Gill, Secretary-treasurer, T. B. Medforth (formerly chief accountant Pease Foundry Co., Toronto); Sales Manager, Wm. Crane (formerly Superintendent Pease Foundry Co., Ltd.)

All British Columbia business will be transacted by this company, which will be of great advantage to their customers.

Stoves, Furnaces and Accessories

Get the "Extra Margin" of Stove Trade

Dealers Should Endeavor to Enlarge Their Output of Stoves in the Spring—A Suggestion for a Window Display—Stock Should Not be "Side-tracked" —Making the Most of the Gas Range Trade.

Somebody has said that success in business—or in anything else—depends upon securing what might be termed the "extra margin." It was pointed out that while the majority of men manage to use their working hours well, the man who finds how to profit by his spare time is the one who reaches the highest rung on the ladder; that, whereas most merchants can manage to work up a reasonably profitable trade, it is the dealer who can get a little margin on the others who can be termed the real success.

Pursuing this thought, it may be pointed out that, whereas any dealer can sell a certain number of stoves in the spring, he should endeavor to get the "extra margin," which can be obtained by the exercise of energy and initiative. As a matter of fact, dealers do not pay nearly as much attention to stoves in the spring as they should. They give their whole time to other lines more or less.

In the opinion of some of the most progressive dealers, the stove department can be made just as active in spring as any other branch of the business. There are two reasons for this. The first is that spring is moving time and there is more or less demand for new stoves on the part of people who are changing their quarters. The second is that the gas stove trade, which is growing literally by leaps and bounds, centres prettly largely in the spring.

The gas stove is now regarded as a necessity in all places where gas is obtainable. Many of the smaller towns do not possess gas plants, but the number is diminishing, and consequently new districts are being opened up for the exploitation of the gas range. In all cities, the demand for gas stoves has grown beyond belief in the last few years.

There are, however, many homes still which lack this great convenience. Cooking in summertime is done with a coal range. In addition to the fact that the housewife finds this method laborious and tiresome, it involves a greater expense than the use of gas. A live dealer could, if he made a determined effort, place a gas range in two-thirds of the homes in his section which lacked them.

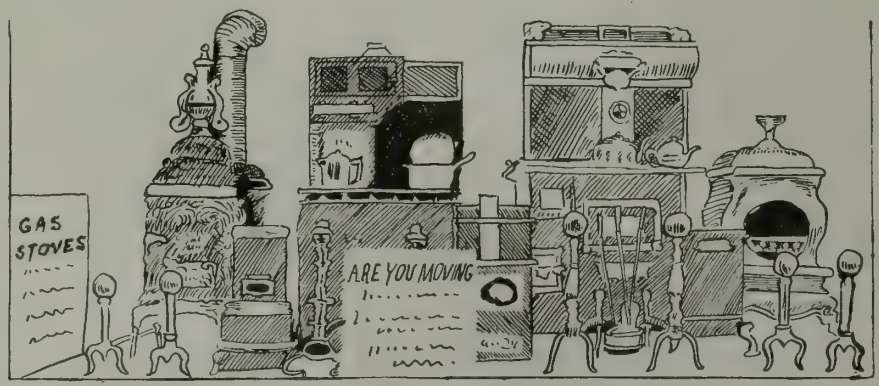
The present is the time to make this effort. While a personal canvass would undoubtedly be effective, the writer is of the opinion that good advertising and adequate display in the store will prove all that is required. State the facts plainly—and often—in the papers. Give the stock a certain prominence in the store. And run good window displays. As much trade as the average dealer can conveniently handle will be worked up by such means.



The Stove Department in the Store of W. E. Brown, Strathmore, Alta.

A Suggestive Display.

The accompanying drawing shows a suggestion for a stove window display. It is, of course, a first essential that a window display of stoves must have simplicity as its main asset. The suggested arrangement shows an assortment of gas ranges, coal ranges, heating stoves, gas and oil heaters, fire sets and irons. The two large cards shown, one at the left hand side and the other in the centre, should be used for the presentation of facts and arguments about the stocks shown. If desired, the display could be made more elaborate by draping the sides and background with bunting, cheesecloth or some other light material. The floor could be laid with wood-lined stove board.



A Suggestion for a Stove Window—Various Kinds of Stoves, Ranges and Accessories are Shown.

The chief drawback to the success of the spring stove trade of many dealers is the fact that, with so many strictly spring lines of goods to handle, they allow their stove stock to become "sidetracked." The stoves are shoved into odd corners, obscured from view by piles of rakes, hoes and rolls of poultry netting, or are covered with a multitude of small articles. Sales are restricted as a natural result.

A view is shown of the stove department in the store of W. E. Brown, Strathmore, Alta. The stoves are kept free from all encumbrance and with sufficient clear space to make inspection of each article possible. It is a model department in many ways. Dealers who follow the example of Mr. Brown can depend upon securing the "extra margin."

Weekly Market Report---Stoves

ACTIVITY IN STOVES.

The stove market is showing every evidence of unusual activity. Sales at the present time are heaviest in gas, oil and gasoline stoves but there is also a healthy demand for coal ranges and heaters. The furnace industry has got away to an early start.

Montreal, May 9.—While it cannot be said that the demand for ranges is reaching the proportions of the great fall rush, there is nevertheless a big demand for stoves. But ranges are not the busiest line at present. Perhaps kitchen ware shows the greatest activity, though of late there has been a rush for such stoves as are needed at summer resorts. The warm weather is coming. People who spend several months away from the cities are moving now, and many of them are buying oil and gasoline heaters before they go.

Tin Rising, Tinware Steady.

Though tin has risen rapidly in price, there have not been any further advances in tinware. Iron is high, too, at the present time, which would tend to make an advance in tinware likely, were it not for conditions in the United States. For fear of competition from there the local manufacturers will hardly be able to further increase their prices even if the continued upward course of the pig metals should make this seem necessary.

Spring Goods.—The demand for tinware is keeping up. New households are being started. Emigration has already commenced. New kitchens must be equipped, and naturally those wishing to secure a stock come to the hardware store.

Waiting for Navigation to Open.

Shipping departments are being kept busy forwarding this class of goods to the retailers. Some there are who are delaying placing their orders until river navigation is again in full swing, but many who are not waiting for this, are willingly paying the higher freight exacted for transportation by rail.

Gas Stoves.—The same causes which create a demand for kitchen ware create also a demand for gas stoves. True, the emigrants do not clamor for this "energy and time saver," but in the new town and city houses gas stoves are wanted.

The sales have been so heavy that the manufacturers have had some difficulty filling the orders as promptly as they were wanted.

But of ever greater volume has been the demand for coal oil and gasoline stoves. Either more summer homes are being opened, or more people are becoming educated to the use of oil stoves. Perhaps there is something in both these reasons, but it would appear that popular education has had most to do with creating the present demand. Farmers' wives have come to see that while they are denied gas they may secure many of its benefits by securing a gasoline or an oil stove. Those who have no gas connections in the city are also buying.

Many Furnaces Selling.

Ranges, Heaters and Furnaces.—A surprisingly large number of furnaces are being sold now—thanks to the unusual building activity of the winter. New houses, when completed in spring, must have furnaces installed then, if they are to be sold before fall.

Heaters are not in any real demand. An odd stove is sold now and then to someone who wishes to be able to heat his summer home of a chilly evening, but really heaters are hardly worth mentioning. But they will be in a few months. Against that time the manufacturers are continuing production.

Ranges are moving well. In all districts these are being bought, and the hardwaremen who carry this line cannot afford to be without a good assortment.

TORONTO.

Toronto, May 9.—The stove industry is showing exceptional activity for this time of year. Although it is not usual to sell heaters and ranges in large numbers at this season, most of the manufacturers are doing so now. In addition, the gas stove trade has grown to such proportions that the manufacturers are finding the demand rather more than they can handle. Altogether, therefore, the market is so busy that there is every reason to believe that the year's trade will break all records.

Stove manufacturers are still hampered by the unsatisfactory transportation conditions. Deliveries have been slow and there have been some complaints on that score.

Gas Stoves.—The number of stoves sold has been larger by quite a margin than in any previous year. The biggest rush is now on and large orders are being placed. "We have dealers on our list who are selling five and six gas ranges a day," said one manufacturer. "The demand is far ahead of last year. We find that the bulk of the demand is from the cities but there has been an increase in the call from the towns and smaller places."

Bigger Increase Here.

Oil and gasoline stoves.—There has been a larger increase, however, in the demand for oil and gasoline stoves. People are already moving to their summer homes and are taking along an oil or a gasoline stove. The prejudice against gasoline stoves seems to be pretty well abated. People now do not fear that they are dangerous and the sales are growing rapidly.

Ranges.—There is a healthy demand for coal ranges. The manufacturers report that there is a steady outward movement and the demand is pretty well distributed through all sections.

Heaters.—There is not as large a demand, of course, for heaters but each day brings its quota of orders just the same. Small lots are being shipped out.

Furnaces.—Here again there is a good movement noted. The building operations in all sections are on so large a scale this year that the furnace industry is assured of a very busy year. Already a great deal of work is being done. In this city the builders have been at work practically all winter and there is, as a result, plenty for the furnacemen to do already. Sales are reported to be good.

Weekly Market Report --- Metals

METALS ARE STRONG.

The dominant note in the metal market is strength. Tin has been selling at unprecedentedly high prices although the former level has been reached again now. Lead is exceptionally strong and an advance has been made in sheets. Copper weakened early in the week but at time of writing has strengthened up again.

MONTREAL.

Montreal, May 9.—Again there are changes in good numbers to report, and all in an upward direction. Copper, technically, has weakened somewhat, but as far as the Canadian market is concerned, at least, the demand for the metal is so steady, and the supply so limited, that a lower figure is out of the question. It would appear, indeed, that the lower tone in London and New York will be of but short duration.

Tin has seen the greatest jump, but lead, too, has kept on its upward way. True, the pig has not been further increased in price, but sheets have leaped forward. Solder, too, has moved. Upward, ever upward, is the general cry. What the future will be is a matter of some conjecture. There does not seem much reason to look for lower figures on any of the metals—that is in the near future. Iron, indeed, would seem likely to go much higher, while tin and lead also seem likely to take a further advance.

What Next in Tin?

Tin.—It is not long ago since it was found necessary to advance the price of tin from $48.50 to $49.50; but now comes a further and larger advance. This week conditions have become such that there was nothing for it, but to raise the prices on Lamb and Flag and Straits to $52.00. A jump of 2½ cents a pound.

Local scarcity is only one reason. The other, and more important cause, is the scarcity of future supplies. The reserve seems exceedingly small.

The local supplies, it should be said, have been replenished this week by a shimpent from England. Much of this was bought from the dock, however, and the remaining amount is not sufficient to glut the local market.

Copper.—The decline on the primary market is a little hard to explain, for the demand still keeps up and supplies are said to be none too large. Locally the market is firm. There is no probability of a revision downward. A movement in the other direction, however, does not seem very likely now.

Spelter More Plentiful.

Spelter.—Stocks have improved. Some delayed cars have arrived, and now all that is wanted can be had. Prices remain steady.

Lead.—Here the price increases have been numerous, though not very large. It is not lack of stock locally which has brought about the change. Early shipments have resulted in the local market being well supplied, but since the handlers have had to pay more for the metal, they are naturally compelled to make others pay more for it. Sheets have been raised from 30 to 35 cents per cwt., thus following the advance in the pig.

Lead pipe and waste has not been further advanced, but solder has been set at a higher figure. Bar, half and half, is now quoted at 27c instead of 26½; while wiping is quoted at 24c instead of 23½c.

Iron.—For a long time this has been the steady metal, but there is no denying that iron is now on the rise too. There have been no increases in price locally as yet, which just means one thing—namely that this is a good time to buy. The advance can not be long in coming. One of the straws which show the way the wind blows was seen this week. One of the large local buyers sent in an order for a good supply. They expected the old price, but got back word that a shilling more would have to be charged.

TORONTO.

Toronto, May 9.—The metal market has been featured by sharp advances and declines during the past week. The situation has altogether been unsettling but matters have steadied now, leaving prices where they were at last writing.

Business is brisk all around. Demand is heavy and, as there is still a scarcity of metals, the situation has become a little strained in places. It is particularly difficult to get hold of any spelter, although the shortage in this metal is not as complete as it was a couple of weeks ago; at which time, in fact, the market was absolutely devoid of spelter.

Tin Up and Down.

Tin.—The course of tin during the past week has been marked by rapid fluctuations of a steep nature. Early in the week tin went up sharply on the primary markets and, had the local price been modelled on London quotations, it would have reached the unprecedented level of about 53 cents. However, tin has steadied down at time of writing and is now being quoted around 50 cents. The demand is strong.

In this connection it is interesting to note the following comment in the American Metal Market: "The Straits output promises no increase, and as there is no question but that the consumption of the world for tin is steadily increasing, this question of output becomes a serious one, and is the basis for the belief in higher prices that exists in the best informed quarters."

Copper.—It has been the other way around with copper. The price declined earlier in the week but is now up again to the same level as last week. Confidence in copper was a little weakened by the declines but is now being restored as it seems fairly certain that the price will be maintained. Demand is good here.

The condition of copper in the United States does not seem quite as satisfactory. The American copper trade has been at a complete standstill as regarding business for some time. The statistics to-morrow will probably give some indication of the condition of production and American consumption and may start some new business.

Lead is Strong.

Lead.—While no changes have been made in local prices, there is a very firm tone to lead. Stocks are still light and promise to remain so in the face of the heavy demand which is steadily maintained.

Spelter Still Very Scarce.

Spelter. — The outstanding feature about spelter is the great scarcity. While it is now possible to secure some spelter, it involves great difficulty, and trading, as a result, is by no means active. The price remains the same.

Plates and Sheets.—The situation is quite satisfactory. Demand has been large and supplies have been coming forward to meet it. The tone is healthy and prospects point to a continuation of brisk trade right through the year.

REACH RIGHT READERS.

"Please accept our thanks for the applications received that were forwarded to us this a.m., and yesterday. We are in turn sending them on to our customers. It certainly looks as though your paper reached the right class of readers."—Lewis Bros., Limited, Montreal.

Weekly Market Report --- Hardware

FEATURES OF MARKET.

The hardware market has been featured by the heavy demand in nearly all lines. This is particularly true with regard to refrigerators. Dealers are ordering early to insure fdll shipments, the scarcity which existed last fall being the cause.

Although no price changes have been reported, there is a tendency toward firmness noted. The hardware situation is more interesting at present than it has been for some time.

MONTREAL.

Montreal, May 9.—While there have been no price changes this week, price lists are still being altered, all the brass goods not having been advanced immediately upon the decision that a ten per cent. increase in price would be needful. Only certain classes of brass goods were raised in price last week, but the others have followed naturally.

What will be the future of brassware is not quite certain, since the price of the ingot metal has dropped slightly during the past few days. There seems little likelihood of a lower level coming, however. The present decrease in the ingot metal is slight to begin with, and seems only in the nature of a temporary change.

In all lines ordering is reported large. Especially is there a strong demand for harvest tools and contractors' suppplies. Both are to be expected at this season.

There is still some trouble being experienced with securing proper transportation. But river navigation is now open, and relief will come as a result.

Spring lines. These are undoubtedly the leaders at present. Lawn and garden tools are moving rapidly. The retailers hardly seem able to keep ahead of the demand. Swings, hammocks, and lawn furniture generally are being ordered daily. This is a line which has been developed greatly during the past few years. Hundreds of up-to-date retailers are making big profits out of this class of goods. The low prices now asked for these makes a large number of sales possible.

Hay forks, pitch forks and rakes are wanted by those who conduct business in the farm communities. It is a little early perhaps for retail selling, yet immediate delivery is being asked.

Kitchenware.—There seems some expectation that tinware will rise in price before long. Doubtless the high price of pig tin has given rise to this belief, yet it must be remembered that tin is not the material most used in tinware. At present it does seem that an advance may be expected, but it will be because of the price of steel as well as the high level to which tin has attained.

Brass goods are selling rapidly, in spite of the higher prices recently struck. For kitchenware of all kinds there is now a genuine demand, and the wholesalers and manufacturers are having some trouble shipping as promptly as their customers would like.

Builders' Hardware.—The advance in brass and copper has not as yet exerted an influence upon the various forms of builders' hardware in which these materials are so largely used. That these will be raised in price seems inevitable, however. Perhaps it is the realization of this which is producing such heavy buying at present. In all parts of the country orders are being written.

Contractors' Tools Wanted.

For contractors' tools, too, such as spades, picks and scoops, there is a heavy demand. The promises of a heavy building year are being borne out, and contractors are finding great need for tools.

Cement.—Again there has arisen a big demand for this material. Partially the demand comes from the contractors, but a great deal is also being bought by the farmers, who are coming more and more to see what improvements they can themselves make by the use of this material.

Sporting Goods.—The retail sales are now exceedingly larger — a fact for which the improved weather must be largely thanked. Goods are being displayed wisely, and the natural result is heavy ordering.

TORONTO.

Toronto, May 9. — The numerous changes which have been made in hardware lines recently have resulted in awakening a considerable degree of interest. Dealers are beginning to "sit up and take notice." They are watching the market with more interest than for some time back.

The situation is undoubtedly an interesting one. There is a strong tendency toward firmness noted in many lines and further advances would not cause any surprise. This is due in some cases to the fact that demand has outstripped the supply; in others to the tendency of the market to readjust itself. The latter was the case in regard to cotton goods which were advanced 10 per cent. last week. Prices previously had been too low and the advance had been anticipated for some time.

There have been no price changes since last writing except that the 10 per cent. advance in brass goods has been made general. It now applies to practically all lines.

Business is extremely good. The local jobbing houses are rushed with orders at the present time, demand being spread pretty evenly over all lines.

Seasonable Goods.—There is a steady call for spades, hose, rakes, sprinklers, lawn mowers, wire netting and the many other lines now largely in demand in the stores. Business has been persistently good in this department. The number of repeat orders being received indicates that the trade of the retailer is brisk and steady.

Household Goods.—The feature of the market, perhaps, is the demand for refrigerators. Despite the fact that the weather has been far from warm this spring the demand started much earlier than usual. This was probably due to the fact that last year dealers experienced considerable difficulty in getting their orders filled. In order to escape this, they have been stocking up earlier. "I estimate that we have sold more already than we did all last year," said one sales manager to-day. In view of the fact that last year saw the biggest demand for refrigerators experienced up to that time, the present size of the demand will be appreciated.

While no scarcity has yet been felt, it seems a moral certainty that, as the season advances, the demand will outstrip the supply.

Other household goods are in active demand.

Builders' Hardware.—The demand is still growing. Dealers are already ordering in large bulk and the number of repeat orders coming in indicates that there is a good business being carried on with the public despite the comparatively early season. Travellers report that, with the amount of building in sight throughout the province, the demand will be very large all summer and fall.

Heavy Hardware.— Business is brisk. Deliveries have been satisfactory in practically all lines.

Sporting Goods.—Sales are heavy in sporting goods. The opening of the baseball leagues has revived interest in that sport to such an extent that the demand for balls, gloves and bats has become very heavy. Dealers are now stocking up briskly in these and all other lines. Canoes and paddles are reported to be selling well. Trap-shooters' supplies, rifles and ammunition are selling in better volume now.

Weekly Western Market Report

Record Trade in Builders' Supplies—General Trade Outlook Excellent—Rapid Increase in Building Permits.

Winnipeg, May 9.—There is a good seasonable demand for all classes of general hardware, and a very brisk movement in all lines of builders' supplies. This will be readily understood when it is stated that Winnipeg permits jumped $1,000,000 in two weeks, and now exceed $5,000,000, a record for the first four months of the year.

Some anxiety is felt as to threatened labor troubles in the building trades in the province of Saskatchewan, where painters are on strike and other unions are very dissatisfied with the maximum wage scale as announced by the Association of Builders' Exchanges.

Navigation is now open on the lakes, and some reduction in prices of heavy hardware will probably be announced shortly, following the cheaper freight rates by the lake-rail route.

The result of the work by the railroad commission in investigating freight rates is being watched with much interest here, and adjustment more equitable to the West is looked for by Western business men.

Wheat is very strong and the advance in prices during the past week will add much to the spending power of the West, where there are many millions of bushels yet to market.

Never was the general outlook in the West more generally satisfactory than to-day. Wheat seeding has made wonderful progress and will be finished by May 1 in the majority of districts.

The soil is reported to be in perfect shape for germination, and fields are already green in many localities.

Fine weather has given a decided boost to certain lines, notably gas ranges and oil stoves, and camp cooking outfits. Every year sees a larger number of people take up their summer residences along the river banks and groves in temporary bungalows. The supplying of outfits especially adapted for such style of housekeeping is becoming every year a more important line of busines to the hardwareman.

Winnipeg Hardware Quotations.

Ax Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

Augur Bits—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Barb Wire.—Lyman 4 pt., $1.85 f.o.b. Fort William; $2.26 per spool of 80 rods f.o.b. Winnipeg; Guidden 2 pt., $1.75 f.o.b. Fort William; $2.12 per spool of 80 rods f.o.b. Winnipeg; Baker 2 pt., $1.73 f.o.b. Winnipeg; Waukegan, 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool f.o.b. Winnipeg; Alberta 2 pt., $1.73 f.o.b. Fort William, $2.05 per spool, f.o.b. Winnipeg; American special, 2 pt., $1.45 f.o.b. Fort William; $1.73 per spool f.o.b. Winnipeg; plain twist, $2.80 f.o.b. Fort William, $3.20 per 100 lb., f.o.b. Winnipeg; coil spring wire, No. 9, $2.07 per 100 lbs., Fort William; $2.50 at Winnipeg.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—$3.15 per keg base.
Wire nails, base, $2.80 Winnipeg; $2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c, to 20-inch gage, 29c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates.—Half-polish, 6 and 7-inch, $3.40; 8-inch, $3.60; full polish, 6 and 7-inch, $4.25; 8-inch, $4.50.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron—Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 6, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe—⅜ in., $3.25; ½ in., $4.05; ¾ in., $5.00; 1 in., $7.20; 1¼ in., $9.80; 1½ in., $11.80; 2 in., $15.30.

Galvanized Ware.—37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3.15; ¼ in., $2.30; ⅜ in., $2.35; ½ in., $3.15; ¾ in., $3.80; 1 in., $5.45; 1¼ in., $7.45; 1½ in., $8.95; 2 in., $11.55; 2½ in., $18.40; 3 in., $24.15; 3½ in., $32.25; 4 in., $36.75; 4½ in., $42.50; 5 in., $47.50; 6 in., $61.50; 7 in., $95.50; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead.—$4.75. Lead Pipe—$5.85.

Lead Waste—$6.85.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope — Sisal, 8¾; Pure Manilla, 10½c; British Manilia, 9c,; lath yarn, 9¼c.

Staples.—Bright wire, $2.50 F.O.B. Fort William; $2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws.—Bright iron round head, 82½ and 10 p.c.; flat head, 87½ and 10 p.c.; round head, brass, 72½ and 10 per cent.; flat head brass, 77½ and 10 per cent.; coach, 65 per cent.

Staples—Bright wire per cwt., $2.50 at Fort William, $2.90, Winnipeg.

Paints and Oils.

A very brisk trade in paints, oils, varnishes and decorators' supplies of all kinds is now being done, and prospects are bright for a first rate season's business. Prices remain firm.

Linseed Oil.—Raw, per gal., $1.00; boiled, per gal., $1.03;

Turpentine, per gal., barrel lots, 80c.

Dry Colors.—White lead, lb., 7c; red lead, kegs, $6.50; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a 3½c; English purple oxides, in casks, 3½c; less quantities, 4c per lb.

Methods of Retailing Paints and Varnishes

The Great Need for Paint Advertising

People Do Not Fully Appreciate the Possibilities of Paint—Dealers Should Do All in Their Power to Spread the Knowledge by a Liberal Use of Printers' Ink and by Other Methods of Advertising—What Some Hardwaremen Are Doing.

There is probably not one dealer in a hundred who would dispute the truth of that statement, which is fast becoming an accepted axiom, "It pays to advertise." But is there one in a hundred who applies it intelligently to the conduct of his paint department?

There is a wide field for the advertising of paint. Besides the ground which the dealer covers in boosting the particular make of paint he is carrying, behind the competitive side of advertising, there is the great opportunity offering to talk the need of paint—not any particular brand, but just Paint. The truth of the matter is that people do not fully appreciate Paint; they do not understand its protective and preservative qualities, nor have they a complete appreciation of its decorative possibilities. Some men—their number is legion—allow their property to go to rack and ruin when a few dollars a year spent in paint would ward off the devastating effects of time. The appearance of rooms is spoiled by blotches and discolorations, because people have not awakened fully to the fact that a tin of paint and a brush, together with the utensils recently put forward, can effect wonderful transformations.

There is no blinking the fact that people do not appreciate the full possibilities of Paint. There is only one way to remedy this condition of affairs and that is to advertise. The word advertise has a wider significance than the meaning usually attached to it. Advertising is not limited to the use of newspaper space; it includes window displays, good display methods in the store, talking to customers and so on. For the time, however, attention is to be devoted exclusively to the one branch of advertising—newspaper publicity. For the purpose of spreading knowledge on the score of paint, it can be made a very potent force.

Is Retailer Doing Share?

The manufacturer is doing his share of the work. Publications with national and international circulations carry a large volume of advertising, telling the story and explaining the many uses of paint and varnish. Attractive posters and billboards are to be seen on all sides, conveying the same message. But is the retailer doing his share of the advertising?

The writer knows a prosperous hardwareman who had built up a big business largely on the strength of the good advertising he he has done. And yet he never advertises paint. When taxed with this fact once, he found some difficulty in explaining just why he omitted paint. "The truth is, I haven't thought much about it," he stated. "I have so many other lines to advertise. Then the demand for paint is pretty much of a staple quantity—and there's so little you can say about paint anyway."

There are scores, even hundreds, of dealers who still think the same way, who are laboring under the impression that "there's so little you can say about paint, anyway." Wonder if there are as many dealers who have grasped the truth that there is so much to be said about paint that the only difficulty is to find the space and the time to say it?

It is gratifying to note, however, that more dealers are advertising paint now than has been the case in the past. The writer has before him a grist of advertisements now being used by Canadian hardwaremen, all devoted exclusively to the subject of paint. The retailer is making a more determined effort this year, we believe, to hold up his end in spreading the gospel of paint and its possibilities.

Under the heading "Springtime is painting time," the Gravenhurst Hardware Co., Gravenhurst, Ont., have an attractive advertisement, in which the public are admonished to "protect and beautify your home by using high-grade paints."



Unique and effective paint display in the store of the Lawrence Hardware Co., Revelstoke, B.C.

The Bond Hardware Co., Guelph, have been conducting a demonstration of stains and varnishes and have been devoting their full advertising space in the newspapers to boosting this event.

P. S. Stewart & Son, Renfrew, are running a forceful talk on the importance and economy of painting buildings to protect them from the wear and tear of the weather.

Gardner & Co., Woodstock, are advertising paints as a means of improving and beautifying the house and grounds in spring.

The list might be continued indefinitely but the above are fair samples of what an enlightened percentage of dealers are doing to increase the public's belief in the utility of paint.

The time will come, in all probability, when all dealers will adopt this course. The future development of the paint industry will be greater than might at present be deemed possible. Comparatively speaking, men only dabble with paint now; in the future, they will "use" it. The future will see the value of paint fully recognized and the demand will increase accordingly.

In the meantime, the retail dealer should do all in his power to bring about that condition of complete public understanding.

Using Paint for Straw Hats as Bait

This Attracts the Women, Who Are Liable to Buy Other Lines —The Specialty Brings Good Profits Itself Too—A Valuable Sideline.

From time to time people may be heard conversing about some special sale which is then being held in a department store. "I don't see," one will say, "how they can possibly afford to sell these goods at that price. I don't see where they make any money."

It is quite possible that there is no money being made by selling these lines. They may be just bait—just a special line displayed to attract people to the store. This is the principle of many department store sales. The management determines to sell a certain line at a figure so low as to preclude the possibility of any real profit. The goods may bring a small amount more than they cost, but certainly the margin will not be enough to provide for rent of floor space, payment of clerks, and other overhead expenses. If all lines were sold this way the business would go steadily behind, until the final crash came. But all departments are not run this way. There are a few "leaders" selected. These are marked away down, and are widely advertised. People come by the score to buy them, and they remain to buy other things which have been arranged to attract their attention, and which offer the management an ample profit. It is from these other lines that the profits are made.

No Reduction Sale.

Undoubtedly, it is good business to use one class of goods to draw people to the store, so that they will see others and be led to purchase them. But a special sale is not the only way this may be accomplished. A Montreal merchant is using a somewhat different system at this present minute. He is using a paint specialty, which he is not selling at ununusually low figure, but which is attracting a desired class of custom because it meets a real need of the desired class of customers.

Every hardware dealer realizes the value of getting women to his store. A man is good to deal with. He usually comes for something, gets it and goes away. What he sees will undoubtedly influence him, but he is not half as likely to be led to make any unplanned purchases as a woman. She, once in the store. will see several things which she needs. She will buy them too.

Bait Not Costly.

So it is particularly worth while attracting women inside, and this is what this Montreal dealer is doing. His bait, moreover, is not costing him anything. It is rather yielding him a good profit. He is simply using a display of paint which can be used on straw hats.

This is the season when straw hats are coming into style once more. The last season's creations have now been brought out. Most of these have fallen into disfavor, their owners deciding that they simply must have a new hat. But that new hat once purchased they will be willing and anxious to make such changes in the old straw that it, too, will look like new. The straw paint, or enamel—it goes by both names—makes this possible. So the display in the window is attracting attention. Young girls are drawn as well as women who are seriously engaged in the work of running households. The girls are not as good customers as the women—they are not likely to see any other line which they feel they must buy. But they do buy the straw paint, and thereby the dealer reaps a good profit. The women, however, get not only the paint. but they also look about the store. They see the garden tools, the pots and pans, the cutlery. They see picture wire and thumb tacks. They see domes of silence. They are sure to see something beside the paint which they want. Moreover, while they came in for paint for straw hats, they notice also paint for other purposes. Good salesmanship will result in these other lines being sold, for the women readily appreciate the need of applying a fresh coat either inside or outside their home.

Only a Small Display.

This paint for straw hats has proved a splendid line for one dealer. It has brought him profits and brought him trade which he would not otherwise have secured. And all this he has achieved by merely arranging an attractive display in one part of his window. He did not give the whole show space to this particular kind of paint. That might not have been wise. He merely showed the straw paint among other painting goods. But this particular part of the display proved of great value through its attractive features.

At this season paint or enamel which will enable an old hat to be changed into a new one, will be in demand everywhere. It is not a class of goods which exerts a genuine appeal in the city only. The smaller places will provide a ready market for this line. Country people. too, will be glad to buy Indeed, this is one of those side lines which would seem well worth some attention. The profits accruing will not be tremendous, but a number of these fair sized profits will make a substantial aggregate That old song which we sang so many years ago, "Every Little Bit Added to What You've Got Makes Just a Little Bit More," applies very well to profits. It is the little extras which make a business pay. But this extra. received from the sale of paint for straw hats, will not only swell the earnings of the paint department, but will also attract custom which will mean sales for other departments. That is one of the advantages of specialties. They not only earn money themselves. but make other lines earn more.

A FULL PAGE AD.

Chatham, Ontario. — J. E. Wanless, local hardwareman, is conducting a vigorous paint campaign. He has been advertising in full page space in the local newspapers.

MAPLE LEAF WINS

Carry M-L Paints and 'win out.' It makes good with your customers. A full line—full of profit for you. Indoor and outdoor finishes—flat walls colors—varnishes.

Write the DECORATIVE AID DEPT. for the booklet. This free department helps you to get business

Imperial Varnish & Color Co., Limited

108 Princess St., Winnipeg
6-24 Morse St., TORONTO
365 Water St., Vancouver



DELIGHTED! IT'S M.L. PAINT.

$5,000 FOR A MAN

This is the sum the Vancouver Lacrosse Club is to pay Newsy Lalonde for three months' service. The reason for this offer is that Lalonde is not only a wonderful player, but that he infuses life and vigor into the whole team.

In the game of business, great success is often attained by securing an article of such merit that its very presence starts your whole stock on the move, or in other words, an article that infuses life and vigor into your business.

Lowe Brothers "High Standard" Liquid Paints often prove the pivot around which is swung a successful Hardware Business. These paints show customers the real meaning of the word "value," for in fact, not in theory, they have greater covering power, greater durability, as well as every other virtue which go to make paint "best."

We back this statement by tests. Investigate and you will be convinced.

Lyon-Monkhouse Limited
171 James Street
Winnipeg, Man.

Lowe Brothers LIMITED

TORONTO
Dayton Boston
Kansas City
Chicago New York

Weekly Market Report --- Paints

WHITE LEAD UP.

The expected advance in white lead has materialized, a 15 cent increase having been put into effect. Other commodities have remained the same, but there is a firm tone all round. An advance in putty is forecasted.

The demand is so large now for all lines that the manufacturers and jobbers are freely and confidently predicting a record year.

MONTREAL.

Montreal, May 9.—Not the least let-up is being shown in the demand for paint, and similar lines. The manufacturers are having their hands full getting the goods out. Indeed the shipping departments can hardly keep up; for, since navigation opened, some who have delayed ordering so that they could secure this cheaper means of transportation, are demanding immediate delivery. Some who expected to save a little freight by waiting for the boats, are finding that they are losing the early trade instead, by reason of their depleted stocks.

Oil is being ordered extensively from points reached by the river boats. The supplies laid in before navigation closed are exhausted, and dealers are anxious to secure a new stock.

Lead Up Fifteen Cents.

The feature of the market this week is the advance in white lead—an advance which was predicted in the market reports for some little time back. It was thought last week that the new figure would be only 10 cents higher than that for which lead has been selling, but this was not regarded as sufficient, an advance of 15 cents having been determined upon.

Other prices remain steady, though it is generally agreed that linseed oil is being quoted too low. A buyer of large quantities, indeed, found it impossible to secure what he wanted at the figures quoted. Some firms still set their price at .93 and .96, but .96 and .99 is considered more correct. At that figure oil could be bought. It would be exceedingly difficult to get much at the old figure, indeed a number of purchases have been refused.

The Fear of Substitutes.

Turpentine.—Figures are still generally quoted at .70, but the market is uncertain. A higher price might be struck almost any time. There is danger, however, that too high a figure will result in the use of substitutes. This fear exerts some restraining influence on the market.

White Lead.—After showing an upward tendency for some weeks, white lead has finally been advanced, the figure now being $7 per cwt., instead of $6.85. The high price of pig lead has made this advance absolutely necessary. Indeed at this new figure the profit to the manufacturers is not great.

This new figure is likely to hold for some little time. Certainly any revision which may come will not be in a downward direction. In a couple of months, however, there may be another advance, if lead continues to climb. Eight-cent lead, according to one manufacturer, is something quite possible.

Putty.—Grinding is continuing day and night. The demand for putty is already large. It will grow, and the manufacturers are doing their best to be prepared.

Mixed Paints.—It is here the demand is exceptionally large. Dealers are selling largely, and are necessarily placing supplementary orders. Nor is exterior paint the only style wanted—the specialities, the interior paints, the floor paints, and the varnishes are moving rapidly. Such novelties as straw hat paint are also selling readily. This weather puts the thought of painting in the minds of all who are interested in their homes.

TORONTO.

Toronto, May 9.—There is no escaping the fact that a record demand for paint is being experienced. This is apparent on every hand. The paint manufacturers and jobbers are busier than ever before. "I would not have believed it possible," said one man to-day. "We are away ahead of last year on sales and we understand that the other firms are doing the same. The demand for paint has grown wonderfully in the last few years, but the increase was never so marked as at the present time."

This applies to all lines more or less. White lead is in heavy demand, and, although somewhat unseasonable at present, glass and putty will have heavy sales later on. Enquiries indicate considerable interest in these lines.

The only price change this week is in white lead which has been advanced 15 cents. Other changes are rumored, however.

Linseed Oil. — There has been no change in the oil situation. The advance of 2 cents made last week has been firmly maintained, and oil is still selling at 98 cents for raw and $1.01 for boiled. Rumors of further advances have been heard, showing that the tendency of the market is all toward firmness at the present time. The demand has been consistently heavy.

Turpentine. — No change has been made in turpentine so that the selling price is still 70 cents. If any changes are made in the near future, they will almost certainly be in the upward direction; but it is not at all certain that changes are pending. Demand has been good.

White Lead Advances.

White Lead.—The long expected advance in white lead has come at last. Late last week a general advance of 15 cents was put into effect. It is not considered, however, that this change has solved the situation by any means. Talk of further advances in the future is heard. Substance is lent to this view by the fact that the advance declared is not as large as had been anticipated. Locally it was thought that the grinders would make it 25 cents, and it is, therefore, believed that the new price will not prove high enough under all circumstances.

There is a splendid demand for white lead, and shipments have been very heavy.

Glass.—The glass trade is not very active yet. Dealers will soon be placing their orders, however, and in the meantime the situation is being watched with considerable interest.

Putty May Go Up.

Putty.—Will the price on putty be advanced? A local jobber stated to-day: "If linseed oil remains firm, the price of putty will surely advance. White lead has gone up several times since the present quotations on putty were fixed." It seems reasonable to assume from this advice that there is a strong probability of putty going up. Present prices are:—Standard bulk in casks, $2.20; in 100-lb. drums, $2.40; in 25-lb. drums, $2.50; bladder, in barrels, $2.65. Pure putty prices are as follows:—Bulk, in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.

Prepared Paint. — The demand is very heavy. Dealers are sending in repeat orders, with a persistency which hints at a bigger store business than usual. Business undoubtedly is good, so good that the manufacturers are freely and confidently predicting a record year.

Varnishes and Japans.—The condition of trade is identical in these lines. There is a particularly heavy demand for floor stains.



Exterior View, Basilica, Quebec



Interior View, Basilica, Quebec

Decorated with Brandram's B.B. Genuine White Lead, by La Compagnie Gauthier & Frere, Inc., Quebec

SIXTY CHURCHES

Including two of Canada's most Historic and Famous—

THE BASILICA OF Ste. ANNE de BEAUPRE **THE BASILICA, QUEBEC**

Painted and Decorated with . . .

Brandram's B.B. Genuine White Lead

Established in 1868 **292 St. Joseph St.** **Telephone 2300**

LA COMPAGNIE GAUTHIER & FRERE,
Painters, Decorators, etc.

Quebec, 4 Fevrier, 1910.

MM. Brandram-Henderson, Limited,
Montreal.

Messieurs :—Nous soussignés déclarons avoir employé la peinture **Brandram B.B. Genuine** depuis un grand nombre d'années.

Nous l'avons employé au peinturage d'au moins soixante églises entre autres, la Basilique de Québec et la Basilique de Ste Anne de Beaupré et elle nous a toujours donné entière satisfaction.

Aucune peinture ne peut rivaliser avec cette marque.

Vos tous dévoués,

LA COMPAGNIE GAUTHIER & FRERE,
Per JOS. GAUTHIER, President.

Established in 1868 **292 St. Joseph St.** **Telephone 2300**

LA COMPAGNIE GAUTHIER & FRERE,
Painters, Decorators, etc.

Quebec, Feb. 4th, 1910.

Messrs. Brandram-Henderson, Limited,
Montreal.

Gentlemen :—We, the undersigned, declare that we have used **Brandram's B.B. Genuine White Lead** for a great number of years.

We used this White Lead in the painting of at least sixty churches, among which are the Basilic of Quebec, and the Basilic of Ste. Anne de Beaupré, and it has always proven entirely satisfactory.

There is no White Lead that can come up to the standard of this brand.

Yours truly,

LA COMPAGNIE GAUTHIER & FRERE,
Per JOS. GAUTHIER.

Made by the only Corroders and Grinders of White Lead in Canada:

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

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METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb..8 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 20	2 20
Heads, per 100 lb.	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1¼ in.	9 50	9 00
" " 2 "	8 25	8 50
" " 2½ "	10 50	10 00
" " 3 "	12 00	12 10
" " 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 24
Rods, base ½ to 1 inch, round	0 20
Tubing, seamless base, per lb	0 23
Tubing, iron pipe size, 1 inch base	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ per cent.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and finaged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot	17 50
Cut lengths, round bars, ½ to 2 in.	24 00
Plain sheets, 14 oz., 14x48 inches, 14x60 inches	26 00
Copper sheet, tinned, 14x60, 14 oz.	27 00
Copper sheet, planished, 14x60, base,	34 00
Braziers', insheets, 6x4	26 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto
Canadian foundry, No. 1		19 50
Canadian foundry, No. 2		19 00
Middlesboro, No. 3 pig iron	18 00	19 00
Summerlee, No. 2 pig iron	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles $ base	2 50	2 50
Common bar, per 100 lb.	1 90	2 05
Forged iron, per 100 lb.	2 05	2 20
Refined iron, per 100 lb	2 15	2 30
Horseshoe iron, per 100 lb	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

Cold Rolled Shafting.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 inch	0 05½
1 7-16 to 3 inch	0 65

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal.	Toronto
10 gauge	2 30	2 50
12 gauge	2 30	2 55
14 gauge	2 20	2 35
17 gauge	2 20	2 45
18 gauge	2 20	2 45
20 gauge	2 20	2 45
22 gauge	2 25	2 55
24 gauge	2 25	2 55
26 gauge	2 35	2 65
28 gauge	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
20x28x80	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 gauge, per square	5 00
26 gauge, per square	3 85
28 gauge, per square	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown Best	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—	
22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	345
26 gauge, American	3 85	3 50
28 gauge, (26 English)	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜-inch	$ 5 50	66 p.c.	51 p.c.
½-inch	8 50	71 p.c.	60 p.c.
¾-inch	11 50	75 p.c.	65 p.c.
1-inch	16 50	75 p.c.	65 p.c.
1¼-inch	22 50	75 p.c.	65 p.c.
1½-inch	27 00	75 p.c.	65 p.c.
2-inch	36 00	76½p.c.	66½p.c.
2½-inch	57 50	76½p.c.	66½p.c.
3-inch	75 50	76½p.c.	66½p.c.
3½-inch	95 00	75 p.c.	65 p.c.
4-inch	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00.

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15x24, $2; 18x30, $2.35; 18x36, $3.50.

HEATING APPARATUS

Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50, 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers' buying prices:

	Montreal	Toronto
Heavy ocpper and wire, lb.	0 11	0 11¼
Light copper bottoms	0 09	0 09¾
Heavy red brass	0 10	0 10½
Heavy yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	0 02	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb.	4 95	5 05
Imported pig, per 100 lb.	4 95	5 05
Bar pig, per 100 lb.	5 20	5 30
Sheets, 2½ lb. sq. ft. by roll	5 50	5 30
Sheets, 3 to 6 lb., ft.	5 25	5 55

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE.

Lead Pipe and Waste, 20 p.c.
Caulking lead, 4¾c. per pound.
Traps and bends, 45 per cent.

SOLDER.

	Per lb. Montreal.	Toronto
Bar, half-and-half, guarant'd	0 27	0 27½
Wiping	0 24	0 25

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks	8 50	8 50

SPELTER.

Foreign, per 100 lb. 7 50 7 25

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lb..$52 00 $50 00
Redipped Charcoal Plates—Tinned M L S, Famous (equal Bradley)

	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double.

Coated, Tissued.

I C, 14x20 base	7 00 7 00
I X, 14x20 base	8 25 8 25
I X X, 14x20 base	9 50 9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I X, 14x20 base	5 25
I X X, 14x20 base	6 00

Bright Cokes

Bessemer Steel— I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne

Dean or J. G. Grade— I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade— XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 00
XX, 14x65, 50 sheet bxs.)	

Tinned Sheets.

72x30 up to 24 gauge, case lots	8 00	7 35
72x30 up to 26 gauge, case lots		7 85

WIRE.

Annealed Cut Hay Bailing Wire.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.

High Carbon, No. 9, $2.00 in cars.

Fine Steel Wire.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c.; oiling, 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; in ½-lb. hanks, 38c.; in ¾-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

Hay Wire in Coils.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

Galvanized Wire.

From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55;14, $3.15. In car lots straight or mixed.

Poultry Netting.

2-in. mesh, 19 w.g., 60 and 2½ p.c. off.
Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

Smooth Steel Wire.

No. 0-9 gauge, $2.25 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c, spring wire $1.25, bright soft drawn 15c, charcoal (extra quality) $1.25, packed in casks or cases 15c, bagging and paperings 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks, 50c, in ½-lb. hanks, 75c., in ¼-lb. hanks, $1.

Wire Cloth.

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

Wire Fencing.

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

Wire Rope.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5, 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized	2 80
Plain	2 50

—

Paints, Oils and Glass	2 50

Barn Paint.

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

Beeswax.

Per lb.	0 40

Chemicals.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05¼
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

Colors in Oil.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb. irons	0 05

Enamels.

Per gallon in quart tins.	
M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.	Per lb.
French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" solder sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c, ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

Paris Green.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 16¼	0 16½
Packets, 1-lb., 100 in case	0 18½	0 18¾
" ½-lb. "	0 20½	0 20¾
Tins, 1-lb., 100 in case	0 19½	0 19¾

Paris White.

In bbls.	0 90

Pigments.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

Prepared Paints.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 50
Moore's pure linseed oil, H.C.,	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 60
Ramsay's paints, Thistle	1 30
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 50
Maple Leaf Paint (Imp. V. & C. Co.)	
Jamieson's Crown and Anchor brand	1 60

ARE you deriving the fullest profit from your paint department? The surest way to boost your paint trade is to handle a clean stock of goods of known quality, backed by vigorous co-operation on the part of the makers.

The famous British Brand of MINERVA PAINTS & PAINT Specialties will lead the way to better business and bigger profit for every aggressive retailer.

The MINERVA Line is no experiment—it has made good and is backed by 78 years reputation for quality.

Every can contains full Imperial Measure.

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PINCHIN-JOHNSON & CO. (Canada), Limited
377-387 Carlaw Avenue, Toronto
Established in England in 1834

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HOW ABOUT YOUR PAINT OIL DEPARTMENT?

If you could find a way to increase the profits in your paint oil department you would at least investigate it, wouldn't you? Then why not take the time during the winter months, NOW, to investigate the

BOWSER PAINT OIL SYSTEM

We have installed systems for many of your fellow merchants—it pays them—it will pay you.

You can get one outfit or a dozen, just as your requirements demand. You don't have to invest much money but you get enormous returns.

The Bowser not only prevents all waste and over-measure, but it gives your store tone and attractiveness. It draws trade because you can give better service and cleaner oil. The pumps measure the oil directly into the customer's can—no measures nor funnels. It computes the charge and counts the gallons.

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S. F. BOWSER & COMPANY, INC., TORONTO

66-68 FRASER AVENUE

For Twenty-seven Years Manufacturers of Self-measuring Pumps, Gasoline and Oil Storage Systems, Self-registering Pipe Line Measures, Dry Cleaning Systems, etc.

Plaster of Paris.

Per barrel	0 30

Pine Tar.

Half-pint tins, per dozen	0 60

Putty.

	Standard
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders, in bbls.	2 75

Red Dry Lead.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs "	5 25	5 25
No. 1 casks, per 100 lbs.	4 25	4 25
No. 1 kegs, per 100 lbs.	4 75	4 75

Shingle Stains.

In 5-gallon buckets	0 75

Turpentine and Oil.

	Montreal	Toronto
Can. Prime white petroleum, gal.	0 14	0 12
U.S. Water white "	0 15½	0 13½
U.S. Pratt's astral "	0 19	0 15½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal. single bbls		0 15½
Pure Turpentine, single bbls	0 70	0 70
Wood Turpentine		0 60
Turpentine, second run		0 60
Linseed Oil " raw	0 96	0 98
" " boiled.	0 99	1 01

Rosin, "G" grade, bbl. lots, 100 lbs. 3 25

Varnishes.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" Union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps, brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 85
Elastilite varnish		1 25
Copaline varnish		2 25
Granitine floor finish		2 25
Jamieson's floor enamel		1 75
Sherwin-Williams kopal varnish.		2 50
Canada Paint Co.'s sun varnish.		2 25
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Ltd. "Gold Medal," in cases		2 25
Dependon Lt. H. Oil Finish.		8 75
Everlastic Floor		14 25
Flattine floor finish		3 00
Elastica exterior finish		4 25
Stovepipe varnish, ½ pints, per gross		8 00
Pure white shellac varnish, in barrels		1 75
Pure orange shellac varnish, in barrels		1 60
No. 1 orange shellac varnish, in barrels		1 30

Window Glass.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 25 p.c. and 30 p.c.
Montreal prices, no discount.

Size United Inches	Star
Under 26	$ 3 05
26 to 40	3 25
41 to 50	3 65
51 to 60	3 90
61 to 70	4 15

White Lead Ground in Oil.

	Montreal Per 100 lb.	Toronto lb.
"Anchor," pure	7 00	7 15
Brandram's B.B. Genuine	8 00	8 15
C.P.C. decorators, pure.	7 00	7 15
Crown and Anchor, pure.	7 00	7 15
Elephant Genuine	7 25	7 35
Essex Genuine (Windsor).	....	7 15
Island City Decorators' Pure	7 00	7 15
Lily Pure	7 00	7 15
Moore's Pure White Lead	....	7 15
Monarch (Windsor)	....	6 75
Munro's Select Flake White	7 25	7 40
Purity, C.O. Co.'s Ltd.	....	6 65
Ramsay's Pure Lead	7 00	7 15
Ramsay's Exterior	6 75	6 90
Sterling Pure	....	7 15
Tiger Pure	7 00	7 15

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

White Zinc (Dry)

Extra Red Seal, V.M.	0 07½

White Zinc in Oil.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2 " "	0 05¾

Whiting.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE.

Adzes.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

Axles and Hatchets.

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	5 00
Barrell hatchets	5 50	6 85

Anvils.

Taylor-Forbes, prospectors	0 05¾
Buckworth, per lb.	0 10¼

Ammunition.

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust, $7.50 per 100 lbs. Discount 25 per cent.; cash discount, 2 per cent. 30 days; net extras as follows, subject to cash discount only; Chilled, 40c; buck and seal, 80c; no. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

Augers and Bits.

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

Barn Door Hangers.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, dozen sets	....	6 50
Standard jointed hangers, dozen sets	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.).	3 25

Barn Door Latches.

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Bells.

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

Belting.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 80c; cut laces, 85c.

Bird Cages.

Brass and Japanned, 40 p.c.

Bolts and Nuts. Per cent.

Carriage Bolts, common, new, $1 list.
Carriage Bolts, ⅝ and smaller 70
Carriage Bolts, 7-16 and up
Carriage Bolts, Norway Iron ($3 list) 60
Machine Bolts, ⅝ and less.. 60, 10 & 10
Machine Bolts, 7-16 and up.. 60
Plough Bolts 55, 5 & 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, ⅝ and less 60 and 10
Sleigh Shoe Bolts, 7-16 and larger 55 and 05
Coach Screw, new list 7
Nuts, square, all sizes, 4¼c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts, 80.

Building Paper, etc.

Tarred Slater's paper, per roll	0 70	
O. K. paper, No. 1, per roll	0 75	
O. K. paper, No. 2, per roll	0 70	
Plain Fibre, No. 1, per 400 ft. roll	0 45	
Plain Fibre, No. 2, "	0 27	
Tarred Fibre, No. 1, per 400 ft. roll	0 55	
Tarred Fibre, No. 2 "	0 35	
Tarred Fibre Cyclone, 25 lb., per roll	0 55	
Dry Cyclone, 15 lbs.	0 45	
Plain Surprise, per roll	0 40	
Resin sized Fibre, per roll	0 40	
Asbestos building paper, per 100 lbs.	4 00	
Heavy straw, plain and tarred, per ton	37 50	
Carpet Felt, per 100 lbs.	2 50	
Tarred wool roofing felt, per 100 lb	1 80	
Pitch, Boston or Sydney, per 100 lbs.	0 70	
Pitch, Scotch, per 100 lbs.	0 65	
Heavy Fibre, 32" & 60', per 100 lb.	3 00	
2 Ply Ready Roofing, per sq.	0 70	
3 Ply Ready Roofing, per sq.	0 95	
2 Ply complete, per roll	1 15	
3 Ply complete, per roll	1 35	
Liquid Roofing Cement, brls., per gal.	0 15	
Liquid tins Cement	0 20	
Crude Coal Tar, per barrel	3 50	
Refined Coal Tar, tins, per doz.	1 25	
Refined Coal Tar, per barrel	4 50	
Shingle varnish, per barrel	4 50	
Caps, per lb.	0 06	
Nails, per lb.	0 05	
Mop cotton, per lb.	0 15	

Butts.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent.

Cement and Firebrick.

Canadian Portland, bags, per bbl.	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood.	....	3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton	....	5 50

Chalk and Pencils.

Carpenters Colored, per gross	0 65	0 80
" lead pencils, p. gr	2 40	6 75

Chisels.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

Chain.

Proof coil, per 100 lb., ⅛ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

Churns.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

Clamps.

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

Conductor Pipe.

2	inch,	in 10 foot lengths		3 30
3	"	"	"	4 00
4	"	"	"	5 28
5	"	"	"	7 26
6	"	"	"	8 80

Cotter Pins.

Cotter pins, 90 p.c. Montreal.

Copper and Nickel Ware.

Copper boilers, kettles,	47½ p.c.
Copper tea and coffee pots,	42½ p.c.
Copper pitts,	27½ per cent.
Foundry goods, hollow ware,	45 p.c.

Door Knobs.

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

Door Sets.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

Door Hangers (Parlor)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

Door Springs.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

Draw Knives.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

Drills.

Bit stock drills, 2-32 in., doz.	0 67

Escutcheon Pins.

Steel, discount 50 per cent.
Brass, 55 per cent.

Eavetroughs.

8	inch in	100 foot lengths		2 90
10	"	"	"	3 15
12	"	"	"	3 68
15	"	"	"	5 25

Add extra 10c per 100 ft. O.G. Round Bead Trough.

Factory Milk Cans.

Milk cans and pails, 35 p.c.
Hand delivery and creamery cans, 40 p.c.
Railways cans, 45 p.c.
Cream cans, 40 p.c.
Creamery trimmings, 75 and 12½ p.c.

Faucets.

Common, cork-lined, 35 per cent

Farrier Knives.

Buckworth, 50 p.c.

Files and Rasps. Per cent.

Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62 2-3
Jowett's (English list)	27½
Spear & Jackson (English list)	35

Forges.

Blacksmiths portable, 135 lbs.	9 85

Galvanized Ware.

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

Grindstones.

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

Hammers.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09

Harvest Tools.

50 and 5 per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

Halters (Snap and Ring).

Jute Rope, ⅜-inch, per gross	8 00
" " ½-inch, per gross	10 50
" " ⅝-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1¼-inch, per doz.	5 20
Web	2 45

Sisal Halters (Snap and Ring).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

Hinges.

Blind, discount 50 per cent.

Heavy T and strap, 4-in., 100 lb. net	7 25
Heavy T and strap, 5-in., 100 lb. net	7 00
Heavy T and strap, 6-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 50
Heavy T and strap, 10-in. and larger	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50

Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

Hinges (Spring)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro., $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

Hooks.

Wrought iron hooks and staples—¼ x 5, per gross	2 25
5-16 x 5, per gross	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 & 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

Horse Nails.

M.R.M. cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

Horseshoes.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.60; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

Horse Weights.

Taylor-Forbes, 4¾c.

Ice Cream Freezers.

White Mountain, 5c per lb.

Black Diamond Roofing

No Retailer need have any scruples in recommending this roofing to his customers.

The quality is uniform, we make sure that each roll is as it should be before it leaves the factory.

It has stood the test of years and still maintains its reputation as a leader.

Look into this proposition, it will pay you to do so.

We also manufacture all kinds of wrapping paper.

ALEX. McARTHUR & CO., Ltd., 82 McGILL STREET, MONTREAL

F. J. COX, Winnipeg - - - - Sole Agent for West

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Good Profits and Entire Satisfaction are Assured

the dealer who handles and boosts

HEINISCH TAILOR SHEARS

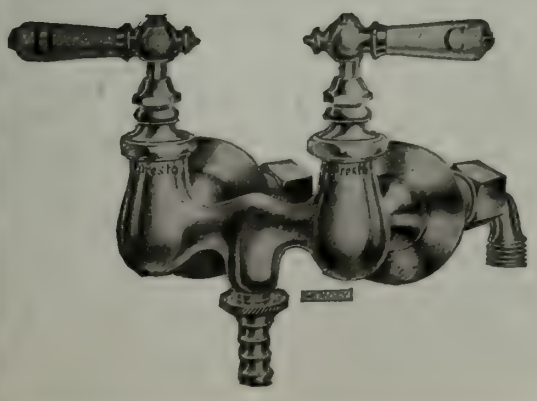
They are made from the highest quality materials and by skilled workmen, and have a finish and temper that have enabled us to gain a reputation for which our competitors are continually striving.

We also manufacture Scissors, Tinners' Snips, Trimmers---and guarantee them inferior to none.

Get them from your jobber.



R. Heinisch's Sons Co., Newark, N.J., U.S.A.



"Presto" Double Bath Cocks

Nickel Plated. With China Index Handles

"A QUARTER TURN GIVES A FULL OPENING"

Tails (Finished) Screwed for ½ in. Male I.P.

GOOD { METAL, PLATING, FINISH, DESIGN

We can quote you an attractive price. Write Dept. P.

T. McAVITY & SONS, Limited, ST. JOHN and WINNIPEG

Knives.

Hay knives, net list.
Clauss, 50 and 25 per cent.

Kitchen Enameled Ware.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial, and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 40 per cent.

Kitchen Sundries.

Asbestos mats, 50 p.c.		
Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per doz.	0 60	0 70
" wood, per doz.	0 50	0 80
Vegetable slicers, per doz.	....	2 25
Universal meat chopper, No. 1	....	1 15
Enterprise chopper, each	....	1 30
Spiders and fry pans, 50 and 5 per cent.		
Star Al chopper, 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60
Toasters, 50 per cent.		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

Ladders.

3 to 6 feet, 12c per foot; 7 to 1 ft., 15c.
Extension ladders, 15c per foot up.

Lanterns.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast, per doz. 6 75
Lift Tubular and Hinge Plain, per doz. 5 00
Japanning, 50c per dozen extra.
Prism globes, per dozen, $1.20.
Lamp wick, 50 per cent.

Lawn Hose.

Competition grade lawn hose, 70 and 5.

Lawn Mowers.

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75; 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25; 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

Locks and Keys.

Canadian, 45 and 10 per cent.

Lumbermen's Supplies.

Cant hooks, dozen, from		12 00
Axes, dozen, from		6 50
Axe handles, dozen, from		1 15
Cross cut saws, per foot	0 25	0 43
Axe wedges, dozen	....	0 25
Ball and heel calks	4 00	4 25

Mallets.

Tinsmiths', 2½x5½ in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00

Mats.

Wire door mats, standard, 16x24, doz.	9 00

Metal Polish.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkge	6 50

Miners Supplies.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lb., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

Mops and Ironing Boards.

Mops, per doz.	1 20	1 50
Folding ironing boards	16 25	18 00

Nails.

	Wire
1—1½ inch	3 35
1¼ inch	3 00
1½—1¾ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

Oakum.

Plumbers....per 100 lb. 4 50

Oilers.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
Tinned and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

Plated Goods.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

Pieced Ware.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

Planes.

Wood bench, Canadian, 40, American, 25 per cent.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

Pliers and Nippers.

Button's genuine, 37½ to 40 per cent.

Plough Lines.

Russian snap	per gross	30 00
Indian snap	"	25 00

Pumps.

Berg's wing pump, 75 per cent.

Razors.

	per doz.	
Boker's	7 50	11 00
" King Cutter	....	15 00
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Gillette Safety, each	....	3 75

Clauss Razors and Strops, 50 per cent.

Ever Ready Safety	9 00
Star Safety Razor, 33 1-3 p.c.	

Rope and Twine.

Sisal rope	0 06½
Pure Manila Rope	0 10½
"British" Manilla	0 09
Cotton, 3-16 inch and larger	0 24

Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.
Jute, ⅝ and upwards, 9c; under ⅜, 9½c.

Lath yarn, single	0 08
Lath yarn, double	0 08¾
Sisel bed cord, 48 feet, per doz.	0 65
Sisel bed cord, 60 feet, per doz.	0 80
Sisel bed cord, 72 feet, per doz.	0 95

Cotton clothes line, 18 per cent. off.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb.	0 45
Staging " "	0 35

Refrigerators.

Sanderson-Harold, 40 per cent.
Galvanized, 45 per cent.

Rivets and Burrs.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ per cent.
Extras on Coppered Rivets, ½-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned Rivets, net extra, 3c per lb.
Coppered Rivets, net extra, 2½c per lb.

Rivet Sets.

Canadian, 35 to 37½ per cent.

Rules.

Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

Sad Irons.

Mrs. Potts, No. 55, polished, per set	0 80
Mrs. Potts, No. 50, nickel-plated, per set	0 85
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

Sand and Emery Paper.

Sand and emery paper, 40 per cent.

Sash Weights.

Sectional, 1 lb. each, per 100 lb.	2 25
Sectional, ½ lb., each, per 100 lbs	2 40
Solid, 3 to 30 lbs.	1 65

Sash Cord.

No. 8, per lb.	0 33

Saws.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

Saw Sets.

Canadian discount, 40 per cent.

Screen Doors and Windows

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

Scales.

Gurney Standard, 35; Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45, Weigh Beams, 30.

Scythe Snaths.

Canadian, 40 per cent.

Screws.

	Per cent.
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

Screws (Machine).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

Screw Drivers.

Sargent's, per dozen	0 65	1 00
North Bros., No. 30, per doz.	....	16 80

Scissors and Shears.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

Shelf Brackets.

No. 140, 65 and 10 per cent.

Skates and Hockey Sticks.

Starr skates, 37½ per cent.
Boker, hockey, 30c upwards; spring
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

Shovels and Spades.

Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.

Scoops.

Grade 1, 2, 3, 50 and 5 per cent. off. Grade 4, 50 per cent. off.

Squares.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

Snaps.

Harness, 25 per cent.

Soldering Irons.

Base, per lb., 28 cents.

Stamped Ware.

Plain, 75 and 12½ per cent.
Retinned, 75 and 5 per cent.
Tinners' trimmings, 75 and 5 p.c.

Sap Spouts.

Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00

Staples.

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	0 12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

Stable Fittings.

Dennis Wire & Iron Co., 33 1-3 p.c.

Stove Boards.

Lithographed, 60 and 10.

Stovepipes.

5 and 6 inch, per 100 lengths	7 62
7 inch, per 100 lengths	8 18

Nestable, 40 per cent.

Stovepipe Elbows.

5 and 6-inch, common, per doz.	1 22
7-inch, per doz.	1 35

Polished, 15c per dozen extra.
Thimbles, 70 per cent.

Stocks and Dies.

No. 20 Beaver Die Stock	18 75

Stones—Oil and Scythe.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00

Tacks, Brads, Etc.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

Tape Lines.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821	1 95
" Steel, No. 1849, 50 ft.	....

Trowels.

Disston's, 10 per cent.

Thermometers.

Tin case and dairy, 75 to 75 and 10 p.c.

Tinners' Snips.

Discount 35 per cent.

Tinners' Trimmings.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

Traps (Steel Game).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

Traps (Rat and Mouse)

	Doz.
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

Vises.

Per pound	0 12	0 12¾
Hinged pipe vise, 25 lbs.	....	3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

Washing Machines.

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

Wringers.

Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

Wheelbarrows.

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

Whiffletrees.

Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 28
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

Wood Handles.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent.

Wrenches.

Agricultural, 67½ per cent.

Wrought Iron Washers.

Canadian, 50 per cent.

JAMIESON'S CREOSOTE SHINGLE STAINS

are the best preservative for shingle roofs.

They also give an artistic appearance that cannot be obtained with ordinary paint. They are made in a variety of

Permanent Colors

and will stand all kinds of weather.

Every year the demand for shingle stain is growing.

It would pay you to give it careful attention.

Let us send you some of our new sample cards.

THEY WILL INTEREST YOU.

R. C. Jamieson & Co., Limited

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co., Limited

Montreal and Vancouver

ALL LEADERS

MOORE'S MURESCO—The Best Wall Finish.

MOORE'S SANIFLAT—A Washable Flat Oil Paint.

MOORE'S T-45—An all-round Interior Varnish.

MOORE'S HOUSE COLORS—A Pure Linseed Oil Paint.

Write us for color card and prices.

Benjamin Moore & Co., Limited

WEST TORONTO

NEW YORK CHICAGO CLEVELAND

THE BEST ALL 'ROUND PAINT FOR EVERY PURPOSE

EXCEPTIONAL COVERING CAPACITY



MADE WITH MANITOBA LINSEED OIL

Be A Paint Specialist

you may think this hard, but if you stock **Stephens House Paint** and recommend it to your trade, you will not only gain the confidence of the public—your orders will increase rapidly.

Our Guarantee Is Your Protection

Every order that leaves our works is absolutely guaranteed to give the very best of service—our good reputation backs the guarantee.

Write NOW for our agency proposition prices and full particulars.

Stephens Paint is the choice of the Western people. It is of rare quality.

G. F. STEPHENS & CO.

LIMITED

WINNIPEG - - - CANADA

Branch at Calgary, Alta.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance) :—
2c. per word first insertion
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required.

AGENCIES WANTED

LONDON AGENCY—INFLUENTIAL CITY firm, established connection, ironmongers, hardwaremen and export merchants, desires good agencies in hardware, metal, and engineering specialties. Box 84, Hardware and Metal, 88 Fleet Street, London, Eng. (21)

ARTICLES FOR SALE

A STOCK OF CUT NAILS FOR SALE. James & Reid, Perth, Ont. (20)

FOR SALE—2 500 CANDLE POWER INCANdescent arc lights, first-class condition: cost $19.00 each, will sell for $10.00 each. Binns' Hardware, Newmarket. (21)

FOR SALE—ACETYLENE GAS BURNER ½ ft. and ¾ ft., $1.30 doz., post paid. W. Bourque, Sherbrooke, Que. 18TF

BUSINESS CHANCES

WANTED — HARDWARE BUSINESS IN live town; stock about $5,000.00. Box 672, Hardware & Metal, Toronto. (20)

HARDWARE BUSINESS FOR SALE IN village north of Guelph. Established 20 years. Good farming trade. Must sell on account of ill health. Apply Box 673, Hardware and Metal, Toronto. (20)

A CLEAN, UP-TO-DATE STOCK OF HARDware, about $5,500.00, in one of the best towns north of Toronto; where prices are not slaughtered. Owner going West. Box 666, Hardware & Metal, Toronto. (19)

CENTRAL ALBERTA—GOOD HARDWARE business for sale in one of the best towns, mixed farming and dairying community, stock and fixtures about $5,500, in first class shape, one opposition. Box 648, Hardware and Metal, Toronto. (11tf)

FIRST CLASS HARDWARE BUSINESS IN Coronation, the liveliest town in central Alberta, for sale. $8,000 stock, well assorted. Building and fixtures either for sale or rent. For full particulars and terms address G. R. Farmer, P.O. Box 128, Castor, Alta. (16 tf)

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

TINSMITHING, HEATING, PLUMBING business. Established 28 years. Town booming; 2 railroads; good farming locality; about 49 miles north of Toronto. Lots of work, and new buildings going up. Will turn over contracts. Good reason for selling. Stock, tools and goodwill $1,000 or $1,200. Address Box 677, Hardware and Metal, Toronto. (20)

HARDWARE BUSINESS FOR SALE IN live town of 1,500 in Saskatchewan, on main line of C.P.R. Stock and fixtures, including shop tools, $12,000.00. Turnover last year $52,000; net profits over $6,000. Building is 130 x 20 ft., with basement. Can rent for $55.00 per month. Reason for selling, poor health. Box 663, Hardware and Metal, Toronto. (23)

SITUATIONS WANTED

FIRST-CLASS HARDWARE MAN DESIRous to make change. One capable of taking full charge or to assist with the buying in a wholesale house. Box 674, Hardware and Metal, Toronto. (19)

HARDWAREMAN REQUIRES POSITION. At liberty after June 15th. Nine years' Western experience, wholesale and retail. Road job preferred. Box 670. Hardware and Metal, Toronto. (23)

TRAVELLER HAVING PROVED HIS ABILity by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668. Hardware and Metal, Toronto. 18—21t

CHANGE OF BUSINESS

H. ZUKERMAN ANNOUNCES THE DISSOlution of his partnership with J. D. Farber, and wishes it understood that he is not responsible for any debts which may be hereafter incurred by The Peoples' Hardware Company, Montreal. (20)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 15 cents postpaid, or two sets for 25c while they last. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

SITUATIONS VACANT

HARDWARE CLERK WANTED—ONE OR two years' experience. Box 676, Hardware & Metal, Toronto. (19)

WANTED—MANAGER, FOR RETAIL DEpartment, by old established wholesale and retail hardware house. Reply by letter to Box 675, Hardware and Metal. Montreal. 19TF

WANTED — HARDWARE SALESMAN — good stock keeper and window dresser, capable of taking charge. State age, salary and experience to G. A. Binns, Newmarket. (20)

WANTED—HARDWARE CLERK WITH one or two years' experience must know both languages. Apply with reference and state salary expected to W. Bourque, Sherbrooke, Que. 18t+

WANTED—GOOD ALL ROUND TINSMITH. Steady job for the right man. Applications state number of years' experience and wages expected. Glover Bros., Windthorst, Sask. (20)

WANTED—ONE OR TWO FIRST-CLASS hardware clerks. Will pay good wages to experienced and reliable men. Apply, giving references, etc., to Saskatoon Hardware Co., Saskatoon, Sask. (24)

WANTED—TINSMITH. CAPABLE OF DOing all outside work, including installing and repairing furnaces. This is a good opening for a young man where advancement will be rapid. Hose & Canniff, Kenora, Ontario. (20)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED—AN EXPERIENCED BOOKKEEPer, must be a good collector, references required, man with knowledge of hardware preferred. Apply, stating age and salary wanted to the Nelson Hardware Co., Ltd., Windsor, Ont. (20)

WANTED—AFTER JUNE 1ST — AN EXperienced hardware clerk to take second position in retail store. Must have a good knowledge of builders' hardware, a good window dresser, and be capable of taking charge of store, if required. Apply, with references, stating experience and salary expected, The Bond Hardware Co., Guelph. (19)

PRINTING

CHEAPEST PRINTING ON EARTH—BOOKlets, Catalogues, Price List, Handbills, and any other fine Printing for the Hardware trade at fiercely competitive prices. Russell Smart, 40n, Chancery Lane, London, England. (15tf)

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white card marked 25c, 50c, 75c, $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set 25 cents postpaid. Technical Book Dept., 143 University Avenue, Toronto. (tf)

WANTED AT ONCE

Salesman for a progressive manufacturing concern located at Montreal. A young man of good address familiar with hardware trade. Territory to be covered, Eastern Ontario and P. Q. State age, experience, present location and salary expected. Box 671, Hardware and Metal, Toronto. (19)

Merchants and Salesmen!

Would you be willing to pay $2.00 to hear some of the leading authorities on salesmanship express their opinions on this all-important subject? In

BRAIN-POWER BUSINESS MANUAL

125 Presidents, Vice-Presidents, General Managers, Sales Managers and Star Result Getters, have contributed of their knowledge and experience on such phases of the subject as:—
The Selling Profession.
Education and Training.
Before the Interview.
Getting Interviews.
The Approach.
Selling Talk.
Answering Objections.
Selling Tactics.
Closing Sales.
Cash with Order.
Samples.
Getting the Price.
Credits and Terms.
Cancelled Orders.
Territory.
Long vs. Short Trips.
Finding New Customers.
Salesmen's Relation to House.
Salesmen and Advertising.
Expense Accounts.
Promotions.
Bribes.
Conduct Toward Customer.
Special Tactics.
Character and Conduct.
183 pages, 5¾ x 8¾ inches.

PRICE $2.00

TECHNICAL BOOKS.
143-149 University Ave.
TORONTO

High Quality Screen Goods

Wabash Screen Doors and Windows are acknowledged to be the Highest Quality Screen Goods made.

Their construction is of the strongest.

Only well seasoned and kiln-dried lumber is used.

The durable black wire cloth is stretched by machinery:—Drumhead Fight.

We carry a large stock and can ship promptly. Write for illustrated circular and price list.



WINNIPEG EDMONTON

NEW ERA PAINT

IS THE ENSURANCE OF PAINT SATISFACTION

This paint has lasting qualities that are greater than many highpriced paints.

It cannot be excelled as a surface cover and will resist all extremes of the weather.

A trial will be most convincing. Try it.

New Era Paint is absolutely guaranteed.



Standard Paint and Varnish Co., Ltd.
Windsor, Ontario

MORE ECONOMICAL DELIVERY

That the motor truck will soon replace the horse and rig for commercial delivery purposes is the contention of a writer in MacLean's Magazine for April, who deals with "The Future of the Motor Truck." The trucks are now in general use in the larger centres of the United States and are rapidly growing in popularity in Canada. There is no question as to the better service which they provide; the only issue is as to the cost of operation. To merchants this is a vital problem. The facts, figures and conclusions which are presented in the article would seem to indicate that the motor truck will soon supersede the horse and rig.

Let us repeat :-

our best paint selling argument is **inside** each can we ship and the moment a new customer of yours uses his first can of

Ramsay's Paints

our argument makes him a confirmed and highly satisfied customer of yours, so that, whenever afterwards, he needs paint, he comes to you for Ramsay's. **Your** selling work is over with the **first** can and **this** is the sort of paint trade that **pays.**

Why not adopt it?



A. RAMSAY & SON CO.

Paint Makers Since '42 **MONTREAL**

WESTERN DISTRIBUTORS

A. McBRIDE & CO., Limited, Calgary

REVILLON BROS., Limited, Edmonton

BOGARDUS, WICKENS, BEGG, Limited, Vancouver



108

Sterling Prepared Paints

"Sterling" Agents say;—

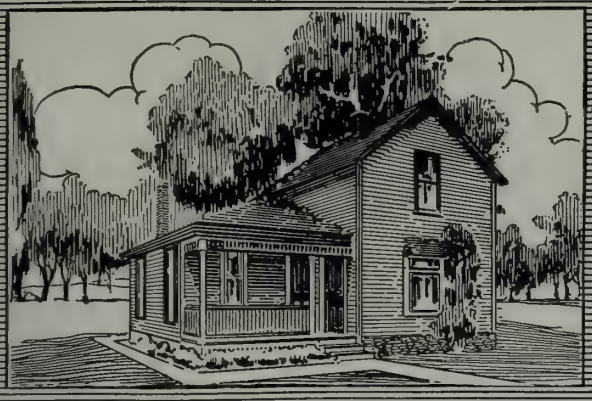
The *quality* and *reasonable price* of "Sterling" Brands is their excuse for the great increase in their sales.

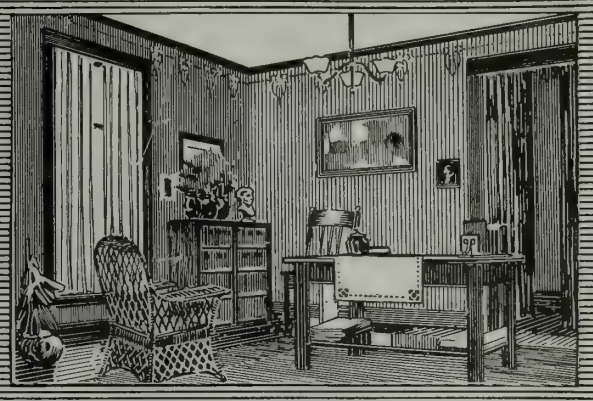
CANADIAN OIL COMPANIES, LIMITED

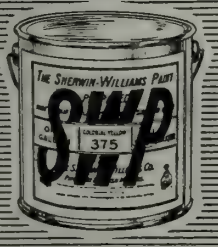
TORONTO

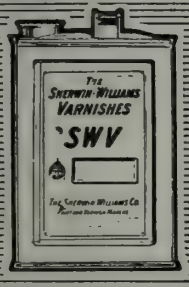
HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG

CALGARY EDMONTON HAMILTON LONDON OTTAWA













Summer's coming—bright sunny days—evenings on the porch. You don't want your home dark, dingy and unattractive when all the rest of the world is busy brightening up—not when it is so easy, so economical, and so satisfactory to brighten it up inside and out with

SHERWIN-WILLIAMS PAINTS & VARNISHES

They include a finish for every purpose around the farm and farmhouse—durable, protective paints for house, barns, wagons and implements; stains, varnishes and enamels for interior furniture, woodwork, floors and all the other worn places about the home. Each Sherwin-Williams Finish is made for a particular use from carefully selected pure raw materials, mixed and ground in proper proportions by the best of modern machinery.

Sherwin-Williams Paint is the paint that will give the outside of your home the longest, surest protection at the lowest price per year. Made of pure lead, pure zinc, and pure linseed oil and the necessary coloring pigment and driers, SWP spreads further and costs less by the year than inferior paints that cost less by the gallon.

Sherwin-Williams Mar-not will give your floors that tough, durable varnished surface that you have been looking for—a surface that will not easily show heel-marks or scratches, and is not affected by hot or cold water.

If you prefer a painted floor, be sure to use Sherwin-Williams Floor Paint, the tough, elastic gloss paint, made to withstand foot-wear and frequent scrubbing. Eight appropriate colors make it an easy matter to select a shade to harmonize with the rest of the room.

To secure artistic and washable walls, use Sherwin-Williams Flat-tone, the new sanitary wall finish that comes ready-to-use in twelve beautiful soft colors. This handsome flat finish wears durably, and may be repeatedly cleaned with soap and water.

Sherwin-Williams Brighten-Up Finishes include a paint, varnish, stain or enamel ready for use for every household purpose.

Sherwin-Williams Paints and Varnishes for the Farm, include special ready-for-use finishes for barns, fences, roofs, wagons, and implements.

Look for the familiar "Cover the Earth" trade-mark when buying Paints and Varnishes.



THE SHERWIN-WILLIAMS Co. of Canada, Limited, Montreal, Toronto, Winnipeg, Vancouver

Another of Those Impressive "Trade-getting" Ads.

which "The Sherwin-Williams Co. of Canada" are running regularly in the Farm Journals and Leading Weekly Newspapers of the Dominion. Such advertisements DO create interest and lead to an increased demand for S.W. Paints and Varnishes.

IF THERE IS NOT ALREADY A SHERWIN-WILLIAMS AGENT IN YOUR TOWN, GET IN TOUCH WITH US AT ONCE. Our "Selling Helps" to bring customers into your store are most effective.

Glidden

Challenges Comparison

Our terms are Sixty Days—some varnish houses give four months.

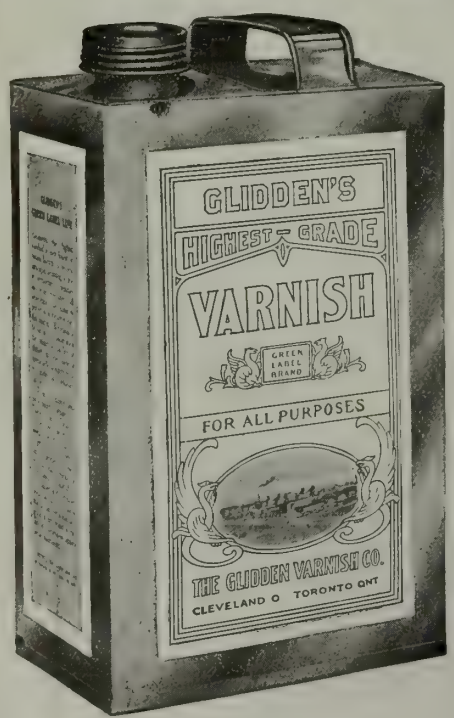
Why should you deal with Glidden?

There's just one answer, Mr. Merchant: The quality of the goods and the profits to you.

The Glidden discount is so much more generous than the discounts made by other varnish houses that *the discount discounts the terms.*

The discount we offer the trade on Green Label Varnishes, Stains and Specialties makes it possible for you to *make more money* absolutely regardless of four months'—five months'—or six months' terms, and Glidden's Green Label Varnishes are in a class by themselves.

Have you been reading our advertising in the painters' publications?
We challenge any painter in the land to send us a sample of any exterior varnish equal in quality to Glidden's M.P. Durable Exterior, or any interior varnish equal to Glidden's M.P. Durable Interior, or any floor varnish equal to Glidden's M.P. Durable Floor.



We are giving this challenge bold advertisement in the Master Printer, The Painter and Decorator, The Modern Painter, practical Decorator, Painters' Magazine, Cement World, American Carpenter and builder, etc.

That is the sort of challenge that shows *faith* in the quality of our goods, and the painters know it.

Write for our New and Most Generous Proposition to the Trade on Green Label Varnishes, Endurance Wood Stains, Endurance Colorspar, and Specialties. Use the attached coupon.

THE GLIDDEN VARNISH COMPANY

Factories:
CLEVELAND, Ohio. TORONTO, Canada

Branches:
NEW YORK—CHICAGO—LONDON

THE GLIDDEN VARNISH CO.,
Toronto, - Ont.

Gentlemen:
Send me full particulars on your Dealers' Offer on Green Label Varnishes, your Special Offer on Endurance Wood Stains and your Gold Premium Offer on Endurance Colorspar, understanding it will place me under no obligations.

Name .....

Address .....

GREATER SALES-GREATER-SATISFACTION-GREATER—PROFIT



It is the quality the manufacturer puts into his paint that gives the greater satisfaction — that makes greater sales possible, and returns the greater profits to the paint dealer. The dealer who handles

Martin-Senour Paint
100% Pure

finds his business growing as a result of the presence of the quality of *lasting service, non-fading color, luster, free flowing, surface covering capacity* put into paint by its makers. If you want the greater sales and the greater profits that come as a reward for greater satisfaction, sell Martin-Senour Paints. Don't put off writing for the agency

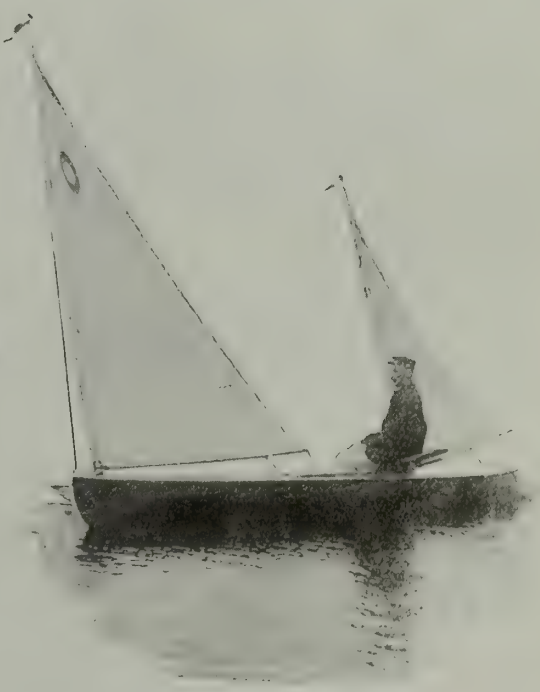
THE MARTIN-SENOUR CO., Limited
Pioneers of Pure Paint

Montreal **Chicago** **Winnipeg**

GET THIS BUSINESS







Some of your customers are now preparing to put their boats in the water. They need varnish; and they will want the best. They will want to know whether the varnish you sell them is suited to the purpose for which they require it.

Dougall Varnish Is Guaranteed

It is the best varnish obtainable for use on Motor boats, yachts, canoes, etc. We guarantee it because we know that there is no varnish made which will stand the weather as well as DOUGALL VARNISH.

It will not turn white. It will not blister. It will not crack or peel. It is the varnish that lasts longest.

THE DOUGALL VARNISH COMPANY, LIMITED

Associated with Murphy Varnish Co., U.S.A.
J. S. N. DOUGALL, President.
305 MANUFACTURERS ST.
MONTREAL, CANADA

87 Years' Varnish Selling Behind this Dealer's Testimony

The following letter is from a house established 87 years—a house which, in its time, has seen plans for selling varnish for the dealer come and go. When such a house comes out with the statement that the "P & L" Line is the *best* proposition they have ever had from both *quality and selling standpoint*, that means best of not one or two lines but perhaps of almost every line of varnishes on the market. It is your opportunity now to profit by the 87 years' experience of this firm by investigating the Pratt & Lambert Proposition from every standpoint.



Window Trim, P & L Varnishes, Booth & Law Co.

House Established 1825.

THE BOOTH & LAW COMPANY

VARNISHES PAINTS BRUSHES

Office and Salesrooms:
69 Crown Street.
Warehouse:
Water and Olive Sts., New Haven, Conn.

Lyman M. Law, President
Walter B. Law, Vice-President
J. Harold Law, Secretary
Charles Weiss, Sales Manager

MESSRS. PRATT & LAMBERT Dec. 1st, 1911

Gentlemen: We want to say that your line is the **best** proposition we have ever had, from **both quality and selling** standpoint. Our future efforts, we can assure you, will be **centered** on the P & L Line.

Thanking you for your kind co-operation, we are,

Respectfully yours,

THE BOOTH & LAW COMPANY

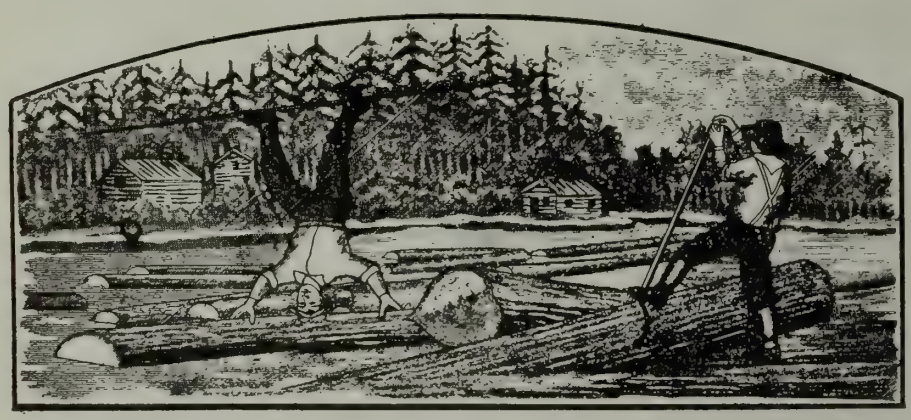
There is no reason why you cannot duplicate the success of this and other Pratt & Lambert Dealers in all parts of the United States and Canada. Pratt & Lambert advertising is creating the same kind of a varnish selling demand. This Spring this demand should be greater than ever, owing to the tremendous Pratt & Lambert Spring Advertising Campaign. Do not let this Spring go by without at least investigating what we can offer you in increased varnish sales and profits.

WRITE NOW FOR P & L DEALERS' PROPOSITION

PRATT & LAMBERT-Inc.

VARNISH MAKERS, 24 COURTWRIGHT STREET, BRIDGEBURG, ONTARIO

FACTORIES:— BRIDGEBURG, CANADA NEW YORK BUFFALO CHICAGO LONDON PARIS HAMBURG



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List. **Long Distance Phone No. 87.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

T. PINK, Manufacturer of LUMBER TOOLS

PEMBROKE, ONT.

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

"As nearly perfect as you could make them"—This is what one of the largest dealers said a few days ago with reference to the polished handles on our

Klondike and Jubilee Brooms

The finest corn, high-class workmanship and a perfect handle will produce a Broom easy to sell and on which a good profit can be made.

Now is the time to order a supply.

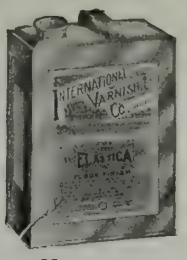
Stevens-Hepner Co., Limited
PORT ELGIN - - ONTARIO

If you want Strictly Pure Turpentine at the right price, get our quotation before placing your order.

TURPENTINE PRODUCERS' AGENCY

Independent Distributors

Office, 140 Victoria St. **Phones:**
Warehouse, Macdonell Ave. **Main 4391**
C.P.R. & G.T.R. Sidings **Park 2781**



GET THE BENEFIT

of our strong selling co-operation.



We are far from being content with making varnishes that are unexcelled in quality. The famous line of

INTERNATIONAL
VARNISHES AND VARNISH SPECIALTIES

is backed by forceful dealer co-operation, and has held pride of place the world over for more than 40 years.

Here are a few leaders you can feature with satisfaction and added profit:

LACQUERET — HOUSEHOLD LACQUER

Satinette — WHITE ENAMEL

KLEARTONE — STAINS

FLATTINE — FINISHES

ELASTICA — FLOOR FINISH

FULL IMPERIAL measure in every can—not wine or short measure.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

Canadian Factory of Standard Varnish Works

NEW YORK CHICAGO LONDON
BERLIN BRUSSELS MELBOURNE

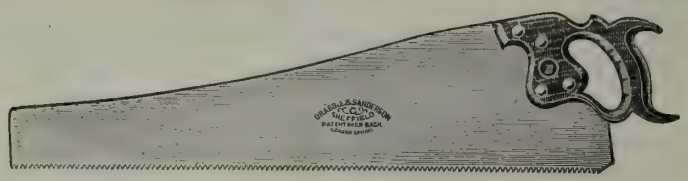
Largest in the world and first to establish definite standards of quality

K92

DRABBLE & SANDERSON

Ebenezer Works, SHEFFIELD, England. Established 1816

SAWS for all purposes



SAWS The finest quality obtainable

The leading English Manufacturers, with ninety-five years' reputation.

Canadian Selling Agent: - - - D. G. ROSS, 17 Bleury St., MONTREAL



Stanley Tools

With every assortment of "JERSEY" VISES, a Stand similar to the one shown in the illustration is furnished. They make a very attractive appearance and display the Vises in such a manner as to result in increased sales.

Send for our special Vise circular which contains complete description of all styles made.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A

EVERY TOOL GUARANTEED



HINGES, BUTTS, HASPS, ETC. and BUILDERS' HARDWARE

With a Long Retained Reputation for High Quality

It is the best policy to supply your builder trade with the highest grade hardware. Nothing but quality will bring repeat orders.

Our hardware is the best that can be made and is absolutely guaranteed.

Write for Catalogue

COWAN & BRITTON, GANANOQUE, ONT.

THE "BEST" FUEL CHUTE

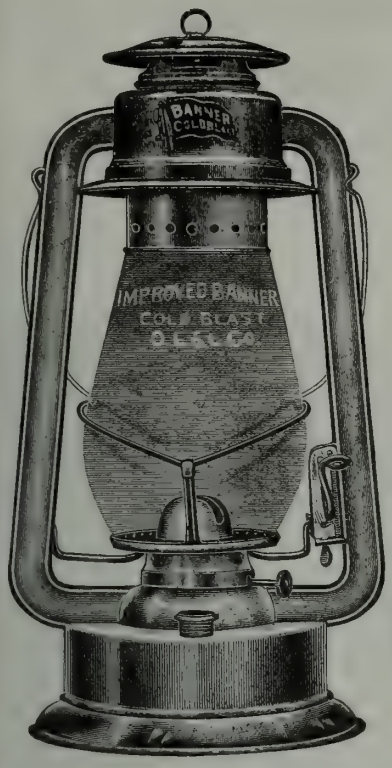
Is a Necessity to Every Up-to-date Home

This device will prove an effective seller in your locality. It costs very little more than a window sash and glass. Sets flush with the outside wall. An overlapping flange on top of the door prevents rain from entering chute and rusting it out. Adapted for any kind of fuel and absolutely burglar proof. This is certain to create a large demand.

Write us at once for full information and prices.

STERLING FOUNDRY CO., Sterling, Ill., U.S.A.





BANNER
TRADE MARK.

CONSIDER THE QUESTION CAREFULLY

ARE YOU GOING TO HANDLE

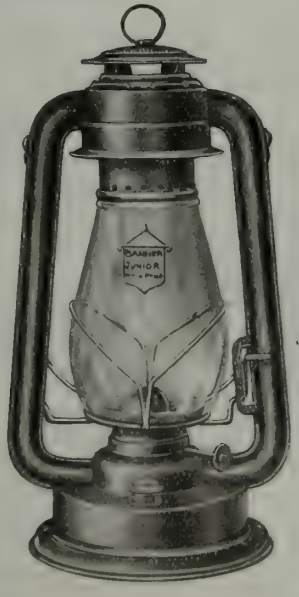
"BANNER" COLD BLAST LANTERNS

and give your customer all the service of a thoroughly reliable lantern ?
They cost no more than inferior lanterns.
Can you afford to do otherwise ?

"IDEAL BANNER" JUNIOR

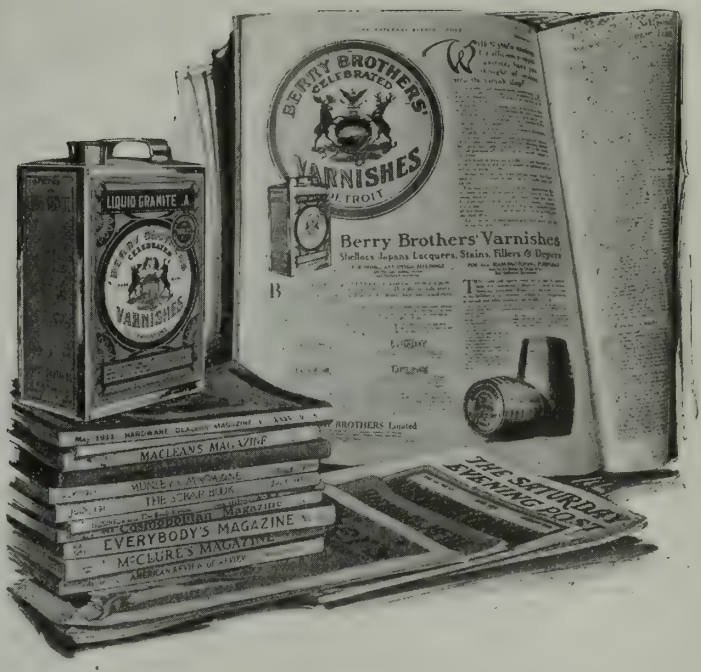
SOLID BRASS OR NICKEL PLATED.

Some of your customers need a lantern that is smaller and neater than the standard.
The "Ideal Banner" Junior is for them.



Ontario Lantern & Lamp Co.
LIMITED
Hamilton - - Ontario

Branches:
MONTREAL, P.Q. WINNIPEG, MAN.
30 ST. Dizier Street
56 Albert Street



Publicity that Helps Reduce Your Selling Expense

The Berry Brothers' Trade-Mark Label is so well known that it cuts out a lot of the argument and selling-talk formerly needed to sell good varnish.

It means quicker sales and better satisfied customers.

All varnish labels used to look alike to those outside the trade.

Now there's one that the buying public recognizes at sight. Big space advertising in which the Berry Brothers' Label looms large has helped solve your selling problems.

Berry Brothers' Business Builders

The Big-4 with which every dealer can most easily satisfy the quality-demands of his trade.

TRADE LIQUID GRANITE MARK
For finishing floors in the most durable manner possible.

WOOD LUXEBERRY FINISH
For the finest rubbed or polished finish on interior woodwork.

ELASTIC INTERIOR FINISH
For interior wood-work exposed to severe wear and finished in the full gloss.

ELASTIC OUTSIDE FINISH
For front doors and all other surfaces exposed to the weather

Berry Brothers, Ltd.

The World's Largest Varnish Makers
WALKERVILLE, ONT.

The "IDEAL" LAWN FENCE

"An Attractive FENCE Which Pays An Attractive PROFIT"

The Ideal Fence appeals to the public because it is neat and ornamental, very strong and not expensive. Has a close mesh which keeps chickens and small animals out of the yard.

The Ideal Fence not only affords protection to the lawn, but adds greatly to the appearance of any place in which it is erected.

One very important feature about Ideal Lawn Fence is that it is made of No. 9 hard steel evenly galvanized wire. No soft or cabled wire is used, so that when once erected it does not stretch, but maintains its original appearance without bagging or sagging.

This fence can be put up quickly, and at a small cost, by anyone, and will accomplish the same result of efficiency and appearance as an iron fence costing many times as much.

Write for our catalogue and prices now and catch the Spring trade.

THE

McGregor, Banwell Fence Co., Limited

WALKERVILLE, ONTARIO



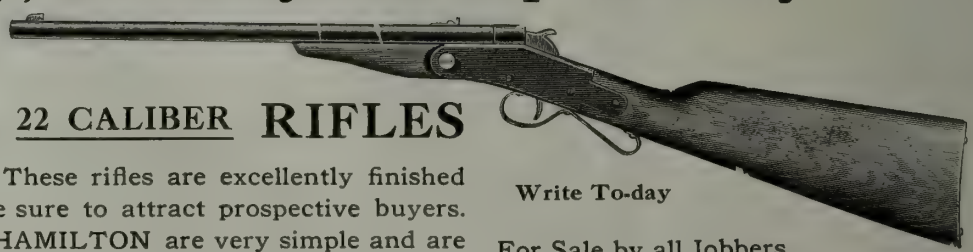
SIMONDS SAWS ARE THE BEST

Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

Quality, Accuracy and Dependability

are three of the features that have made the



HAMILTON 22 CALIBER RIFLES

popular with every user. These rifles are excellently finished and well balanced and are sure to attract prospective buyers. The working parts of the HAMILTON are very simple and are easily kept clean.

It will be to the dealer's advantage to communicate with us at once and get our circulars and prices.

Write To-day

For Sale by all Jobbers

C. J. HAMILTON & SON

Plymouth, Mich., U. S. A.

SHEET COPPER

Prompt Shipment

Stock or Import

B. & S. H. Thompson & Co.

LIMITED

MONTREAL, QUE.

"Safe-Lock" Wire Fence

is the easiest fence to sell, because it is by far the strongest fence made.

The strand wires of the "Safe-lock" Fence are not kinked—thus each wire retains its full strength.

And just note how the stay wires interlock where they wrap the strand wires. This lock absolutely prevents the slipping of the stay wires along the strands or in any other direction from any cause whatsoever.

A local agency for the "Safe-lock" Fence will bring you the bulk of the fencing business in your locality.

Be wise—write us to-day for Catalogue and particulars.

The Owen Sound Wire Fence Co., Limited

OWEN SOUND, ONTARIO.

WESTERN AGENTS

Brandon Safe-lock Fence Co, Brandon Man.

This is to remind you

that all the machine shops, woodworking plants, laundries, printing plants, etc., in your town are continually buying

Leather Belting

and we yould suggest that YOU get after YOUR share of this business, Mr. Hardwareman, by handling our widely advertised brands of

The Belting "Which Costs Less Per Day of Service"

"Climax" "Reliance" "Amphibia"

(WATERPROOF)

Better write us about a stock while the idea is fresh in your mind.

Sadler & Haworth

Tanners and Manufacturers

MONTREAL
511 William St.

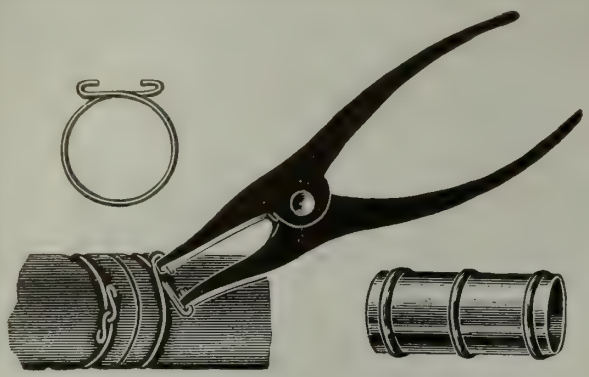
TORONTO
27 Melinda St.

ST. JOHN, N.B.
89 Prince William St.

VANCOUVER
217 Columbia Ave.

WINNIPEG
244 Princess Street

For over 30 years the makers of the best leather belts



MONARCH HOSE MENDER

(HUDSON PATTERN)

Simplest and Best on the Market for Repairing Garden Hose.

Packed in paste-board boxes, each containing 1 pair pliers nicely japanned, 6 brass mending tubes, and 20 brass wire bands. 1 gross in a case. Weight per case, 100 pounds.

JOBBERS—Write for prices on this good seller. We will give exclusive selling rights to one jobber in each province.

Monarch Hardware Company

Buffalo, New York, U.S.A.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

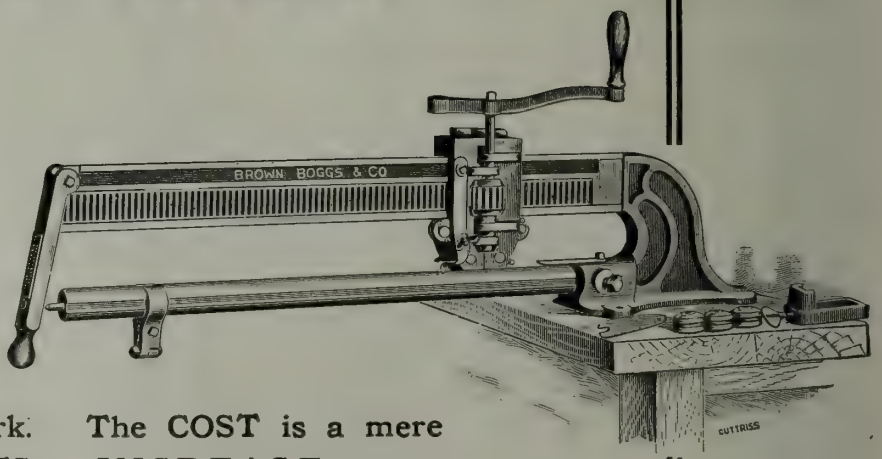
Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

YOUR TIN SHOP

is not complete without a NOYES GROOVER. It will GROOVE the work and close the seam down in one operation. It is good for INSIDE or OUTSIDE seaming. The standard size has been 32 in. long. We are also making the "NOYES" for 36 in. work. The COST is a mere trifle compared with RESULTS. INCREASE your PROFITS by adding one of these machines to your equipment.



The Brown-Boggs Company, Limited

HAMILTON, CANADA

Tinsmiths' Tools, Presses, Dies, Sheet Metal Workers' Tools, Canning Machinery

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet Brand"

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John Street - Montreal

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

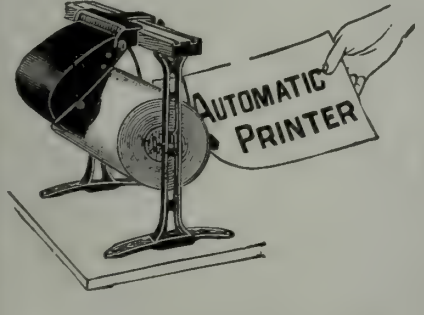
FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Tell Your Customers

about the lines you are pushing, and about the special sales you are having. Tell them anything you like about your store on this little attachment to your paper roller. Type changed as often as desired. Reasonable in price. No trouble.



Have your advertisement on every parcel that leaves your store.
Write for particulars and prices.

Utilities Limited

Bank of Ottawa Bldg.

MONTREAL

Stand any old kind of racket!

There's nothing so handy around house, store or farm as the

BUSTER BROWN

CHILDREN'S EXPRESS WAGON

They're strongly made, easy running and well finished, and are a splendid selling line.

IN 4 SIZES

Write for Prices

Western Representatives:

JAS. STEWART MFG. CO., LTD.

WINNIPEG, MAN.



NO.1 (SOLID)



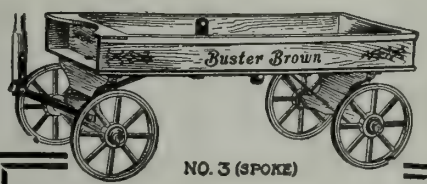
NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO.2 (SPOKE)



NO. 3 (SPOKE)

The Woodstock Wagon & Mfg. Co., Limited

WOODSTOCK, - ONTARIO

F. E. MYERS & BRO.

ASHLAND, OHIO

PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS

guaranteed by our reputation for fair dealing.

The name means "QUALITY"

LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.

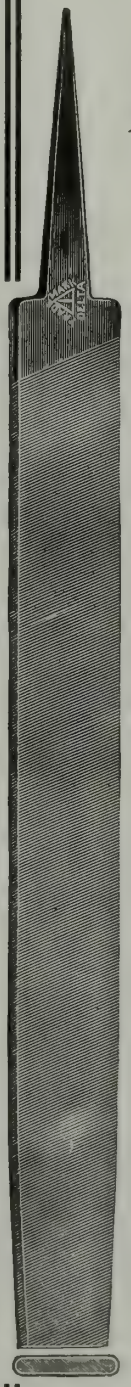
Winnipeg, Calgary and Branch Houses

A

MILL FILE

With Strong

Trade-Winning Qualities



Be Convinced—Stock a trial order

This Mill File is made from the highest carbon crucible steel, and by men who are experts in this line.

The "Delta" Mill File has a quality and temper that cannot be excelled. Its strong, deep, sharp teeth are the assurance of long life and maximum efficiency as well as economy. They are carefully inspected before leaving works, and guaranteed to fully satisfy both dealer and user.

The sooner you write—the sooner you will procure extra profits—do it now.

THIS MARK OUR GUARANTEE



DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H.S Howland, Sons & Co., Toronto; Stark, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax.

Make More in 1912



WITHOUT adding to your expenses, you can add a good deal to your profits by selling the farmers of your neighborhood the Louden Line of Barn Equipments as described below.

Selling the LOUDEN LINE of Barn Equipments

is made easy because Louden Barn and Hay Tools are well and widely known throughout the whole of Canada by reason of persistent advertising in the agricultural papers of the Dominion. Also the Louden Line without doubt represents the very best Barn and Hay Tools made—they are the result of 46 years of intelligent thought and practical experience.

Louden Sanitary Steel Stalls and Stanchions

positively increase the yield of milk by adding to the comfort and contentment of the cows. Learn all about them from our Catalogue. Press home the point that to install these devices is an **investment**. We can give you a wealth of testimony.

Louden Hay Carriers and Forks

You do not need to urge the point that the scarcity of labor requires the use of labor-saving appliances, especially for the quick handling of crops. Our **Junior Hay Carrier**, and **Balance Grapple Fork** are an ideal equipment. We also make a **Double Harpoon Fork**.

Louden Bird-Proof Barn Door Hangers

This Hanger you are doubtless already familiar with, since it is on pretty general sale by Hardware dealers everywhere. Being bird-proof and snow-proof, simple and strong, it is the best Barn Door Hanger in the world.

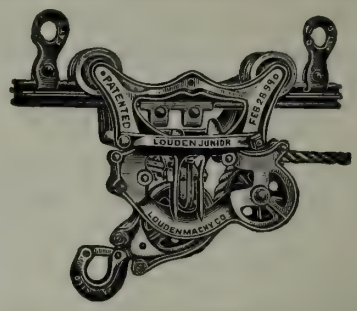
Louden Feed and Litter Carriers

Now and in the early autumn is the time to suggest Feed and Litter Carriers to dairy and stock farmers. The Louden Carriers are **marvels of efficiency**. You can sell them—many of them—with our help. Send us the name of progressive farmers and we will work with you to get an order.

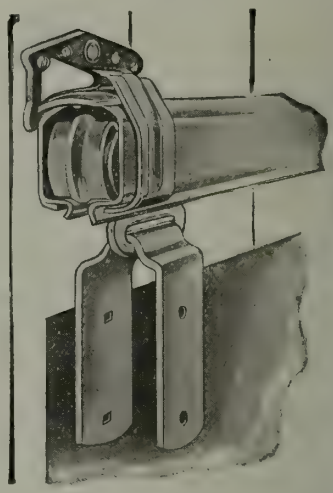
Write for our proposal to dealers. Send for catalogue "Everything for the Barn."

Louden's Sanitary Stanchion

Louden Machinery Co., Guelph, Ont.

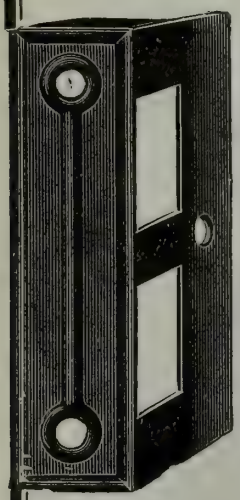


Louden's Junior Hay Carrier



Louden's Bird-proof Barn-Door Hanger

Durability - Service

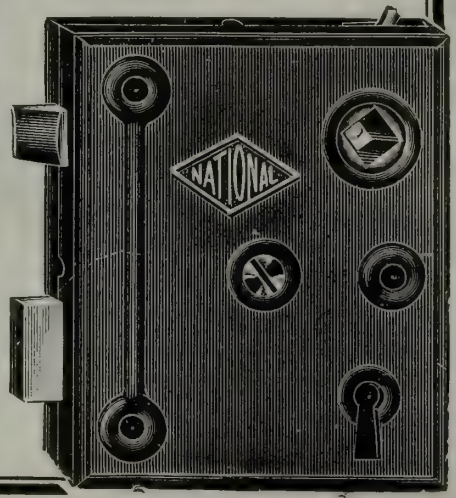


These two essentials of a really satisfactory lock are combined with others in

NATIONAL STEEL RIM LOCKS

The locking mechanism is entirely pivoted on a central pin, and is simple in the extreme—a great advantage over other styles.

For strength and fine finish our locks are unequalled.



Write for particulars to

NATIONAL HARDWARE CO., Limited
ORILLIA, ONT.
CANADA

"Where Quality Counts"



Our Up-to-date Restaurant Urns

The quality and attractiveness of our URNS have put them in the foremost places in the finest Restaurants and Hotels in the country.

They are guaranteed to be satisfactory and bring the best results.

Our URNS are not expensive—you will have a quick seller and a reasonable profit.

Write for our proposition.

THE BUFFALO MFG. COMPANY
Buffalo, N.Y.

Canadian Representatives:
H. F. McIntosh & Co.,
28 Toronto St., Toronto

SEE THIS LABEL is on every piece of **HIGH-CLASS TINWARE** you buy



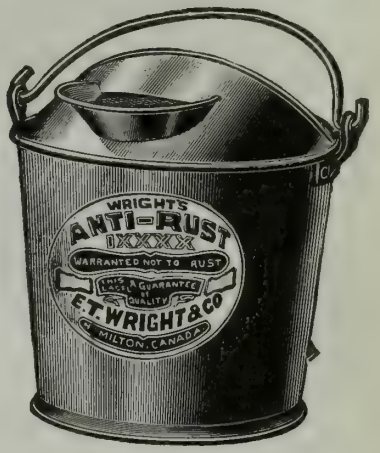
"Anti-Rust" Dairy Pail

Nos.	124	126
Size	ins. 11½ x 9½	12 x 11

IT PROTECTS YOU AGAINST INFERIOR GOODS



Wright's "Anti-Rust" Tinware has established an unchallenged reputation for durability and attractiveness.
It pays to handle goods which are conceded to be unequalled.
Let us send you a sample order of "Anti-Rust."



"Anti-Rust" Strainer Pail

Qts.	14	16
Size	ins. 11 x 9½	12 x 11

E. T. WRIGHT & CO., - - Hamilton, Canada
(H. G. WRIGHT)
Agencies at Vancouver, Winnipeg and Toronto



WANTED—Live Dealers

TO HANDLE OUR COPPER COVERED STEEL CENTRE LIGHTNING ROD

The Oldest Established Business of this kind in Canada.

Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

WRITE TO-DAY FOR SAMPLES AND FULL PARTICULARS

Hamilton Brass Manufacturing Co.

(Successors) Limited

Hamilton, ∴ ∴ Ontario

MAPLE LEAF



"Improved Racer" Cross Cut Saw

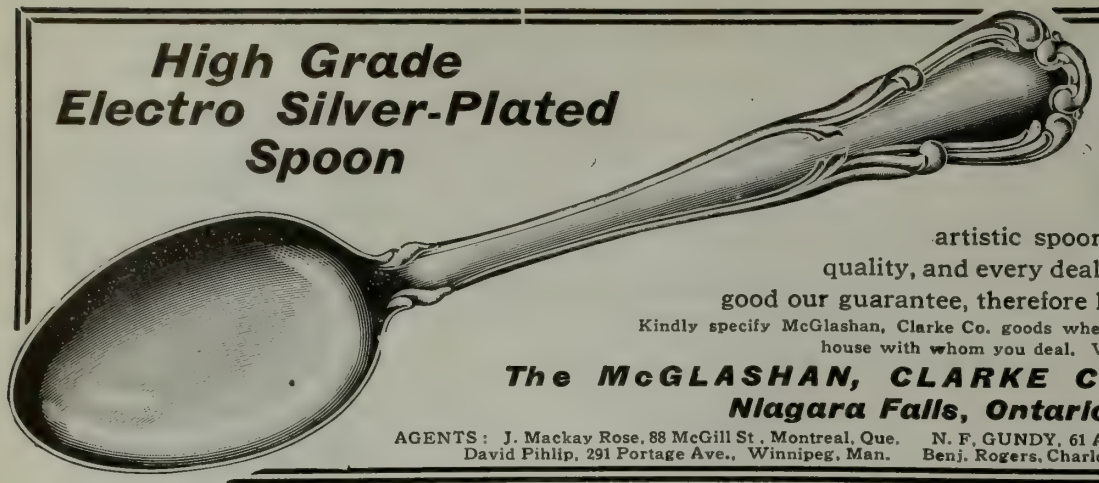
This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

High Grade Electro Silver-Plated Spoon



PLEASE YOUR CUSTOMERS

by selling them this artistic spoon. It has a guaranteed quality, and every dealer is authorized to make good our guarantee, therefore he runs no risk.

Kindly specify McGlashan, Clarke Co. goods when ordering from the wholesale house with whom you deal. WRITE AT ONCE.

The McGLASHAN, CLARKE CO., Limited,
Niagara Falls, Ontario

AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto. Ont.
David Pihlip, 291 Portage Ave., Winnipeg, Man. Benj. Rogers, Charlottetown, P.E.I.

Get Our Prices and Get to Thinking, That Is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.





YOUR sales will be materially increased by handling the Aylmer Metallic Ring Sprayer, the best hand pump made in Canada. No soft packing to give you trouble, a pump that gives perfect satisfaction to your customer in every instance.

Write for Prices and Discounts.

The Aylmer Pump & Scale Co., Limited

AYLMER, :: ONTARIO

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Brockville, Ont., Jan. 23rd, 1910
Messrs. J. W. Harris Mfg. Co., Ltd.
129 Sanguinet St., Montreal
Dear Sirs:

Enclosed you will find my cheque to cover account of the last of the many of your "J. W. Harris Rotary Ventilators," which I have installed here and I have much pleasure in saying that in every case they have given perfect satisfaction.

Yours truly,
W. H. Harrison

Made by

The J. W. Harris Mfg. Co., Ltd.

Contractors

Montreal



There's a Big Demand Among Miners and Sportsmen

for a lamp that gives high lighting efficiency at low cost and that will stand up under long hard service with minimum of breakage or loss of parts.

Maple City Acetylene Lamps

fill this demand. They have many strong selling features to be found in no other acetylene lamps and every lamp is thoroughly guaranteed. Our broad advertising campaign is creating a specific demand for Maple City Lamps that you can easily turn to profits. *Write to-day for our special Selling Proposition.*

MAPLE CITY MANUFACTURING CO.

MONMOUTH, ILLINOIS, U. S. A.

We have the facilities for turning out

The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost---a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

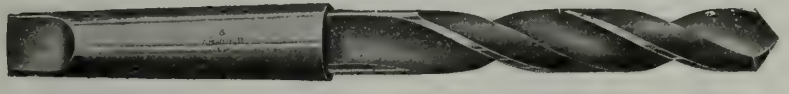
We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.

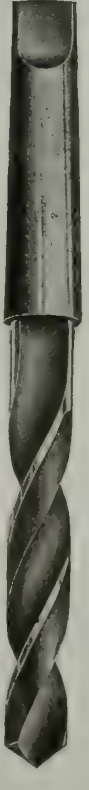


THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.







Long Service Is A Natural Result Of The "Twisted-While-Hot" Process

It must be annoying to the average drill user to have drills made from well-known brands of steel fall down on the job. He wants efficiency and can't get it because it's milled or ground away in the process of manufacture.

"Hercules" High Speed Twisted Drills

are made from a High Percentage Vanadium High Speed Steel under the only "twisted-while-hot" process that retains all the strength of the steel in the finished drill. The grain of the steel is undisturbed, insuring longer edge-holding and greater resistance to the strains of the metals having different degrees of hardness.

The taper shanks, usually one size larger than ordinary, prevent tag troubles and give a greater driving power because the drill fits into the chuck firmly and in the center.

Your jobber will supply them or you can send order direct. Send for Catalog 74-B.

TRADE W&B MARK

Tools of Quality Bear These Marks

TRADE W B MARK

The Whitman & Barnes Mfg. Co.

Established 1854 ST. CATHARINES, ONT.

STOCKS CARRIED AT WINNIPEG AND MONTREAL

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895

Special Grand Prize GOLD MEDAL Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



"ONE MINUTE" Washers & Wringers

Imitated in Construction—Unequalled in Quality

This machine will increase your washer profits.

It contains all the qualities that are essential to make it the most satisfactory to both dealer and user.

Communicate with us NOW and get full particulars. It will pay you.

ONE MINUTE WASHER CO., TORONTO

MacKENZIE BROS., Winnipeg, Man., Sask. and Alberta

CANADA STOVE & FURNITURE CO., Montreal

THE SPECIAL FEATURES IN MAXWELL'S

Champion High-Speed Washer



make it a winner against all competition. Made of Red Cypress (the wood that lasts a lifetime) with both crank and top lever drive, heavy balance wheel, and extension wringer attachment, allowing practically the whole top to open, the CHAMPION catches the fancy of the woman who sees it for the first time, and wins the warm recommendation of the woman who uses it. It pays to link up your store with such successes as the CHAMPION.

DAVID MAXWELL & SONS ST. MARY'S, ONT.



Open Ring Cow Ties

ELECTRIC SWELL WELD CHAIN



Closed Ring Cow Ties

25% more { WELD STRENGTH WEAR } { MADE IN CANADA AND SOLD BY JOBBERS } 25% more { ORDERS SALES PROFITS }

Made by

Office: BUFFALO, N. Y.

McKinnon Chain Company

Factory: ST. CATHARINES, ONT.

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE 

MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

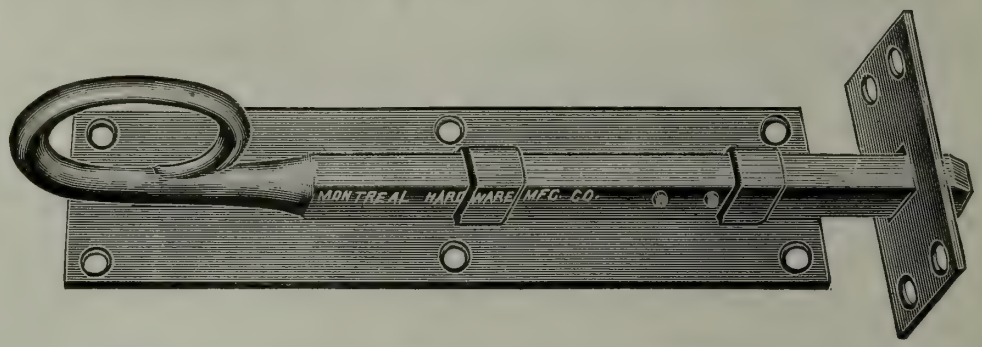
METALS

M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

TORONTO

HEAVY SQUARE SPRING BOLTS



Very strongly made with the same finish that we put into all our goods.

Far superior to the imported article and fully guaranteed by us. Highest quality goods at attractive prices. Goods made to wear and to last, and goods made with a finish that makes them sell.

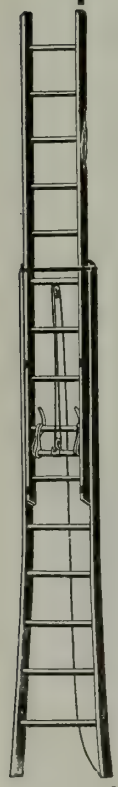
HAVE YOU WRITTEN FOR A COPY OF OUR CATALOG YET?

You may not want to buy just now, but you will do well to get our prices. We know that they will interest you.

Montreal Hardware Manufacturing Co., Limited

Manufacturers of Butt Hinges, Light T and Strap Hinges, Heavy T and Strap Hinges, Hinge Hasps, Screw and Strap Hinges, Latches, Door Bolts, Hitching Rings, etc.

MONTREAL, - CANADA



Common Pulley Extension Ladder

SUITABLE FOR FRUIT PICKING AND GENERAL USE

This Ladder can be instantly taken apart, making two single ladders. The ladder is self hooking and self releasing, is very light and strong, being reinforced with wire cable on the back.

Made of Clear Norway Pine, Malleable Iron Castings, Hardwood Rungs, and nailed together.

STOCK SIZES

20, 24, 26, 28, 30, 32, 36 and 40 ft.

Average Weight, 2¼ lbs. to the Foot

SEND FOR CATALOGUE

McFarlane Ladder Works

158 and 160 River St. :: Toronto, Ont.

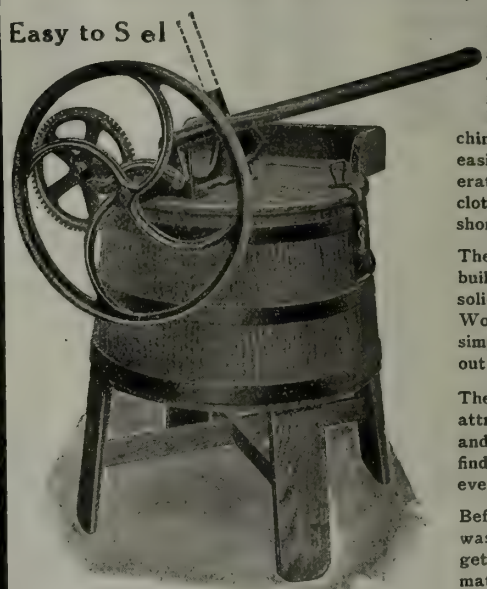
Tel. Main 2038

"THERMO"

The Washer

That makes the Washday Bright

Easy to Sell



Itsimprovedmotion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The ThermoWasher is built to last and is solid and substantial, Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices. Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON, CANADA

Edwin Schofield (Eastern Agent), Canadian Express Bldg., Montreal; F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)



Quality Did It.

Back in 1864 the Nicholson File Co. started making files with an output of 100 dozen a day to supply a local market. At the present time the files made by the Nicholson File Company sell at the rate of 16,000 dozen a day, and the market is the whole civilized world.

These are the well-known brands made by the Nicholson File Co. in Canada.

"American"
"Arcade"
"Great Western"
"Globe"
"Eagle"
"McClellan"
Kearney & Foot
"J. B. Smith"



All steel used in Nicholson Files is made strictly according to our own specifications which have been adopted after many years of experiment. And we use different grades of steel for different kinds of files. As a result Nicholson-Made Files are the fastest cutting tools of their kind in the world.

Your Jobber can Supply You.

NICHOLSON FILE CO.

PORT HOPE - ONT.

HEADQUARTERS

LAMP BLACKS

Sixty-two Years In Business

LAMP BLACKS

Sixty-two years' experience, enabling us by dint of superior quality in building up the largest business of bulk and package Blacks, not only in England and America, but in the world.

In order to be sure of the best and most economical, look for the Red Seal on every package.

Manufacturers of Old Standard, Eagle, Globe and Pyramid Germantown Brands.

WHY BUY THE NEAR BRAND WHEN THE BEST IS PROCURABLE?

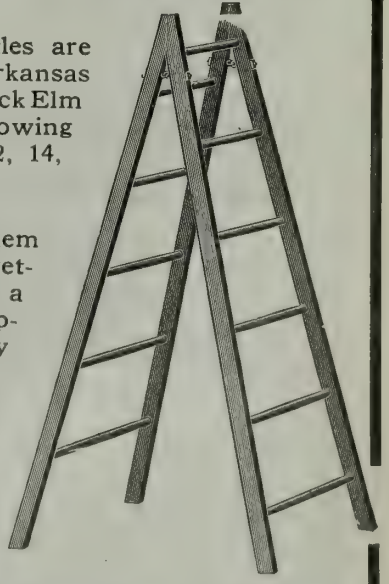
L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A

Now is the Time to Push

"STRATFORD"
PAINTERS' TRESTLES

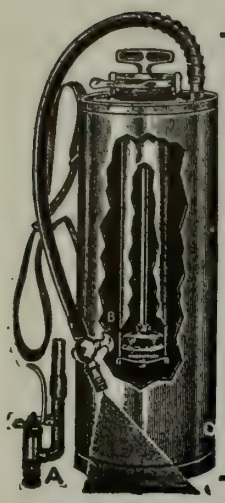
Our Painters' Trestles are made from clear Arkansas Yellow Pine with Rock Elm Rounds in the following lengths; 6, 8, 10, 12, 14, 16, 18 and 20 feet.

You will find them real live business getters, as they give a service that is appreciated by every painter.



Write for catalogue and prices to-day

The Stratford Mfg. Co., Limited
STRATFORD, - CANADA



The Demand

for Sprayers of all sorts is growing rapidly. We claim to have the best **AUTOMATIC COMPRESSED-AIR SPRAYER** on the market at the price.

It is light, easily handled, does the work quickly and well and is cheap.

It will pay you to have it in stock.

Send for description and prices.

CAVERS BROS., Manufacturers
GALT, ONTARIO



STEP LADDERS

4 TO 12 FEET

The Best Ladder at the price.
Clear Norway pine sides.
Hardwood Steps --- malleable iron clamp.

We also make
Curtain Stretchers, 3 styles.
Tub Stands, Clothes Bars,
Ironing Boards, Etc.

Send for catalogue

OTTERVILLE MANUFACTURING COMPANY, LIMITED
OTTERVILLE - - ONT.



FLEXIBLE
Metallic Gas Tubing

This is an article that every dealer should handle—because it is the most economical to the user—because it yields a good profit as well. It will not kink, burn out or rot and is just as light and flexible as rubber. Made in either steel or copper. Write NOW for circulars and prices.

F. J. SCHUCH
19 JARVIS ST., TORONTO, CAN.

Cap Screws, Set Screws, Studs
Special Milled Work
Gold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company
LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
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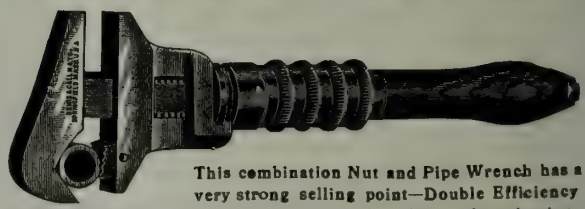
BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

BEAR BRAND LAMP BLACKS



Have The Quality That Customers Demand

We are the largest manufacturers of Lamp Blacks. Ivory Blacks, Bone Blacks. Drop Blacks, Mineral Blacks, and Cement Blacks in the world. These products are of one quality—the best, and we aim to keep them so. A trial order will convince you.

WRITE TO-DAY

WILKES MARTIN WILKES CO.
NEW YORK, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.

BLACK JACK

QUICK

CLEAN

HANDY



TRY IT

SOLD BY ALL JOBBERS

¼-lb tins—
3 doz. in case.

UTICA PLIERS

UTICA PLIERS can be depended upon to DO the work. Each Plier is tested before leaving the factory, and guaranteed to give ABSOLUTE satisfaction.

Any tool bearing the Utica trade mark has our "MONEY BACK IF NOT SATISFACTORY" guarantee behind it.

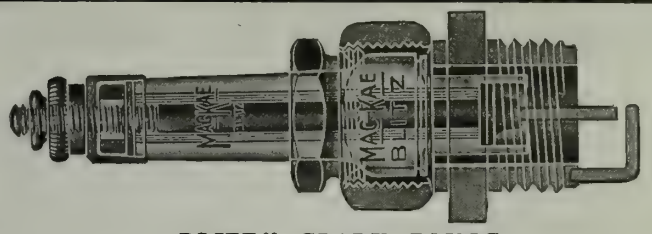
"THE PLIER THAT FITS THE HAND"

Let us send you prices and catalogs.

UTICA DROP FORGE & TOOL CO., Utica, N.Y.

SOLE CANADIAN AGENTS

SMITH HARDWARE CO., Ltd., 240 Lemoine St., MONTREAL



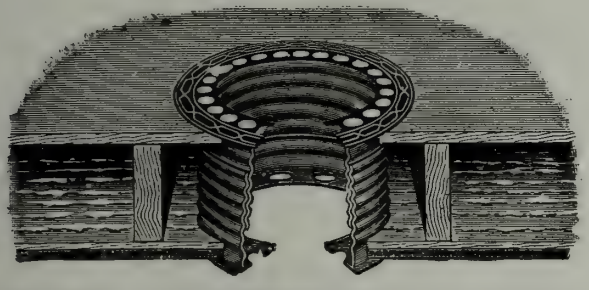
"BLITZ" SPARK PLUGS

cannot short circuit; the inner wire, through the porcelain being protected by a mica tube. The porcelains are imported, and the plug in general is assembled of parts of the highest quality throughout. Made in all sizes.

WRITE FOR PRICES.

Agents for Canada **SMITH HARDWARE CO., Ltd.** 240 Lemoine Street, Montreal, P.Q.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

NUTS

We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA

HARDWARE BUILDERS' SPECIALISTS

Buyers and Exporters for Hardware, Metal, Heating, Paint and Oil Trades.

STRACHAN, OSWELL & CO.

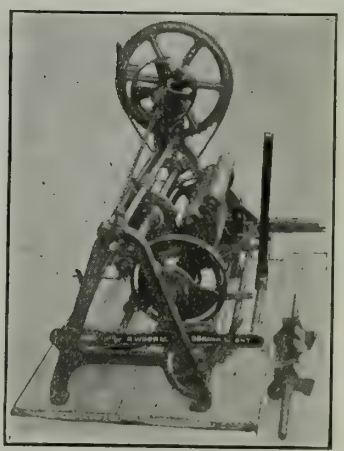
22 St. Mary Axe, LONDON, E.C.

Correspondence Invited.

THE IDEAL LAWN MOWER GRINDER

will grind a lawn mower perfectly in 15 to 30 minutes, makes every blade keen with just the right angle and a perfect clearance, each blade is sharpened alike, so that the lawn mower will run and cut easier than when new. We cannot begin to enumerate all its advantages here. Order one to-day, and when established you will control the business. Made to drive both by hand and power.

Manufactured by
R. Woon & Co., Oshawa, Ont.



JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

ENGLISH GLUES

Over fifty years' experience in the manufacture of

Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application. Supplied through Merchants, Jobbers, etc, only.

THE GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs. England

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BRASS STENCILS.

Sheet Metal Stampings, Special Stamped Metal Goods to Order. Dies and Tools, Steel Stamps, Machine and Furniture Name Plates, Seals and Seal Presses, Fire Escapes, Brass Name Plates.

Herod Machine & Stamping Co.,
BRANTFORD Limited

BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, - QUEBEC

CHAPLETS.



ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.



PRIEST'S CLIPPERS THAT'S SUFFICIENT.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

HORSE POKES.

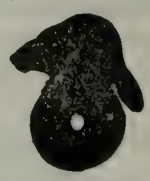
Surprise Horse and Cattle Pokes

The only poke that will stop horses from jumping. Made at Perth, Ont., by

James & Reid
ASK YOUR JOBBER



EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to
A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118 Queen Street, Glasgow, Scotland

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

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ALUMINUM & BRASS HOUSE NUMBERS, BRASS SIGNS

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES

Raymond Bros., London, Ont.

IRON.

PIG IRON
STEEL PLATES, BARS and ANGLES
BAR IRON
David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

MANUFACTURERS' AGENT.

Western Distributors, Limited

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Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA

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Manufacturers' Agent and Metal Broker,
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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

PLOW CASTINGS.

Castings of all Kinds.

Write us for our list of Plow Castings.

The Hilborn Co., Ayr, Ontario.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

STRAP HINGES.



ATLAS STRAP HINGE
Strong, Light and Attractive, Japan Finish. One pair with Screws in a Neat Box.
Write for Samples and Prices.
ATLAS MFG. CO., - New Haven, Conn.

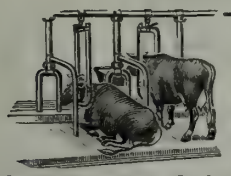
SPRAYERS.

COLLINS SPRAYERS=SATISFIED CUSTOMERS

The Collins line of sprayers for this year is the best yet offered. We have found some small improvements could be made, esp-cially in finish, and have also lowered the price, with the intention of making larger sales but smaller profits. We are aiming at doubling last year's output. Our three largest sellers are our Three-gallon Compressed Air Sprayer, our Crown and Gem Sprayers. Write for Catalogue and Prices. For Sale by Leading Jobbers or

THE COLLINS MFG. CO., TORONTO

STANCHIONS.



O.K. CANADIAN U BAR STEEL STANCHIONS
will hold the cattle secure at all times. Is superior in strength on account of being made of high carbon U Bar steel and no joints and rivets to wear lose.

Canadian Potato Machy. Co., Limited, 208 Stone Rd., Galt, Ont.

TOOL HOLDERS.



OUR OFF-SET
TOOL HOLDERS



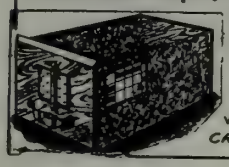
Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand. Write for Catalog.

ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO U. S. A.

WE MAKE A SPECIALTY OF
WIRE SPRINGS
for COMPRESSION and EXTENSION.
James Steele, Limited, Guelph

HARDWARE SHELF BOXES

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over Wooden Boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

When writing advertisers kindly mention having seen the advertisement in this paper.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER · ONTARIO

A want ad. in this paper will bring replies from all parts of Canada.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



Made by
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL



BUY THE BEST

HERCULES
SASH CORD

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by All Wholesale Dealers

Sharratt & Newth's Glaziers' Diamonds

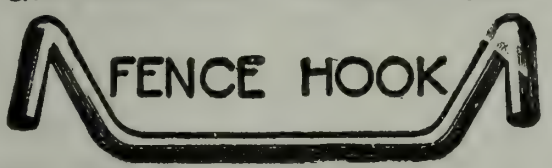
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



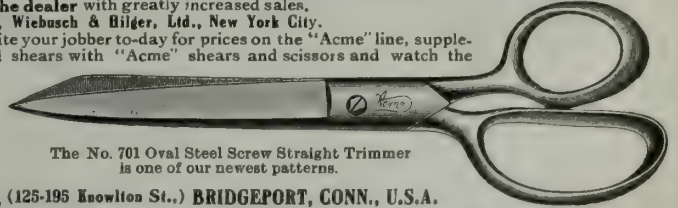
WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"ACME"

are the strongest and sharpest low-priced Shears and Scissors on the market.

Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?
Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.
Special Representatives, Wiebusch & Hilger, Ltd., New York City.
MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high priced shears with "Acme" shears and scissors and watch the gratifying results.
Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.

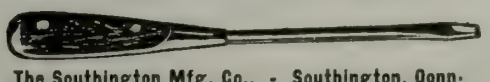


The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

THE ACME SHEAR CO., (125-195 Knowlton St.,) BRIDGEPORT, CONN., U.S.A.

Pioneer Drop Forged Screw Drivers

Write us about our line of small tools.
We make the most complete line of Screw Drivers on the market. Send in for catalog to-day.



The Southington Mfg. Co., - Southington, Conn.

When writing advertisers kindly mention having seen the advertisement in this paper

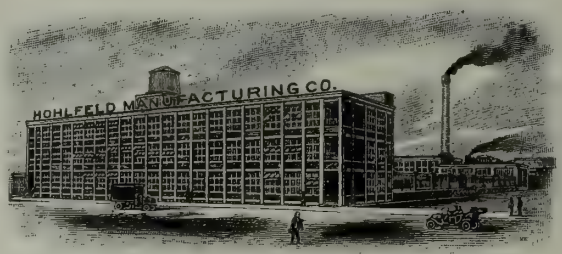


THE HOHLFELD LINE
OF
High Grade Hammocks
for 1912
is now ready and will be shown
throughout Canada by



GEO. BORGFELDT & CO. OF TORONTO AND MONTREAL

The Most Profitable Line Because it is Most Saleable



Main Office and Mill, Philadelphia, Pa.

The Most Popular Line Because it is Most Satisfying

NEWEST DESIGNS, WEAVES AND COLORINGS



Known the world over as the standard by which all others are measured

Geo. Borgfeldt & Co., Agts.
TORONTO

Catalog and Prices on request



Why not make 1912 the most profitable saw year in your history?



ATKINS STERLING SAWS
MADE IN CANADA

THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

E. C. ATKINS & CO.,
MAKERS OF STERLING SAWS
HAMILTON, ONTARIO

Vancouver Branch, 109 Powell St.
U.S. Factory, Indianapolis, Ind.

LONDON
HIGH GRADE

Never Varies in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.,
LONDON - - CANADA

Sales Agents, Ontario, Baines & Peckover, Toronto. Manitoba, Bissett & Loucks, Ltd., Winnipeg.

BAR IRON

Knowledge Is Power

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

TECHNICAL BOOKS, 143-149 University Ave., TORONTO

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

W. 186 Waterproof Wrapping Papers

May SEEM unnecessary to the average merchant, but consider the reason why so many progressive concerns are discarding ordinary wrapping for one which will effectually prevent the rusting or tarnishing of metal goods.

It is just as economic inasmuch as one sheet is sufficient to wrap goods where two or three would be used of ordinary paper purely as a means of protection.

Suggest to your wholesaler that it will be found mutually advantageous to use.

W. 186 Waterproof Wrapping Papers

Further particulars and samples from our distributors.

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Montreal, P.Q.

The Wilkinson-Appleyard Co.
Toronto, Ont.

The Schofield Paper Co.
St. John, N.B.

The Hudson Paper Company
Winnipeg, Man.

or direct from

Edward Lloyd Limited

Eastern Townships Bank Building
MONTREAL

THE LITTLE GIANT

THE "BAYARD"
AUTOMATIC POCKET PISTOL
Calibre .32 (7.65$^{m}/_{m}$)

A MIDGET AUTOMATIC

THE LITTLE GIANT—A MIDGET HIGH POWER AUTOMATIC.

The .32 cal. (7.65 mm) "BAYARD" Pistol has been designed to meet the demand for a POCKET pistol COMBINING EASINESS OF MANIPULATION AND SIMPLICITY OF CONSTRUCTION WITH MAXIMUM EFFICIENCY.

Its size is that of a .25 cal. pistol, although it shoots THE POWERFUL .32 CAL. CARTRIDGE.

The "Bayard" pistol possesses consequently THE ADVANTAGE of having a size REDUCED TO THAT OF THE .25 CAL. PISTOL and a CAL. OF .32, GENERALLY CONSIDERED EFFECTIVE and heretofore found only in pistols of greater bulk. These features make the "BAYARD PISTOL" the IDEAL POCKET ARM.





"BAYARD" AMMUNITION.

The .32 Cal. (7.65 mm) "BAYARD" Cartridges adapted to Automatic Pistols of this calibre have no equal on the market as to quality, regularity of charges, penetration, etc. We are specialists in the manufacturing of this class of ammunition and guarantee against misfire, hangfire, etc.

Length of Pistol . . .	4$\frac{3}{4}$ inch	Weight of pistol, magazine empty	15$\frac{3}{4}$ oz.
Height " . . .	3$\frac{3}{8}$ "	Weight " " filled	17 "
Thickness " . . .	$\frac{7}{8}$ "	Initial velocity of bullet . . .	837 feet

Penetration at 10 yards: Four $\frac{3}{4}$ inch pine boards placed 2 inches apart
" 100 " Three " " " "
The magazine is made to contain 5 cartridges.

For Sale By All Leading Wholesale Hardware Houses

About Sprinklers
This is the season for them
McClary's



Japanned or Plain Sprinkler

line of these is a high-grade one.
Japanned and plain in 5 sizes.
Galvanized in sizes up to 20 quart.
All made of best material.
Order early and get quick delivery.



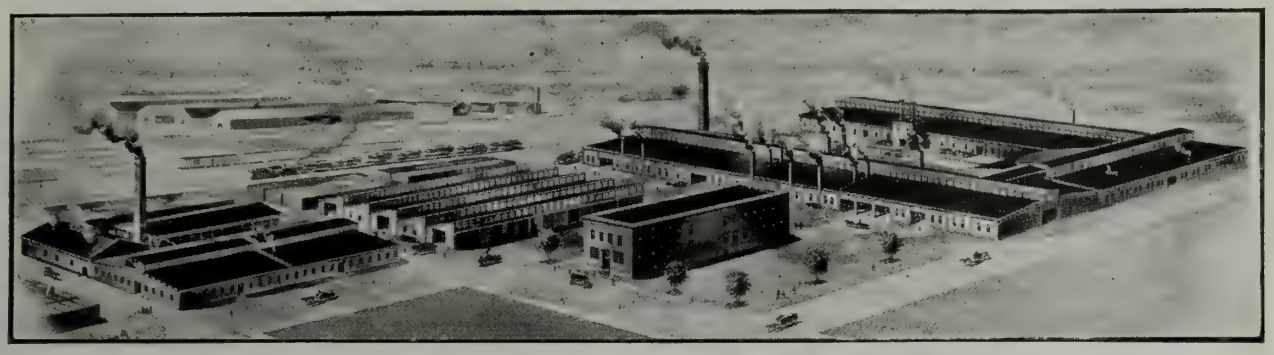
Galvanized Sprinkler

McClary's

"McClary" on goods is a quality name

Toronto Montreal London Vancouver St. John, N.B.
Hamilton Winnipeg Calgary Saskatoon

McClary's Ship Quick



Clinch the Roofing Contract

You positively cannot say too much for BRANTFORD ROOFING. The cut shows the George White & Sons Co.'s plant situated right beside the G.T. main line in London, Ontario. Even the Boiler House and Foundries are covered with

BRANTFORD ROOFING

and **a roofing that successfully withstands the combined action of fierce heat within** and **flying sparks** and **hot cinders**, flung from passing trains, without—besides defying wear and weather—**cannot be too highly recommended.**

N.B.—When you see excavation work going on go after the Roofing Contract and clinch it. BRANTFORD ROOFING will enhance your reputation, and there is a reasonable margin of profit in it for you. Write for our new catalogue.

BRANTFORD ROOFING CO., Ltd., Brantford, Can.

Branch Warehouses—MONTREAL, 9 Place D' Youville; WINNIPEG, 117 Market Street

"Try Us for Service and Quality"

We carry a large stock of

Wholesale Plumbers' Supplies,

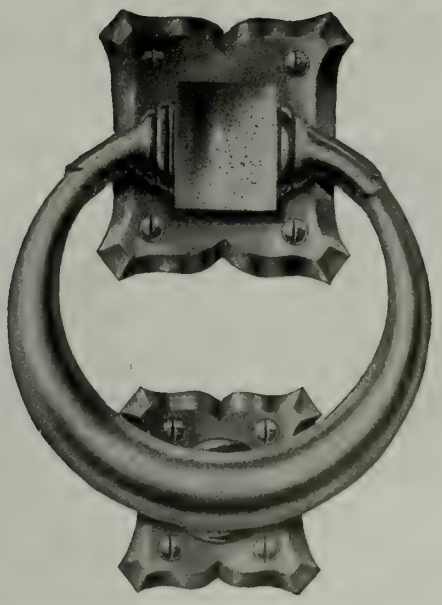
from which we can make immediate shipments.

Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.

WINNIPEG.

Peterboro Hardware



Door Knockers add greatly to the appearance of a door. They are rapidly coming into vogue. Peterborough Door Knockers supplied to match any of our designs. A sample on your show cards will interest customers.

Peterborough Lock Mfg. Co., Ltd.

PETERBOROUGH, ONT.

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

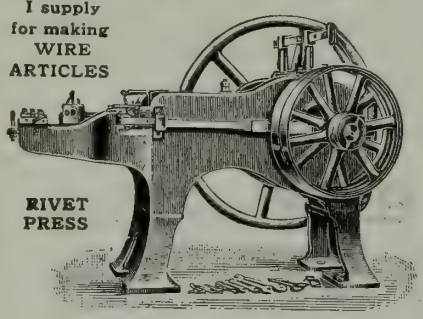
COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

THIS IS ONE of the many kinds of Machines I supply for making WIRE ARTICLES

MACHINERY DRAWING, NETTING, CRIMPING, CUTTING, WEAVING WIRE.

FOR Making Barb Wire, Bolts, Buckles, Coach Screws, Cotter Pins, Cut Nails and Tacks, Door Mats Electric-welded Chain, Furniture Springs, Hinges, Hooks, Locks, Nails, Rings, Rivets, Screws, Staples, Wire Nails, Wood Screws, and Any other Article made from WIRE.



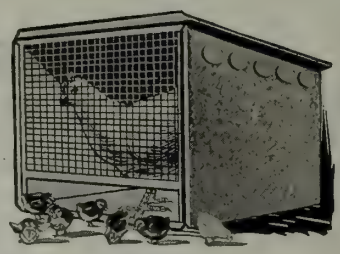
RIVET PRESS

SEND FOR LISTS

ED. BRAND
Wire Machinery Specialist
472 Moss Lane East
Manchester, Eng.
Cable Address: "Filieres, Manchester."
Code used: A.B.C., 5th ed.

CUT THIS OUT

Compare This Coop With Others



Storm Front Not Shown

Folds Flat
Roof Slides Back
Perfect Ventilation
Rat, Rain and Vermin Proof
Steel Throughout

SPECIAL INTRODUCTORY OFFER:—To every dealer who sends us this ad. with a One Dollar Bill we will ship at once one Tri-Angle All-Metal Coop. The regular retail price of this coop is $1.90. Money must reach us by May 21, 1912.

This coop displayed in your store will sell six dozen more. And there's a good profit.

The Tri-Angle Manfg. Co., 75 Grand St., Freeport, Ill., U.S.A.

This is Soclean Season—Get Yours!



If you have not a stock on hand at this season of the year you are missing an opportunity of a good trade now, with big profits, and a steady trade throughout the year.

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SOCLEAN LIMITED, - Toronto, Ont.

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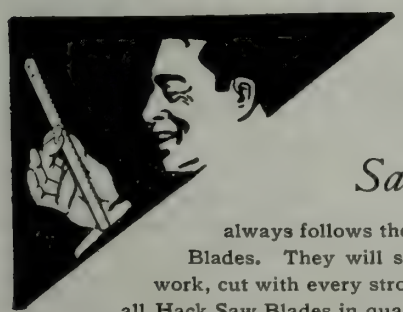
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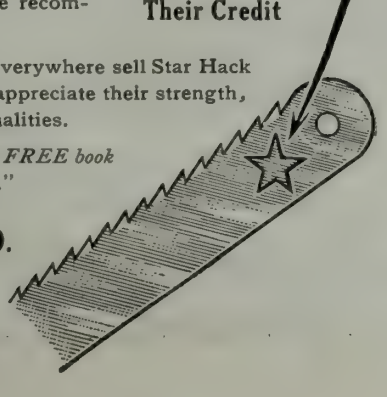
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Canadian Hart Wheels, Hamilton.

Aluminum Ware
British and Continental Agencies, Ltd. Toronto
Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
Wondershine Limited, Toronto.

Ammunition
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York.

Animal Traps
Oneida Community Ltd., Oneida, N.Y.

Anchors
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.

Auger Bits
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
Tobin Arms Mfg. Co., Woodstock.

Babbitt Metal
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bar Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Bale-Ties
Laidlaw Bale-Tie Co., Hamilton, Ont.

Bar Urns
Buffalo Mfg. Co., Buffalo, N. Y.

Bath Room Fittings
Buffalo Mfg. Co., Buffalo, N.Y.
S. Sternau & Co., Brooklyn, N.Y.

Belting
Dominion Belting Co., Ltd., Hamilton
Sadler & Haworth, Montreal.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

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E. T. Wright & Co., Hamilton.

Binder Twine
Plymouth Cordage Co., N. Plymouth, Mass.

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London Bolt and Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
National Acme Mfg. Co., Montreal.

Boilers and Radiators
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.

Bolts—Expansion
Star Expansion Bolt Co., New York.

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Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

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British & Continental Agencies, Ltd., Toronto.
Jas. Cartland & Son Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton
Stover Mfg. Co., Freeport, Ill.

Brass, Sheets, Tubes and Rods
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton

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Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.

Bridle Rings—Galvanized, Brass and Plain
Star Expansion Bolt Co., New York.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal
Howland, H. S. Sons & Co., Toronto
Lewis Bros. & Co., Montreal.
Lufkin Rule Co., Saginaw, Mich.
North Bros. Mfg. Co., Philadelphia, Pa
Stanley Rule & Level Co., New Britain.

Builders' Hardware
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough.

Butts
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, Conn.

Cans
American Can Co., Montreal.
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Carriers, Cash and Parcel
Hamilton Brass Mfg. Co., Hamilton.

Carpet Sweepers
Bissell Carpet Sweeper Company, Grand Rapids, Mich.

Carriage Heaters
Chicago Flexible Shaft Co., Chicago.

Carriage Springs and Axles
Guelph Spring and Axle Co., Guelph.

Cartridges
Dominion Cartridge Co., Montreal.

Cash Registers
National Cash Register Co., Toronto.

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Cement
Canada Cement Co., Montreal, P.Q.
Alf. Rogers, Ltd., Toronto.
B. & S. H. Thompson & Co., Montreal

Churns
Connor, J. H., & Sons, Ottawa, Ont.
Cummer--Dowswell Ltd., Hamilton, Ont
Maxwell, David, & Sons, St.Mary's, Ont

Chafing Dishes
Buffalo Mfg. Co., Buffalo.
S. Sternau & Co., Brooklyn, N.Y.

Chaplets
S. Cheney & Son, Manlius, N.Y.

Clippers—All Kinds
American Shearer Mfg. Co., Nashua,NH
Chicago Flexible Shaft Co., Chicago.
Coates Clipper Mfg. Co., Worcester, Mass.

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines
Cummer--Dowswell Ltd., Hamilton, Ont
Hamilton Cotton Co., Hamilton.

Clothes Wringers
Cummer--Dowswell Ltd., Hamilton, Ont
American Wringer Co., New York City
Lovell Mfg. Co., Erie, Pa.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Cow Ties
Greening, B., Wire Co., Hamilton.
McKinnon Dash and Metal Co., St. Catharines.
Oneida Community, Ltd., Niagara Falls

Cuspidors
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co., Montreal.
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Greeff, Bredt Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark,N.J.
Howland, H.S., Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.

Door Checks
Wm. Keating, Toronto.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.

Door Hangers
F. E. Myers & Bro., Ashland, Ohio.
Richards Wilcox Mfg. Co., Aurora, Ill.

Door Springs
Stover Mfg. Co., Freeport, Ill.

Drawer Pulls
P. & F. Corbin, New Britain, C.
Stover Mfg. Co., Freeport, Ill.

Drills, Brick and Stone
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.

Drills—High Speed
Alexander Gibb, Montreal.

Drinking Cups
Hero Mfg. Co., Philadelphia.

Dry Batteries
Canadian Carbon Co., Winnipeg.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.

Emery or Corundum Wheels
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels Limited, Hamilton, Ont.
London Emery Works, London, Eng.

Electric Fixtures
The Barton-Netting Co., Ltd, Windsor Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Emery Cloth
London Emery Works, London, Eng.

Enameled Ware
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
McClary's, London, Ont.

Escutcheon Pins
The Parmenter & Bulloch Co., Ganaoque, Ont.

Fencing—Woven Wire
The Steel Co. of Canada, Ltd., Hamilton.
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor, Banwell & Co., Walkerville.

Files and Rasps
Barnett Co., G. & H., Philadelphia, Pa
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.

Firearms and Ammunition
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
Tobin Arms Mfg. Co., Woodstock.

Fire Escapes
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.

Fine Irons
Stover Mfg. Co., Freeport, Ill.

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont.

Flint Paper
London Emery Works, London, Eng.

Food Choppers
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.

Foot Warmers
Chicago Flexible Shaft Co., Chicago.

Forgings
Steel Co. of Canada, Limited, Hamilton.

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd, Hamilton.

Galvanized Iron
W. Gilbertson & Co., Ltd., Alex. Gibb, Montreal, Agent.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Glass
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
B. & S. H. Thompson & Co., Montreal.

Glass, Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass Paper
London Emery Works, London, Eng.

Glass, Wired
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto

Glaziers' Diamonds
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.

Grindstones
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.

Guns
Harrington & Richardson Arms Co. Worchester, Mass.
Tobin Arms Mfg. Co., Woodstock, Ont.
C. J. Hamilton & Son, Plymouth, Mich.

Hammers
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles
Still, J. H., Mfg. Co., St. Thomas.
W. C. Crawford Co., Tilbury.

Hardware, Metal Window.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.

Hay Unloading Tools
F. E. Myers & Bro., Ashland, Ohio.

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.

Hinges, Spring
Chicago Spring Butt Co., Chicago.
Standard Mfg. Co., Shelby, Ohio.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
St. Marys Wood Specialty Co., St. Marys.

Hooks
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.

Hoop Iron
The Steel Co. of Canada, Ltd., Hamilton.

Hoops—Steel and Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails
Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools
North Bros. Mfg Co., Philadelphia, Pa

Iron and Steel Bars
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton
London Rolling Mill Co., London.

Iron Pipe
Steel Co. of Canada, Ltd., Hamilton.
Canada Tube & Iron Co., Montreal.

Iron Pumps
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
Red Jacket Mfg. Co., Davenport, Iowa
F. E. Myers & Bro., Ashland, Ohio.

Knife Polish
London Emery Works, London, Eng.

Ladders
Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf
Hamilton Brass Mfg. Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Lamps, Acetylene
Maple City Mfg. Co., Monmouth, Ill.

Lampblack
The L. Martin Co., New York.
Wilckes Martin Wilckes Co., New York

Lanterns
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.

Lawn Fencing
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville
Banwell Hoxie Wire Fence Co., Hamilton.

Lawn Mowers
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia
Clipper Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Swings
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lightning Rods
Hamilton Brass Mfg. Co., Hamilton, Ont.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools
Pink, Thos., & Co., Pembroke, Ont

Manufacturers' Agents
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes
Stover Mfg. Co., Freeport, Ill.

Metals
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
McKechnie Bros., Birmingham, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co.,Montreal

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.
John C. Wilson, Ottawa.

Metal Stove Fronts
Canada Foundry Co., Ltd., Toronto.

Mop Holder
Theo. J. Ely Mfg. Co., Erie, Pa.

Mop Wringers
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.

Nails, Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. C., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton.

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Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T. & Co., Hamilton, Ont.

Oil Stones
Canadian Hart Wheels, Hamilton, Ont
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont

Packing
Garlock Packing Co., Hamilton, Ont.

Paints, Oils, Varnishes
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works, Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover
Chadeloid Chemical Co., New York.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.

Perforated Sheet Metals
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Samuel Benjamin & Co., Toronto.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pliers
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Poultry Netting
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pruning Knives
International Tool Co., Detroit.

Pumps
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg. Co., Davenport, Iowa.

Pumps, Power
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.

Razors
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kample Bros., New York.

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton.
Carborundum Co., Niagara Falls, N.Y.

Razor Strops
J. R. Torrey & Co., Worcester, Mass.

Registers
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrosteel Co., Bridgeburg.

Rivets
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co. of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.

Rope
Independent Cordage Co., Toronto.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.

Saws
Atkins, E. C., & Co., Indianapolis, Ind.
Disston, Henry, & Sons, Philadelphia.
Drabble & Sanderson, Sheffield, Eng.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Ont.

Screen Door Sets
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Screws, Nuts, Bolts
National Acme Mfg. Co., Montreal.
Steel Co. of Canada, Limited, Hamilton.

Screws, Wood
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.

Scythe Stones
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.

Shelf Boxes
Cameron & Campbell, Toronto.

Shellacs
Berry Bros., Walkerville.

Shovels and Spades
Spear & Jackson, Sheffield, Eng.

Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silverware
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.

Sprayers
T. Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.
Spramotor Co., London.

Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

Spring Hinges, Etc.
Chicago Spring Butt Co., Chicago, Ill.
Standard Mfg. Co., Shelby, Ohio.

Stains, Shingle
Berry Bros., Walkerville.

Stains, Wood
Berry Bros., Walkerville.

Staples
B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton.

Steel—High Speed
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg.

Stencils
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont.
Herod Machine & Stamping Co., Brantford.

Store Ladders
Hamilton Brass Mfg. Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.

Tacks
The Steel Co. of Canada, Ltd.,Hamilton.

Tapes
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Armstrong Bros. Tool Co., Chicago.
Robt. Sorby & Sons, Sheffield.
Stanley Rule & Level Co., New Britain.
International Tool Co., Detroit.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.

Tool Grinders
American Grinder Mfg. Co., Milwaukee Wis.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont.
Renfrew Scale Co., Renfrew, Co.

Varnishes: See Paints
Berry Bros., Limited, Walkerville, Ont
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators
Harris, J. W., Co., Montreal.

Vises
Henderson & Richardson, Montreal.
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer--Dowswell Ltd., Hamilton, Ont
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.

Wall Plaster
Manitoba Gypsum Co., Winnipeg.

Waffle Irons
Stover Mfg Co., Freeport, Ill.

Wagons—Children's
Wodstock Wagon Co., Woodstock.

Washers
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

White Lead
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Howland, H. S., Sons & Co., Toronto
Lewis Bros. & Co., Montreal.

Window Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery
Ed Brand, 472 Moss Lane., Manchester Eng.

Wire Products
Andrews Wire Works, Watford, Ont.

Wire Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Jas. Steele Limited, Guelph, Ont.

Wood Finishes
Berry Bros., Walkerville.

Wrenches
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdwe. & Tool Co., Springfield, Mass.



Don't make the mistake of selling a cheap arm to a man who can afford to buy a more expensive one

It pays you to sell the "Ross 280" High Velocity.

Not only is it the best sporting rifle made, but the retailing price is $70.00 and it is a sale worth making.

Moreover, any man fortunate enough to own a Ross High Velocity is sure to be proud of it and it will prove itself a walking advertisement for your store.

ROSS RIFLE CO. - QUEBEC



PAT. FEB. 2, 1909

ROBERTSON

SOCKET HEAD

WOOD SCREWS

have a new and very important feature in the square hole. It is a feature that wood workers are quick to notice, as it not only preserves the screw, but also saves much of their valuable time, as it does away with all possibility of the screw driver slipping. It is certain to create a large demand in your vicinity after once introduced.

We also manufacture Hand Drivers, Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails, Wire and other high-grade products.

The P. L. Robertson Manufacturing Co., Limited, - Milton, Ont.

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Montreal Agent:—Edwin Schofield, Room 509 Canadian Express Building, Montreal, Que.

Write for catalogue and prices

IF IT'S AN
ANCHOR BRAND
WRINGER



THAT'S ALL YOU NEED TO KNOW ABOUT A WRINGER

The quality goes in before the name goes on. Do you handle them? If not, why?

LOVELL MFG. CO.
□ ERIE, PA. U.S.A. □

STILL'S

AXE HANDLES

Every dealer should get acquainted with STILL'S Axe Handles.

Progressive dealers all over the country are increasing their trade and profits by handling our QUICK SELLING SPECIALTY.

STILL'S AXE HANDLES REPRESENT ALL THAT IS BEST IN QUALITY OF MATERIALS, SKILLED WORKMANSHIP AND COMPLETE MANUFACTURING FACILITIES.

Meet the coming demand with a fair trial order. We assure satisfaction.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS, - ONT.



THE "HANDY ANDY" FORCE CUP
FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

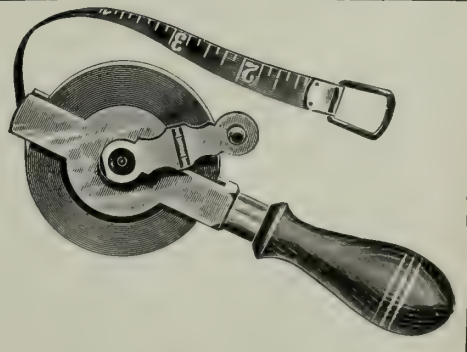
THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited
Toronto Montreal Halifax Winnipeg Calgary Vancouver

MEASURING TAPES
MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.



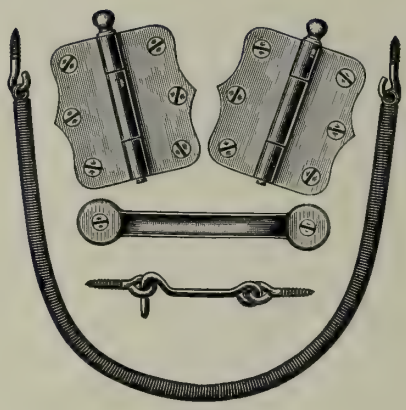
Those that bear this Trade-Mark LUFKIN are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY ALL JOBBERS.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

CATALOGUE ON REQUEST

STANLEY'S
Wrought Steel Screen Door Hardware



Set No.
1750





Each Set Complete in a Neat Box with Screws

DEALERS and BUILDERS alike are **PLEASED** with the high quality of the hardware and the convenient way it is packed ready for use.

Set No. 1750 consists of two 3 x 3 Ornamental loose pin Butts; one 5-in. wrought-steel pull; one No. 3 high-grade steel-wire spring, greatly superior to the ordinary screen springs; and one gate hook and eye. This is the very best set of screen hardware on the market, but sells at prices comparing favorably with other makes of greatly inferior quality.

Set No. 1752 is less expensive, but fully equal to the screen-door sets of other manufacturers. It is made up of two $2\frac{1}{2}$ x $2\frac{1}{2}$ Butts; one $4\frac{1}{2}$ in. pull; one No. 2 steel spring, and one gate hook and eye.

These sets are handsomely finished in Japan, Antique Copper or Dull Brass, or the new **"Stanley" Sherardized,** rustproof finish, which is just the finish for outside use. Packed twelve boxes in a carton, one gross sets in a case.

Send in your order now and be prepared for the Spring Business

The Guaranty TRADE S.W. MARK **of Quality**

THE STANLEY WORKS

NEW BRITAIN, CONN.

Canadian Representatives: A. MACFARLANE & CO., Montreal

HARDWARE AND METAL

Published Weekly by
THE MACLEAN PUBLISHING COMPANY, LIMITED
Vol. XXIV Publication Office, Toronto, Canada No.
May 18, 1905





Big Ben Store Helps

In order to enable Canadian dealers to get the maximum benefit from the Big Ben campaign now running in Canadian magazines, we are packing Big Ben specially for Canadian trade, six in a carton with a full set of store selling helps (two posters, two show cards, two metal signs.)

On an order for 12 we add a solid mahogany display stand. On an order for 24 or more, we print your name on dials, give the posters, display stand, and a beautiful metal sign lithographed in five colors.

Big Ben and his selling helps are being carried in stock by 54 wholesale Canadian distributors. We will be glad to let you have their names upon request. Any will tell you Big Ben is the best made and the best selling alarm that's ever been put out.

In broken and dozen lots, $2.15 less 2%. In lots of 24, $2.05 less 2%.

The Western Clock Co., La Salle, Ill.



Carborundum Co-Operation

IT is one thing to sell a dealer a bill of goods—it is quite another thing to help him sell what he has bought. Every time a dealer buys a stock of Carborundum Sharpening Stones he gets the full benefit of Carborundum sales helps—of Carborundum advertising that always has created the demand—of the prestige of Carborundum quality.

The Carborundum Company is doing more than ever before to aid the dealer to turn over his stock—to make his sharpening stone account one of his leaders.

Carborundum window displays—lithograph cut outs—circular matter—booklets—display cases—prepared newspaper copy—all free to the dealer, and are doing great work in identifying the Carborundum dealer as the dealer who sells more sharpening stones.

Have you our catalog—discounts—trade help offers. A letter will bring them.

The Carborundum Company, Niagara Falls, N.Y.

THE LIGHTNING AND BLIZZARD

FREEZERS



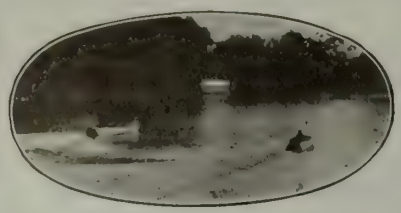
stand ready to serve you in the same satisfactory manner in which they have served both trade and consumer for over a quarter of a century. The construction is of the same high class. They run easy, freeze quickly and take the smallest amount of ice and salt of any freezer made. The extensive advertising from season to season has created a permanent demand. They bring trade and help you keep it.



Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.



MOTOR BOATING

Will be more popular than ever this season

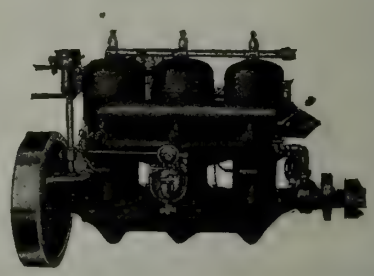
THIS year promises to be a record year in the motor boat field. When the season opens there will be a large number of new boats, and old boats fixed up. What are you doing to reap the benefit of this trade? Every wide-awake dealer should stock motor boat supplies and marine hardware. We carry the largest stock of accessories in Canada. Our Motor Boat Accessory Catalog is ready for mailing; a card asking for Catalog H. 24 will bring it to you.

If you are interested in Marine Engines you should have our Catalog H 23.

WHEN WRITING FOR CATALOGS ADDRESS OUR NEAREST BRANCH.

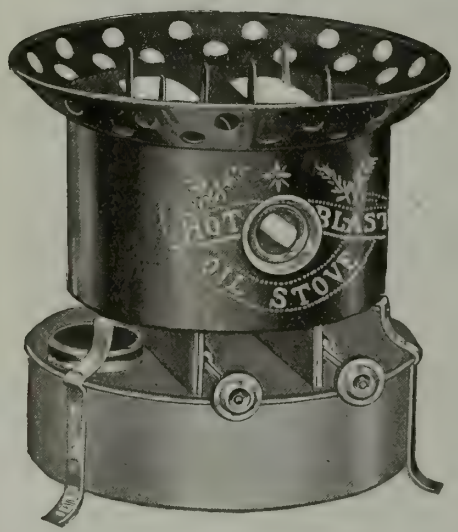
The Canadian Fairbanks-Morse Co.,
LIMITED

MONTREAL	TORONTO	SASKATOON
ST. JOHN	WINNIPEG	VANCOUVER
OTTAWA	CALGARY	VICTORIA



THE S.M.P. "Hot Blast" Oil Stoves

Just the article needed for Summer Residences or Camps



These Stoves Have

Two Extra Large 4½ inch Burners.

Large Oil Filling Hole.

Legs made of Tinned Band Steel.

Large Seamless Oil Founts, consequently no leakage.

Brass Thumb Pieces on Wick Turners.

Chimneys and Extensions made from Drawn Steel, therefore no breakage.

No Cast Iron Parts to get broken in shipping or while being used.

Prices on Application

The Sheet Metal Products Company

OF CANADA LIMITED

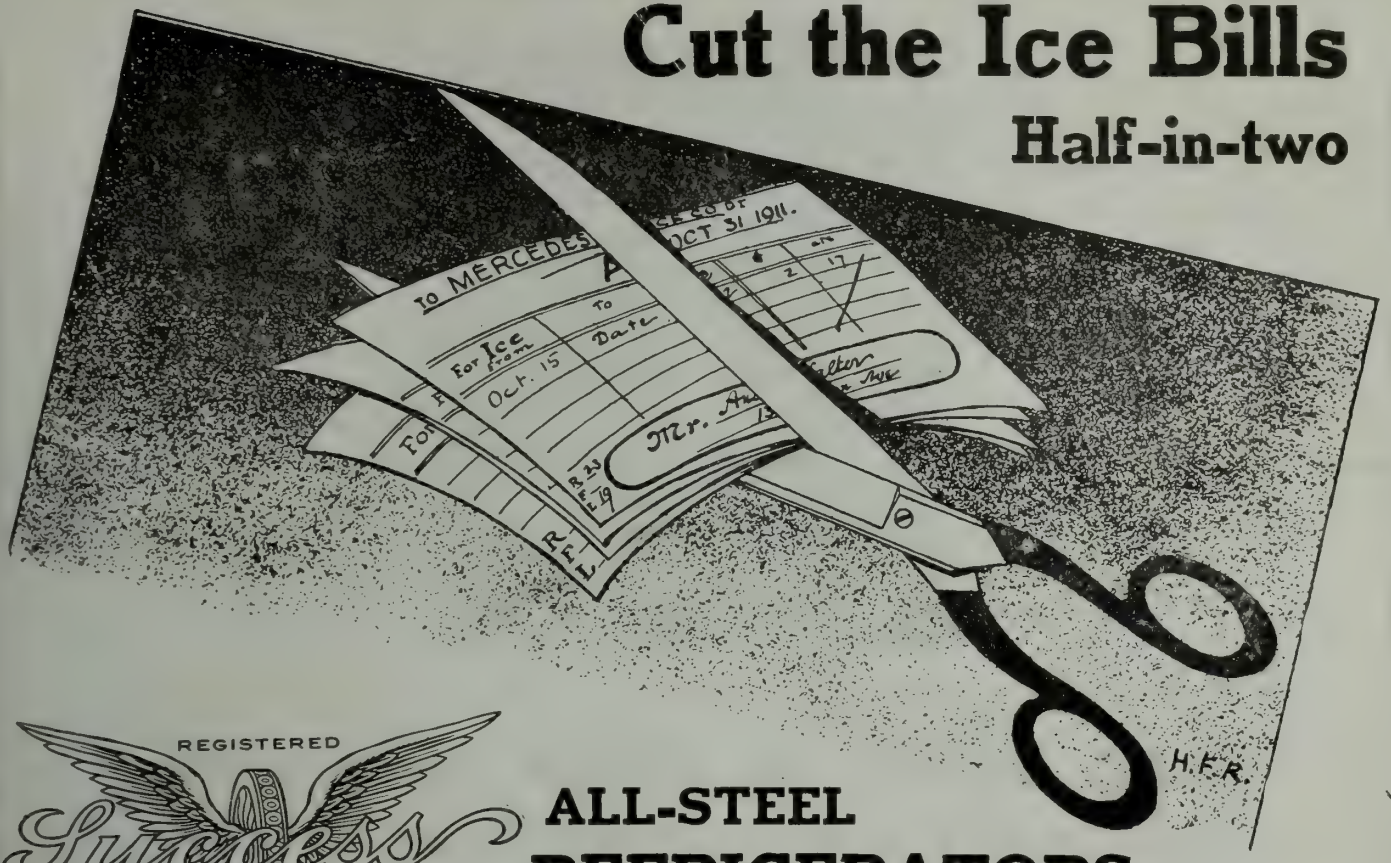
SUCCESSORS TO

KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG

Cut the Ice Bills

Half-in-two



REGISTERED

Success

TRADE MARK

ALL-STEEL REFRIGERATORS

are great Ice Savers

Built Like a Vacuum Bottle



Apartment House Style

Eight Styles in 14 Sizes

Apartment House,

Cottage,

Family,

Large Family,

Hotel,

Automobile.



Cottage Style

No Wood

to decay, absorb moisture, retain odors, harbor germs. or to swell, warp or crack.

8 Wall Insulation With Dead Air Space



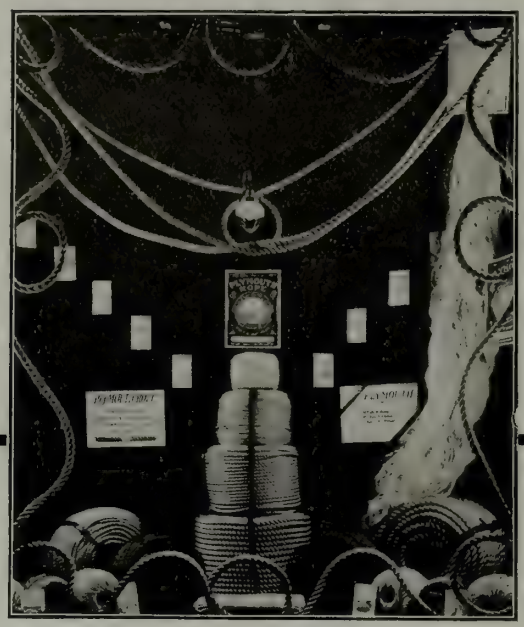
Large Family Style

Aluminum or White Enamel Outside

White Enamel Inside; Galvanized Ice Chamber.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER CANADIAN AGENTS



OUR ROPE IN YOUR WINDOW

To Make the Most of a Good Thing--Push It

An increasing number of dealers are learning that Plymouth rope sales bring satisfied customers, permanent trade, the reputation of handling the best, and lasting profits.

PLYMOUTH ROPE

"The Rope You Can Trust"

does all this because it is a specialty—the one best rope.

To help dealers make the most of Plymouth's advantages we have arranged a practical advertising and selling service—furnished and delivered free to every Plymouth dealer. This will mean still more good customers for good rope—***for you*** if you want them.

Better write us now for prices and further information. Service ready to deliver in a few days.

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Stocks at TORONTO, MONTREAL, HALIFAX, ST. JOHN, WINNIPEG, VANCOUVER

No. 1130. Body and Bottom
ONE PIECE.
1½ inch opening.



No. 1130 (Straight Spout)
No. 1131 (Bent Spout)

THE SPRING IS HERE

AND WILL BE ALL THE YEAR
IN THE FAULTLESS **BOTTOMS** OF

Hero Quality Oilers

Here are two popular mowing machine oilers.

Your jobber has them and many others.

No. 1120.
The Best Oiler Made.
1½ inch opening.
SOLID BRASS Hoop and Screw with
"THE SMOOTH THREAD."
(PATENTED PROCESS)



No. 1120 (Straight Spout)
No. 1121 (Bent Spout)

The Hero Manufacturing Company
PHILADELPHIA, PA., U.S.A.

The Steel Company, Limited

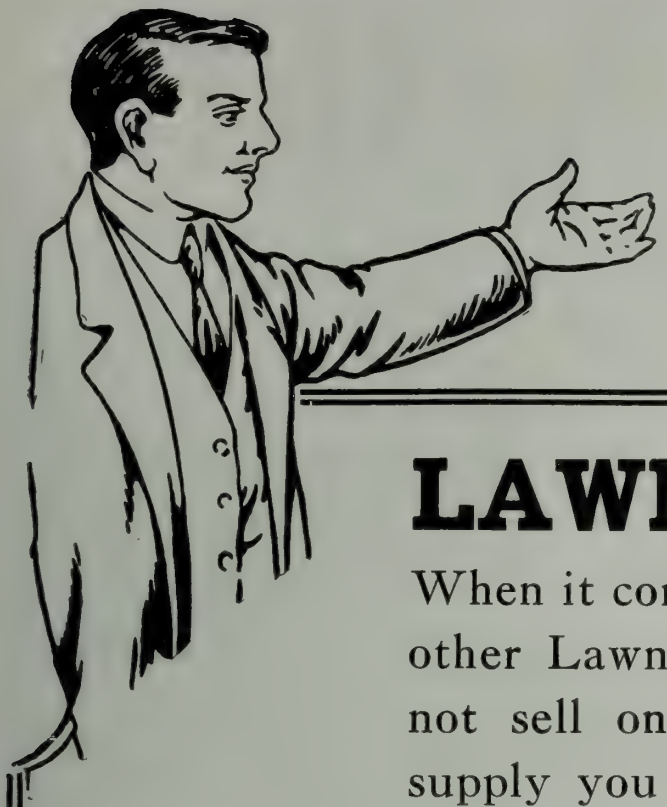
WIRE

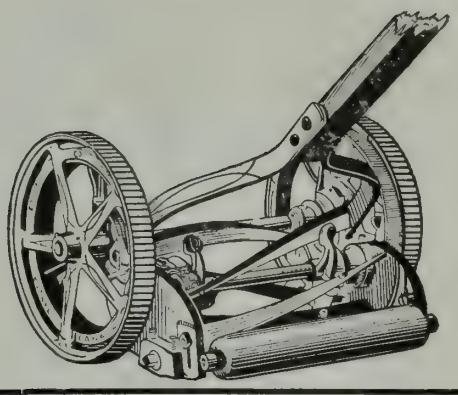
Oiled and Annealed Wire, Barbed Wire
Galvanized Coiled Spring Wire
Wire Nails, Fence Staples, Tacks
Wood Screws, Machine Screws
Stove Bolts, Tire Bolts
Rivets and Burrs

Bar Iron, Bar Steel
Tiger White Lead
Bolts and Nuts
Horse Shoes, Horse Nails

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VANCOUVER, B.C. VICTORIA, B.C. ST. JOHN, N.B. HALIFAX, N.S.





LAWN MOWERS

When it comes to Lawn Mowers and other Lawn and Garden Tools, why not sell only the best? We can supply you with Lawn Mowers that will give absolute satisfaction. As finely adjusted as it is possible to have them, easy running and will give perfect service. These are the kind of Tools that will build up your trade, because they stand the test.

It will soon be time now for Hammocks, and we have a large assortment from which to select. Get descriptions, prices, etc., and include Hammocks with your next order.

Send Us Your Orders

H. S. HOWLAND, SONS & CO., Limited

WHOLESALE HARDWARE MERCHANTS

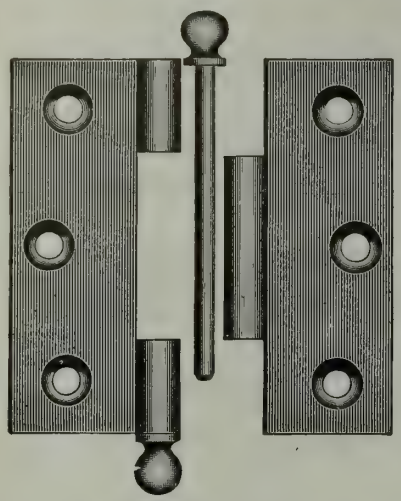
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We Ship Promptly.

Our Prices are Right

Graham Nails are the Best

CRESCENT BRAND HARDWARE



BUTT HINGES
STRAP HINGES
TEE HINGES
HINGED HASPS
WROUGHT STAPLES
GATE HOOKS

BARN DOOR HANGERS
PARLOR DOOR HANGERS
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ROLLSTON PULLEYS
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Etc. Etc. Etc.

STEEL SHEETS, BANDS, BARS, RODS, WIRE

CANADIAN STEEL GOODS CO., Ltd.

HAMILTON, - - CANADA

"STANDARD" WICKLESS BLUE FLAME OIL COOK STOVES



Sizes 1, 2 and 3 Burners

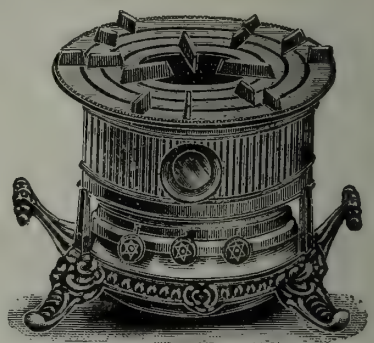
Made on the "gravity feed" principle

SIMPLE AND EASY TO OPERATE.

Solves the problem of economical cooking in country homes and surburban residences.

We have also in stock

"Buckeye Junior" Gasoline Stoves
"Summer Girl" Oil Stoves
"German Oil" Oil Stoves
"Eagle" Oil Stoves, Etc.



German Glass Bottom Stove

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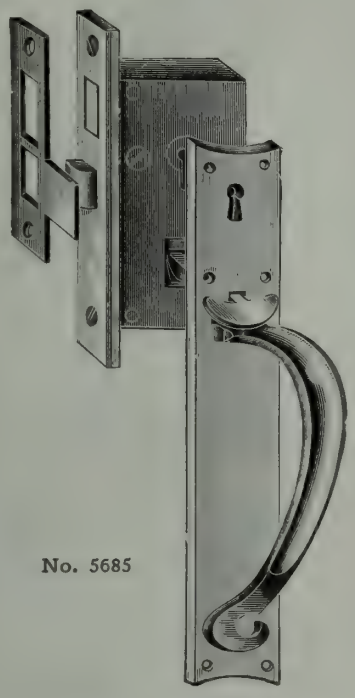
THE THOS. DAVIDSON MFG. COMPANY, Limited

MONTREAL - - TORONTO - - WINNIPEG

Estd 1809 EVERED & Co. LTD

MANUFACTORY:

Surrey Works, Smethwick, near Birmingham, England



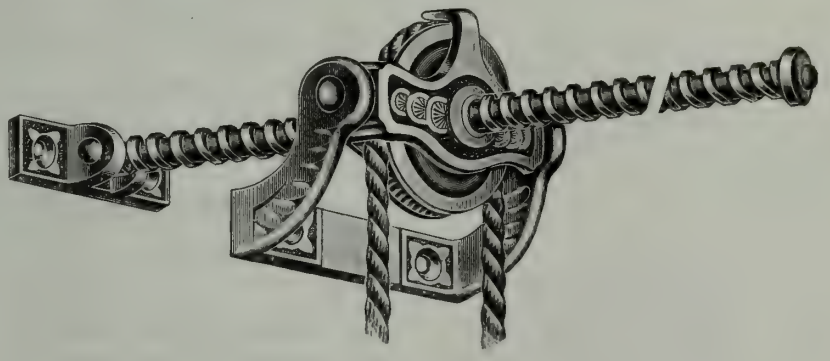
No. 5685

LOCK LATCH SET

Consisting of two handles and latches, and weighted mortise lock.

PRESTON'S SCREW FANLIGHT OPENERS.

For opening, closing and fastening all kinds of Fanlights, Casements and Skylights. Various patterns adapted to all positions.



EVERED & CLARKE'S PATENT TELESCOPIC CASEMENT STAY



No. 6582.

The Stay, either open or closed, is entirely out of the way of blinds and curtains.

The thumb screw is riveted to prevent loss.

The Stay, being made of hard-drawn oblong tube, is stronger than a cast stay of the same thickness.

7 inches long closed, 12 inches extended.

CANADIAN REPRESENTATIVE:

GEO. H. SAYWELL

HAMMOND BUILDING, 61-3 ALBERT STREET : : WINNIPEG

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ASK OUR SALESMEN TO WAIT UPON YOU.

WEAR-EVER
NA ALUMINUM LTD
TRADE MARK

"Wear-Ever" Aluminum Ware



"No! They are not all the same."

"Wear-Ever" Aluminum Utensils *are different.*

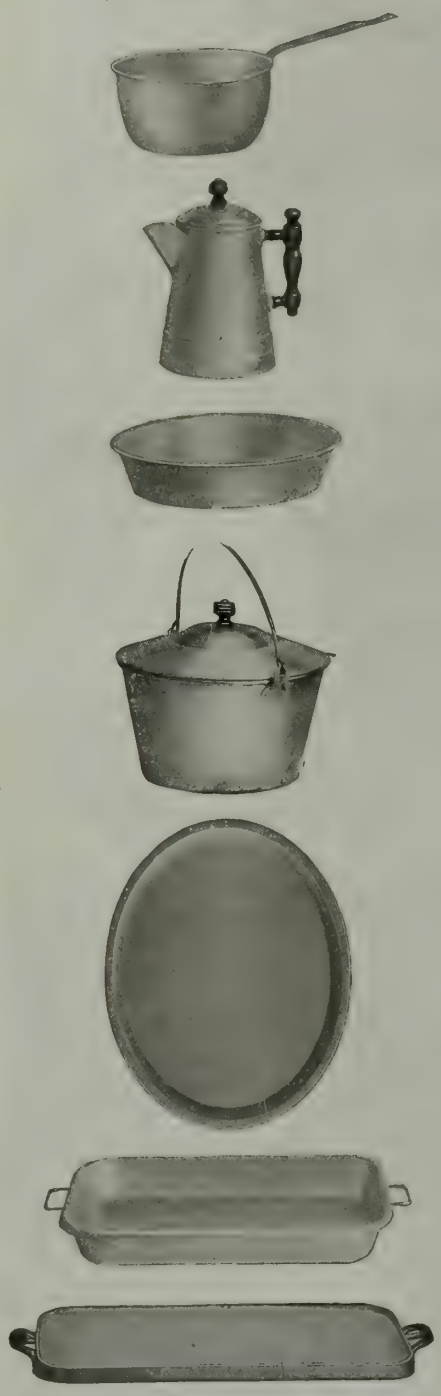
Of course, aluminum is aluminum; but utensils may differ in thickness, in handles, in finish.

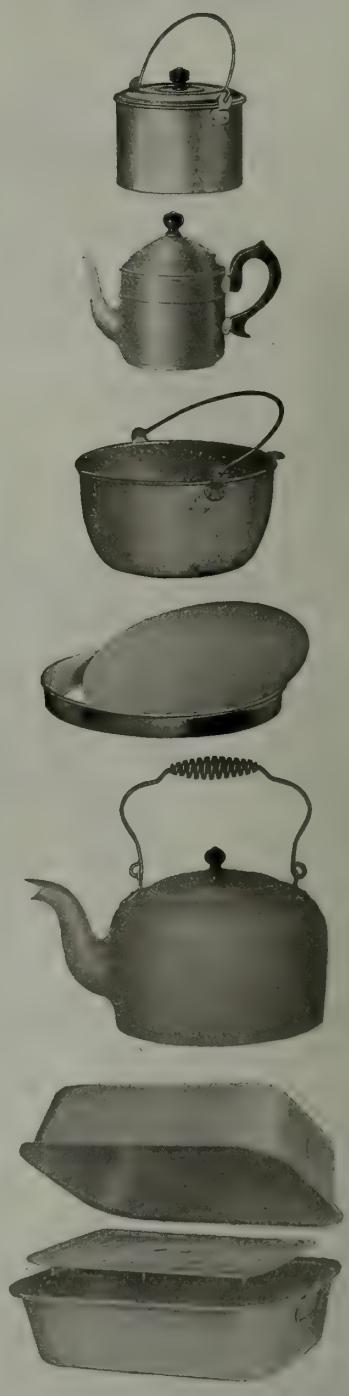
Thickness. They are made thick enough to prevent denting readily; thick enough to guarantee a lifetime of satisfactory service.

Handles. The handles of **"Wear-Ever"** utensils are made of the best tinned steel. Aluminum handles would become too hot—wooden handles would burn off or break. The handles of **"Wear-Ever"** utensils are gripped to the utensils by aluminum rivets with large heads. The heads are not sunk into the side of the utensil—the side remains of uniform thickness, strong enough to hold the handle on firmly for years.

Finish. The outside is polished. The inside is hardened by an electrical process which makes the metal harder, smoother, less liable to be discolored by food or water containing alkali or iron, and more easily cleaned than would be possible if the utensils were not so finished.

Replace utensils that wear out with utensils that "Wear-Ever"





WRITE FOR CATALOGUE AND PRICES TO

The Northern Aluminum Company, Ltd.

TORONTO, ONTARIO

DISSTON SAWS

have been sold and used continuously for the past SEVENTY-TWO YEARS in ever increasing quantities.

This is the supreme test of RELIABILITY.

HENRY DISSTON & SONS
INCORPORATED
Keystone Saw, Tool, Steel & File Works
PHILADELPHIA, PA.

Armstrong Ratchets

The Best and Most Complete Line Made

Made entirely from Drop Forgings and Bar Steel.
Hardened all over—Outwear Two of the Soft Kind.



SHORT RATCHET
For Morse Taper.

Each Ratchet is packed in a Cardboard Box.

UNIVERSAL RATCHET



OUR NEW LINE

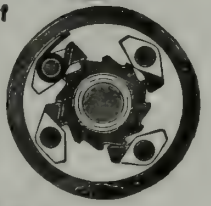
"STANDARD" REVERSIBLE RATCHETS

DEALERS!

Do you want the Best Made, Best Packed and Best Advertised Ratchets?

Two inches of motion at end of handle, IN ANY DIRECTION, will drive the Drill.

Patented Nov. 8, 1898, Sept. 29, 1900.

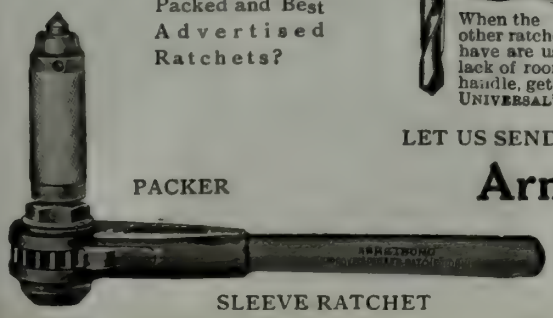


When the other ratchets you have are useless for lack of room to move the handle, get an "ARMSTRONG UNIVERSAL" and it will do the job.

"Hard-to-Please" USERS prefer ARMSTRONG RATCHETS

They stand the racket.

LET US SEND YOU A CATALOG



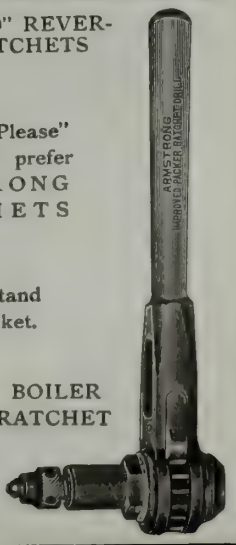
PACKER

SLEEVE RATCHET

Armstrong Bros. Tool Co.

"The Tool Holder People."

306 N. Francisco Avenue, Chicago
U. S. A.



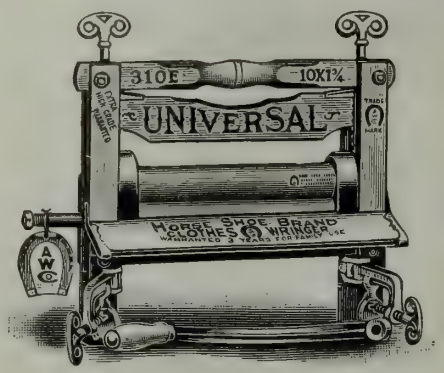
BOILER RATCHET

NEW LINE

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs Enclosed Cog Wheels



Packed 3 in a case

PLAIN BEARINGS

No. 310E— - - - - Rolls, 10 x 1¾ inches
No. 311E— - - - - Rolls, 11 x 1¾ inches

STEEL BALL BEARINGS

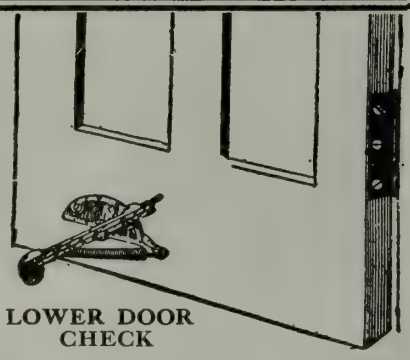
No. 317E— - - - - Rolls, 10 x 1¾ inches
No. 318E— - - - - Rolls, 11 x 1¾ inches

SAME STYLE MADE IN FOLDING BENCH

SEND FOR CATALOGUE "F"

THE AMERICAN WRINGER COMPANY

99 CHAMBERS STREET, NEW YORK



LOWER DOOR CHECK

The "LE PAGE" Patent OIL DOOR CHECK and SPRING

is a marvel of simplicity and has a mechanical action that is perfect.

It is the only door check made without packing in its working parts, which assures absolute freedom from packing friction.

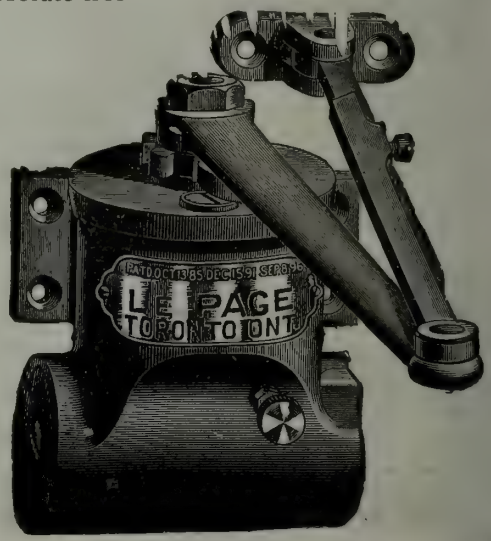
The door on which this device is used cannot slam, as the oil in the spring cup of the check forms a cushion, which keeps the door under perfect control and allows it to close quietly.

The spring tension is applied by means of the ratchet wheel on top; the checking power is controlled by the thumbscrew at the right.

The bearings are long and the spindle, with crank at lower end, is drop-forged from cold rolled steel.

Toronto public schools, Simpson's, Eaton's, etc., use this door check exclusively.

Write for circular and prices.



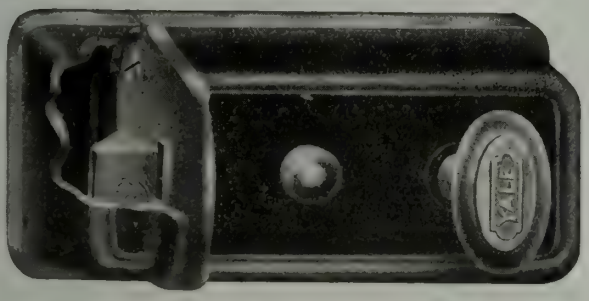
WM. KEATING

266 MACDONALD AVE. TORONTO

YALE

No Locks are Yale Locks unless made by Yale & Towne

You will find that it pays you to carry a good assortment of Yale night-latches, because they give your customers security, while the name Yale always helps the standing of the store that carries Yale goods.



Yale Cylinder Night-latch No. 44

A combination night-latch and deadlock, offering in the most convenient form the highest security known.

Back up our Canadian magazine campaign with good store and newspaper advertising. We furnish free to dealers:

Window Displays	Newspaper Advertisements	Printed Matter
ready to install, that will actually sell goods.	ready to use for your own local paper.	for you to send to your prospective customers.

Dealers' Helps are shown and described in our booklet "Suggestions for Selling Yale Night-latches." Send for this and for our booklet, "Yale in Canada."

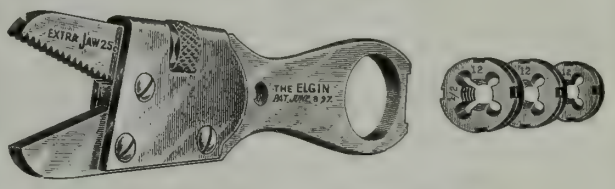
Canadian Yale & Towne Limited

Makers of YALE Products in Canada: Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works, St. Catharines, Ont.

C54-2

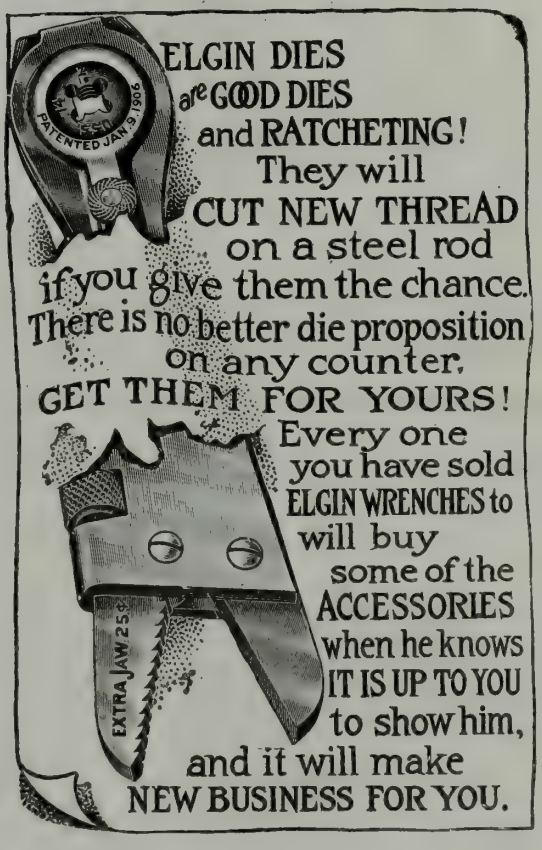
The Elgin



IS DIFFERENT

Many who do not KNOW, think our Dies are a common clean-up-thread proposition like OTHERS they do know.

IT IS A GREAT MISTAKE



6 sizes of Bolt Dies
5 sizes Automobile Dies
3 sizes Brass Pipe Dies
3 sizes Pump Rod Dies
2 sizes Iron Plate Dies

Can be had to select from, but the Bolt Standard is the big seller.

Ask for our booklet and see how your customer wants to sort up.

SETS in Boxes, or Leather Rolls, and an Elgin Wrench in every Set. An Elgin Set in your showcase is better than an Elgin on the shelf.

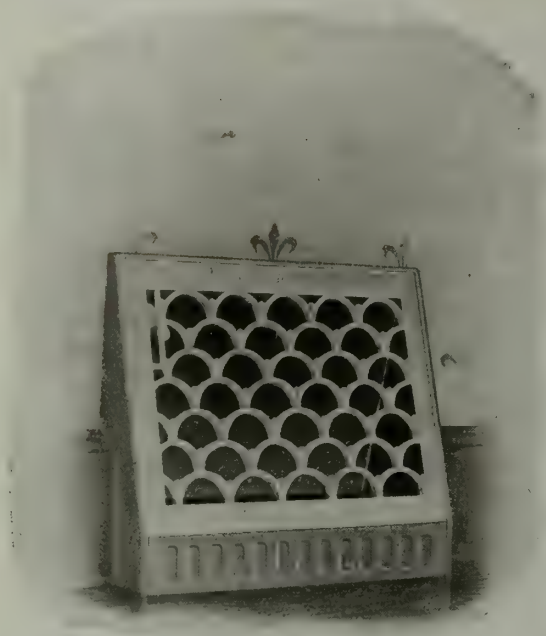
ALL JOBBERS CAN SUPPLY—ASK THEM

STAR MANUFACTURING COMPANY

CARPENTERSVILLE, ILL., U.S.A.

THE DEFIANCE

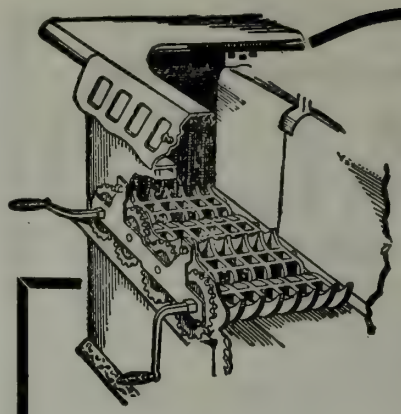
THE MOST POWERFUL
REGISTER IN THE WORLD



Fits a stack head EIGHT INCHES deep, and accommodates either a 12 in. or a 14. in. supply pipe. Write for prices.

Canadian Ferrosteel Co., Limited

BRIDGEBURG, ONTARIO



A Wonderful Value

always prevails in the

CHAMPION RANGE

It sells on sight to prospective buyers and is guaranteed to give absolute satisfaction and long service.

THE CHAMPION GRATE

which is found only in this range, is crosswise, non-warping bars, easily shaken, more open surface and a clean fire. It is the result of long study and is superior to most grates.



D. J. BARKER & COMPANY

PICTON, ONT.

Get in Early With This Fast Selling Line and Have a Big Spring and Warm Weather Business.



Now is the time to install a "Cookery Department." Spring buying has begun. Dealers' sales of "IDEAL" FIRELESS and STEAM COOKERS are increasing daily, and will continue to grow larger as the days get warmer. It's the one big paying summer proposition. Your stock should be on display now.

One of the many exclusive features of the "IDEAL" FIRELESS COOK STOVE is the

"WATER SEAL" TOP

a heat-holding device that is automatic and insures absolute cooking success. They ROAST, BAKE, STEW, STEAM and BOIL, and do it faster, better and keep the food hot longer than any other FIRELESS COOKER. Lined throughout with

"PURE" ALUMINUM

the "14-kt. gold of kitchen ware." Sanitary. Will not rust, corrode, pin-hole, crack, chip or peel. COOKERS made in nine sizes.

"IDEAL" STEAM COOKERS

Cook an Entire Meal Over ONE BURNER of Any Kind of Stove. Any kind of fuel. Flavors and odors cannot intermingle. Food better cooked than in a stove. Nothing can scorch, burn, over-cook, dry-up or evaporate. It's "The COOKER with the Whistle," that calls 20 minutes before more water is needed.



HOLDS 16 1-QUART JARS FOR CANNING FRUITS OR VEGETABLES.

Made in 14 sizes, including sizes for hotels and restaurants. Round or square; tin with copper bottoms or solid copper. **Illustrated catalogue of STEAM and FIRELESS COOKERS and 100 other Household Specialties, with wholesale prices, sent free on request.**

EXCLUSIVE AGENCIES GIVEN.

THE TOLEDO COOKER COMPANY

1319 W. BANCROFT STREET, TOLEDO, OHIO

LONDON BAR IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.

LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg

Look For This Trade Mark Then Buy The "White" Mop Wringer









WHITE MOP WRINGER CO.
FULTONVILLE, N.Y.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY



Put the FORD to this test.

Take an ordinary piece of wood, after starting the screw point, do not use any pressure on the brace. After the lip begins to cut, count the number of turns it requires to bore through the wood. Then do the same on the end grain of Hickory or any hard wood you wish. Then—try any other Bit you may have in these same ways.

The result will prove our claim that the Ford is the fastest boring, smoothest working and most accurate boring Bit yet produced. Give the FORD the above test.

and be convinced of its superiority

It is universally used by all progressive carpenters and electricians, and its almost phenomenal sale tells the story of its practicability for all kinds of work.

It bores almost twice as fast as the average bit in both hard and soft wood, wet or dry, or even frozen. It is unexcelled for the finest, fussiest work.

No clogging, no turning off—a knot can't stop it, it is accurate to the fraction of an inch. The FORD is imitated but not equalled.

Write for our free Booklet E.

Ford Auger Bit Co.

HOLYOKE, MASS.

Makers of Auger Bits, Ship Augers, Car Bits and Boring Machines



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.,

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

The PILOT

SUCCESS FURNACE

Will Strengthen Your Hold Upon Your Furnace Trade



A Trial Will Convince You Of It's SUPERIOR SELLING QUALITIES

You cannot afford to overlook this ideal business-getter. It is a furnace with distinctive advantages over most other makes—advantages that the trade is quick to notice.

Write at once for our Catalogue and prices. We absolutely guarantee every "Pilot Success" that leaves our works.

Profit by the experience of others by writing for testimonials from "Pilot Success" dealers.

PROMPT SERVICE

The Hall Zryd Foundry Co., Limited

Hespeler -:- Ontario

Quality Goods Make Business

McClary's

1912 GAS RANGES ARE FAMOUS BECAUSE OF THE QUALITY

ORDER TODAY



WRITE FOR CATALOGUE AND COOK BOOK

Style G. No. 258

You will find many customers who want this style of Range.
The large closed in cabinet base with shelf and sliding doors is just what they want. Show it to them and you'll find it is so!
This range has numerous advantages that will at once be appreciated by the housewife. A large cooking Surface, griddle plate, lots of oven and broiler space and somewhere to keep pots, pans and other utensils.

"McClary" on Goods is a Quality Name.

McClary's

McCLARY'S SHIP QUICK.

Toronto, Montreal, London, Vancouver, St. John, N.B.
Hamilton, Winnipeg, Calgary, Saskatoon

High Quality



Conductor pipe and eavetrough, every length uniform and easily fitted together.

Corrugated iron, elbows, skylights, ventilators, ridge roll and valleys.



Wheeler & Bain
The Quick Shippers
TORONTO

IF YOU BELIEVE IN THE UP-TO-DATE METHODS OF CONDUCTING BUSINESS

you should investigate our ORIGINAL ADVERTISING PLAN and GET ACTION SELLING SERVICE or

"MULE-HIDE" ROOFING

(NOT A KICK IN A MILLION FEET)

whereby we can increase your business 25% to 50%. This is not a claim but a fact that has been proved time and time again. Let us prove it to YOU. Get this proposition NOW. Quick action means dollars to you—do not hesitate.



The Dominion Roofing Company, Limited

31-33 FRONT STREET EAST, TORONTO

About Sprinklers

This is the season for them

McClary's



Japanned or Plain Sprinkler

line of these is a high-grade one.
Japanned and plain in 5 sizes.
Galvanized in sizes up to 20 quart.
All made of best material.
Order early and get quick delivery.



Galvanized Sprinkler

McClary's

"McClary" on goods is a quality name

Toronto Montreal London Vancouver St. John, N.B.
Hamilton Winnipeg Calgary Saskatoon

McClary's Ship Quick

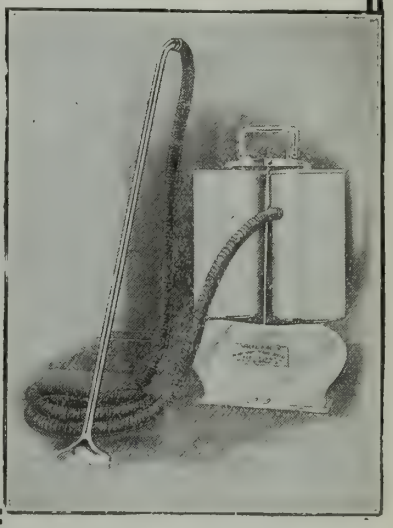


Onward Hand Power and Onward "TRIUMPH" Electric VACUUM CLEANERS

Are The Kind That Are Easily Sold

This is constantly being proved by re-orders and letters of satisfaction that come by every mail.

Why not get acquainted with these money-makers at once? Other dealers are reaping good profits—you can too. The popularity of these cleaners is due to their superior construction, and light weight.



Have just issued a **Handsome Illustrated Catalogue,** which is yours on request. **It points out clearly the winning points of our cleaners.**

Write Now.

Onward Manufacturing Company

BERLIN ONTARIO

Distributing Agents for Manitoba, Saskatchewan and Alberta,
Moncrieff & Endress, Ltd., Scott Block, Winnipeg



ROGERS' PORTLAND CEMENT

PROFITS 'Will Appeal to YOU

If you have not considered the cement problem you should do so at once as Rogers' Portland Cement allows you a profit worth while.

A little advertising in your vicinity will draw the builders' trade your way.

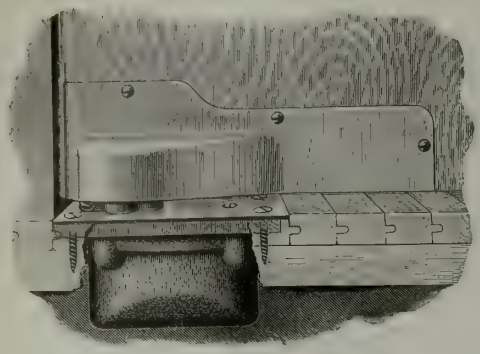
The Great Strength, Wonderful Stability and Uniform Set of this product are known everywhere.

QUICK DELIVERY. PRICES RIGHT.

ALFRED ROGERS LIMITED

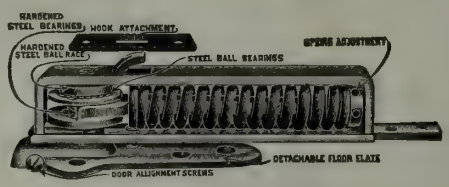
28 West King Street, TORONTO

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG



Standard DOUBLE ACTING SPRING FLOOR HINGES

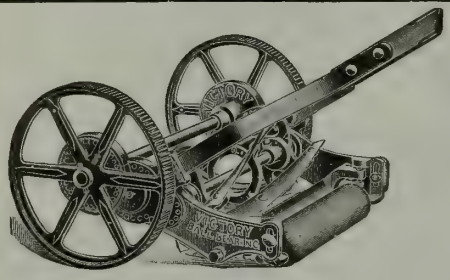
It is a door check and hinge combined.
It automatically closes the door without a slam.
It prevents children from being knocked down.
It prevents injury to hands if caught when door is closing.
It stops door exactly at center.
It holds door open automatically when desired.
It renders the action of door absolutely noiseless.
It will outwear three of the spring hinges now in common use.



REGULAR KIND

Patented—Canada, February 20, 1912.
" —United States, October 31, 1911.

THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

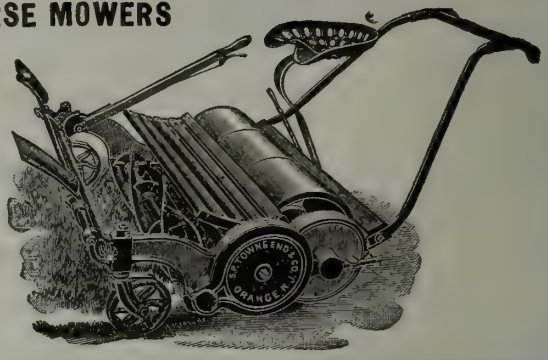


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS

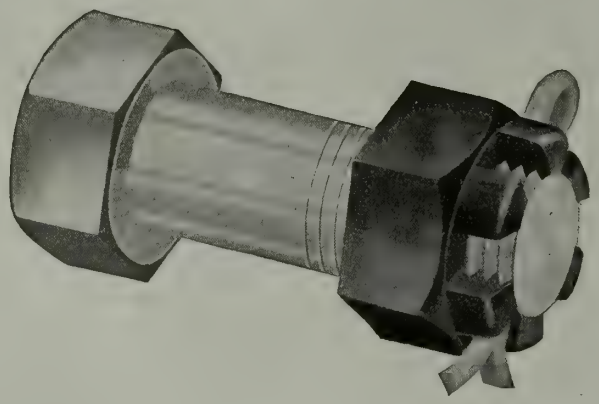


Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

Castellated Nuts



the kind that can't jar loose

WHENEVER you see NAMCO products being used you know the consumer is getting satisfaction.

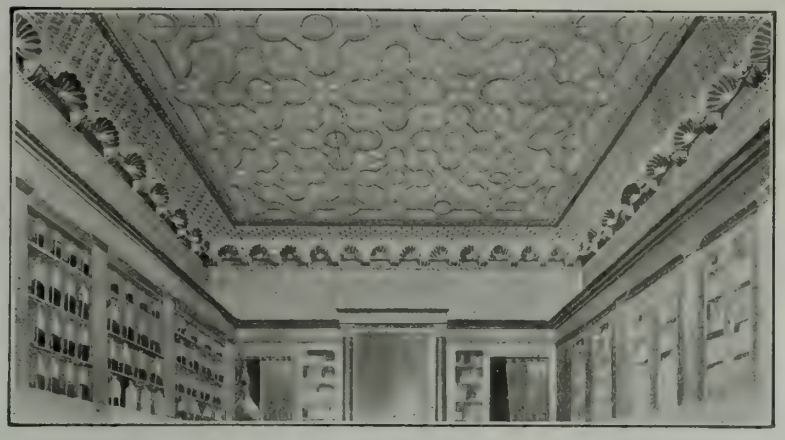
NUTS made the "Acme Way" have accurate holes, clean-cut threads and smooth edges. They are made to fit snugly, so that pressure will not strip the threads.

WE carry in stock all kinds and sizes, with "V," U.S.S., and A.L.A.M. Threads, iron, steel and brass, plain or castellated. Specify soft or case-hardened. They will be delivered promptly from our factory at Montreal.

Our book—"Parts for the Trade"– will give you an idea of the special work we do.

THE NATIONAL-ACME MANUFACTURING COMPANY
MONTREAL, QUEBEC





METALLIC CEILINGS FOR STORES

There is money for you in selling them, in erecting them and in selling the paint to finish them. Write for our Catalogue and go in for this line at once.

THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

C 91

GREENING

Greening's Steel Wire Chain

If you are interested in chains examine carefully the perfect mechanical construction of "Greening's". It is the most perfect chain made. We make it in 13 sizes. We use it exclusively in all our Halter, Dog, Tie Out, Cattle, Trace Chains, etc. You will make no mistake in handling our line exclusively.

Correspondence solicited. We send cuts with table of breaking strain.
Samples etc. upon request.

THE B. GREENING WIRE CO. LIMITED

HAMILTON, ONT. :: MONTREAL, QUE.



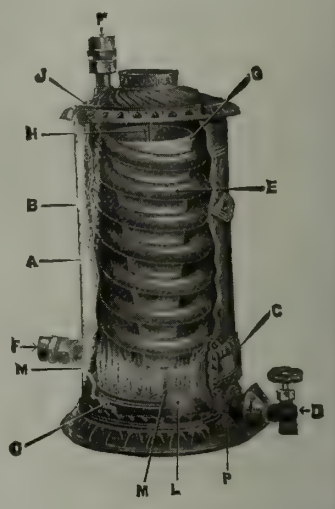
NOW is the Time to Stock

WATER HEATERS

Many new houses are being erected this summer, and there is certain to be a large demand for heaters.

Be prepared to meet this demand by putting a few in stock.

It will surprise you, with this heater, how cheaply a constant supply of water can be procured. The secret of low cost of operation is in the superior mode of construction.



These heaters are rigidly constructed from the very best material, and neat and attractive in finish.

Will be pleased to receive your request for full information regarding this guaranteed product.

WRITE US TO-DAY

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West, - TORONTO

Cummer-Dowswell Products

THE SIGN



OF QUALITY

Power Washing Machines

Hand Washing Machines

Leader Barrel Churns

Egg Crates

Laundry and Power Clothes Wringers

Hand Clothes Wringers

Rotary Lawn Dryers

Mangles

ALL have Exclusive Features that distinguish them from other makes.

MADE BY

Cummer-Dowswell, Limited

HAMILTON, CANADA

Agents:
W. L. Haldimand & Son, Montreal, Que.
H. F. Moulden & Son, Winnipeg, Man.

Corrugated Iron Prevented Spread of Terrible Fire

The thousands who watched the terrible fire in Toronto a few days ago, when thousands of dollars' worth of property was destroyed, had a chance to see what corrugated iron would do to prevent the spread of flames.

In "The News" the next day it was reported that the firemen could not reach the flames on account of the iron coverings of the buildings, but as an official put it afterwards: "I tell you if it hadn't been for the iron coverings on those buildings this entire neighborhood would have been destroyed. Some of those buildings were huge furnaces and the last thing to fall was the metal sides."

And that is only one instance of the protection afforded by Corrugated Iron.

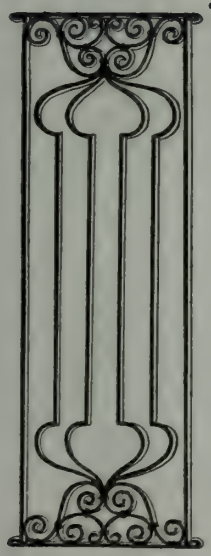
How about your buildings? Supposing some building near yours should burn, and the burning pieces fell on your factory, how many chances have you of saving it?

Use corrugated iron for your covering. Let us tell you about ACORN QUALITY CORRUGATED IRON—the iron with the trade mark—the kind that lasts practically forever.

If you intend building, write to us to-day for our prices.

MENTION HARDWARE AND METAL

THE METAL SHINGLE & SIDING Co. LTD
PRESTON ONT. MONTREAL QUE.



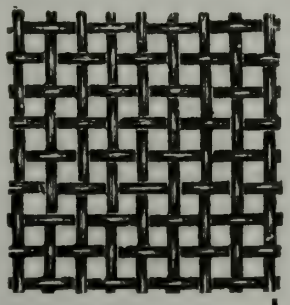
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WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

Perforated Sheet Metals
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Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.



Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

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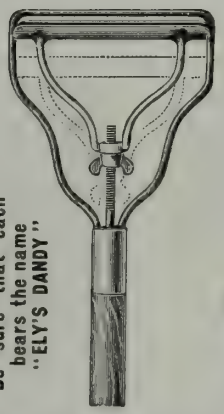
Canada Wire and Iron Goods Company
HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

ELY'S JANITOR MOP

No. 8 for men
No. 21 for women

Others are not just as good



Be sure that each bears the name "ELY'S DANDY"

THEO. J. ELY MFG. CO.
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Get our catalogue of Mop Sticks, Mop Wringers, Brush Holders, Carpet Beaters, Broom Holders, Etc.

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Mop Wringer and Bucket
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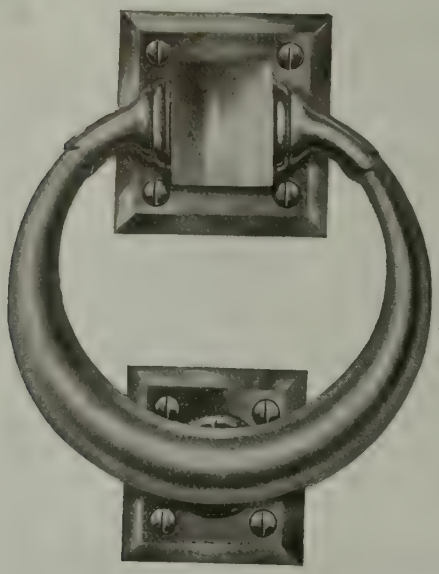
Others are not just as good.

Be sure that each bears the name ELY'S DANDY

Made in three sizes, 10 qt., 14 qt. and 22 qt.; guides, posts and step of malleable iron; lever of wrought iron, finished in black enamel; cedar buckets, three hardwood rolls. The most popular mop wringer on the market.

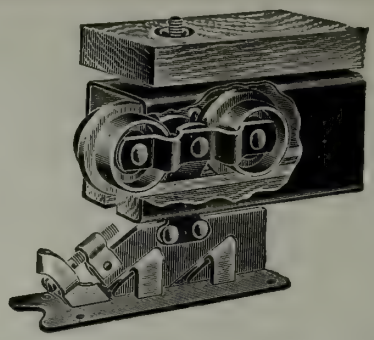


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Door Knockers add greatly to the appearance of a door. They are rapidly coming into vogue. Peterborough Door Knockers supplied to match any of our designs. A sample on your show cases will interest customers.

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH, ONT.



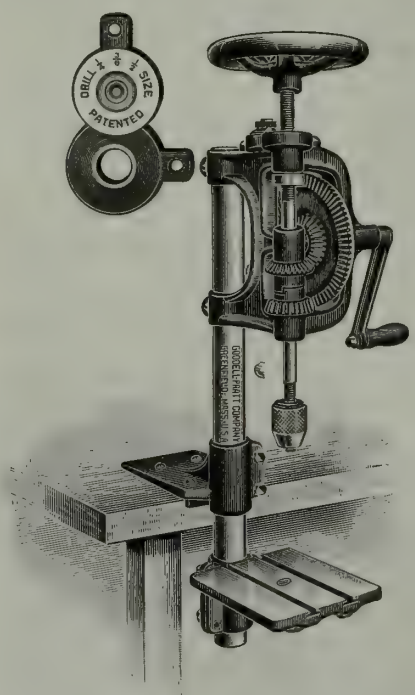
Richards Royal

House Door Hanger is recognized by dealers as the leader in house door hanger construction.

Live dealers sell RICHARDS ROYAL for the satisfaction and profit it brings.

Are you getting this profit?

Richards-Wilcox
MANUFACTURING CO.
AURORA, ILL. U.S.A.
Door Hangers and Hardware Specialties



BENCH DRILLS

With Intermittent Friction Feed and Quick Return of Spindle

This Feed is instantly adjustable to any size of drill within the capacity of the machine, and beyond setting it properly no further attention is necessary. All the operator does is to turn the crank.

The Spindle is provided with a quick return movement. All that is necessary is reverse the movement of the crank.

They are paying profits to dealers.

Goodell-Pratt Company

Toolsmiths

Greenfield, - - Mass., U.S.A.

Hamilton Jewel Gas Ranges

The illustration shows our No. 240 Gas Range. The additional working space provided on the top of the range by the raising of the side oven and broiler is a feature that commands interest everywhere. The oven and broiler are large and placed at a convenient height. The elevated shelf and steel under-shelf are additional space-providers, and combine to make this range one of our most popular styles.

Make 1912 the best ever.

Buy from the Hamilton Jewel people—makers of Good Gas Goods



Style 240

HAMILTON JEWEL Gas Ranges are crowded with real sale-producing features.

Simple in design.

Easily operated.

Excellent working and wearing qualities.

Unsurpassed in actual results obtained.

Equipped with the Graves' Patent Safety Lighter and Jewel Adjustable Needle Valves.

Economical in time, fuel and labor.

THE PRICE IS RIGHT

¶ **Our NEW 80-PAGE 1912 CATALOG of Gas Ranges, Heating Stoves and Gas Appliances is ready for mailing now.**

JEWEL TRADE MARK

¶ **There are many new features in our 1912 designs. Revised prices. Send for the New Catalog to-day.**

The Burrow, Stewart & Milne Co., Limited

Head Office and Works: HAMILTON, ONTARIO

Offices and Warerooms at TORONTO, MONTREAL and WINNIPEG

Western Customers please address all communications to 130 James Avenue, Winnipeg



Famous Red Jacket "So-Easy-to-Fix" Pumps

Made by RED JACKET MFG. CO., Davenport, Iowa

The *only* line of pumps, *with exclusive features*, made anywhere.

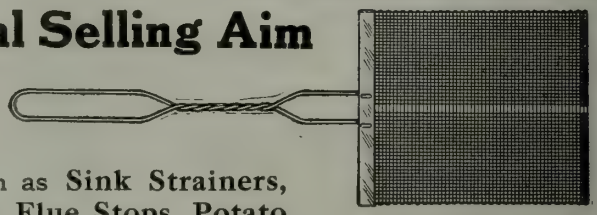
"So-Easy-to-Fix." So easy to work.

You'll know that they are *better, different* as soon as you see one. Order a deep well Red Jacket "So-Easy-to-Fix" Pump from any of these jobbers and ask particulars of exclusive agency proposition.

ROSS BROS. Ltd., EDMONTON | **CANADIAN FAIRBANKS-MORSE CO.,** WINNIPEG - - - SASKATOON | **METALS Ltd.,** CALGARY

Make QUALITY Your Principal Selling Aim

Our goods are of the highest quality, and when the selling price is considered, they are the cheapest on the market.

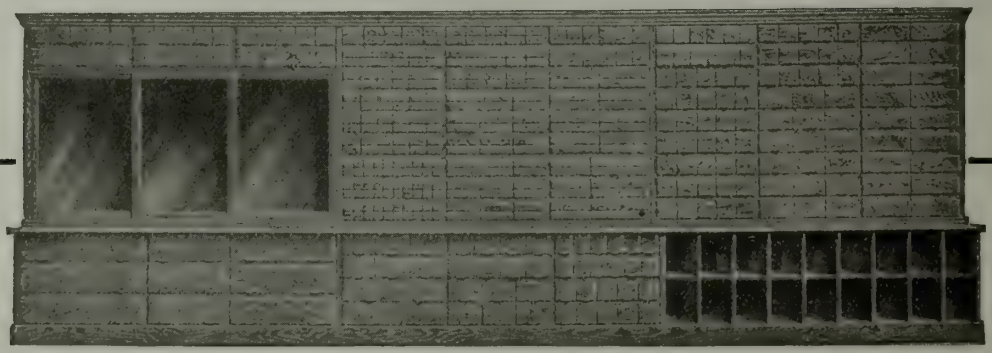




Before re-stocking articles such as **Sink Strainers, Fly Killers, Carpet Beaters, Flue Stops, Potato Mashers, Vegetable Lifters, Egg Beaters, Wire Baskets, etc.,** consult us. The profits are right. Write us to-day for catalogue and prices.

Andrews Wire Works of Canada, Limited

Watford, Ontario - and - Rockford, Illinois



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

THE MORRIS & BAILEY STEEL CO.

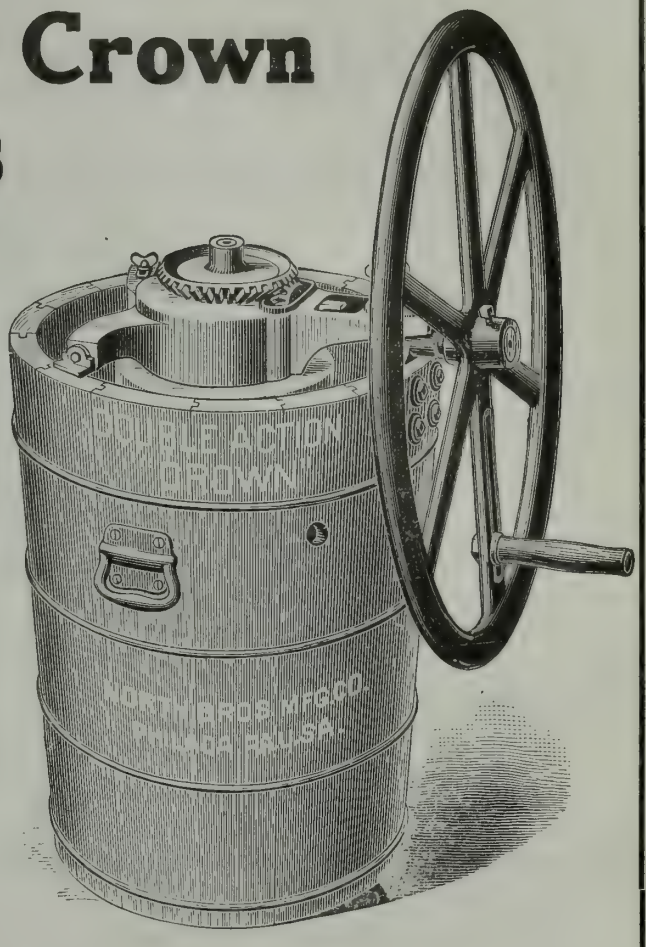
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

Double Action Crown Freezers



Heavy, Strong, Quick-Freezing Machine

Fitted with twin scrapers, heavy tin plate cans with drawn steel bottoms. All inside parts heavily tinned. Southern pine pails with electric welded hoops that will not fall off.



With fly wheel or pulley 18, 24 or 32 qts.

Blizzard Family Freezers

Single acting, twin scrapers, Southern pine tubs with electric welded hoops that will not drop off. Heavy tin cans, with drawn steel bottoms, sizes 1, 2, 3, 4, 6, 8, 10, 12 and 14 qts.

GEM FREEZERS double acting, quick freezing. For years the most popular. Southern pine pails with electric welded hoops that will not fall off. Heavy tin plate cans with drawn steel bottoms. Sizes 1, 2, 3, 4, 6, 8, 10, 12 and 14 qts.

WHOLESALE DISTRIBUTORS

CAVERHILL, LEARMONT & CO.
MONTREAL

WONDER-SHINE

Pure Aluminium Cooking Utensils

WILL—Be sold through trade only, and not peddled from door to door.

WILL—Be "Made in Canada" Goods.

WONDER-SHINE PURE ALUMINIUM WARE MADE IN CANADA

WILL—Be heavily advertised by Brand.

WILL—Bear this trade-mark.

Write us to-day telling about your requirements.

WONDER-SHINE LIMITED

GENERAL OFFICES—220 King St. West - - TORONTO, CANADA

L24

INSURES HACK SAW RESULTS

STAR Hack Saw Frame No. 10

is light, handy and one of the strongest tools of its kind on the market.

It is quickly adjusted, and has that combination of lightness with a maximum of strength which is so indispensable in a tool of this description.

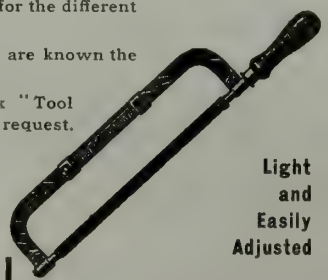
STRENGTH WHERE STRENGTH IS NEEDED

The strength of the Star Frame is due to its simple and sensible construction, and to the fact that the greatest strength of the tool is concentrated where the greatest strain comes—in the centre of the frame.

The steel is tempered and the appearance of the frame is excellent. This tool is adjustable to carry blades 6, 7, 8, 9, 10, 11 and 12 inches long and is marked for the different lengths.

The merits of Star Hack Saw Blades are known the wide world over.

An interesting and instructive book "Tool Practice" sent to anyone FREE upon request.



Light and Easily Adjusted

MILLERS FALLS CO.
28 Warren St., New York City

"ATLAS"

The "Trade Mark" Known the World Over, It Stands for "Quality."

TRY OUR,

"BEST FLEXIBLE MANILLA ATLAS FLINT PAPER"

The Best Flint Paper That Years of Experience and The Most Modern Machinery can Produce.

Examine The Quality, Then Compare Our Prices.

Always Try to Give Your Trade Something, "A Little Better." This is Possible With, "Atlas Brand."

London Emery Works Co.

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CANADA

"QUEEN'S HEAD"

Galvanized Iron

Its popularity never diminishes.

John Lysaght, Limited
Makers
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A. C. Leslie & Co., Limited
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INGOT METALS

Aluminum — Antimony

Copper — Spelter

Lead — Tin

For Lowest Prices and Prompt Deliveries

Enquire from "The House for Metals."

A. C. LESLIE & CO., Limited

MONTREAL

—PUMPS—

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures QUALITY. Better write to us.

F. E. MYERS & BRO.

ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

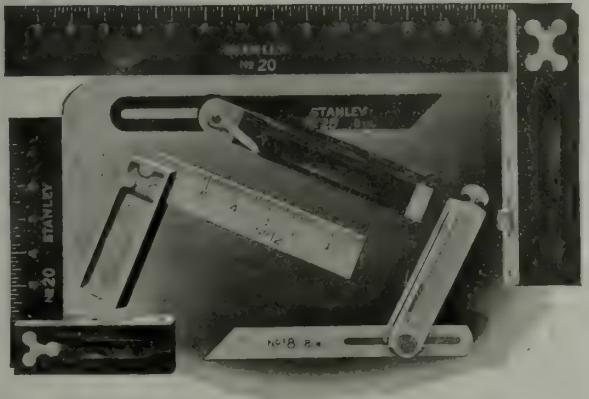
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CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.



Stanley Tools

Among the tools we manufacture are TRY SQUARES and BEVELS.

No effort is spared in their construction, and the material from which they are made is the very best that can be procured.

Our catalogue contains full description of these and other styles.

We are now prepared to ship from our CANADIAN WORKS all sizes of "BAILEY" Bench and Block Planes, also Bit Braces, Spoke Shaves and Pocket Levels. As fast as practicable we expect to increase the output of this plant to include other tools shown in our catalogue.

Address all communications to

STANDARD THE WORLD OVER

Stanley Rule & Level Co.

NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

DOMINION
LESS PRICE---MORE FORCE
AMMUNITION

What you want, PRICE and QUALITY

We Have Both { Lowest Price / Highest Quality

You Save Money by Using Dominion Cartridges.
You Save Cartridges, Shooting Your Game with the Dominion Make.

DOMINION CARTRIDGE CO., LIMITED
MONTREAL, QUE.



Everybody is Buying
SAPHO ANTI-DUST

which makes sweeping a pleasure. The use of Anti-Dust means that all the dust is collected and not swept into the air and on to the furniture and curtains.

EVERY CAN SOLD PROCURES A REGULAR CUSTOMER

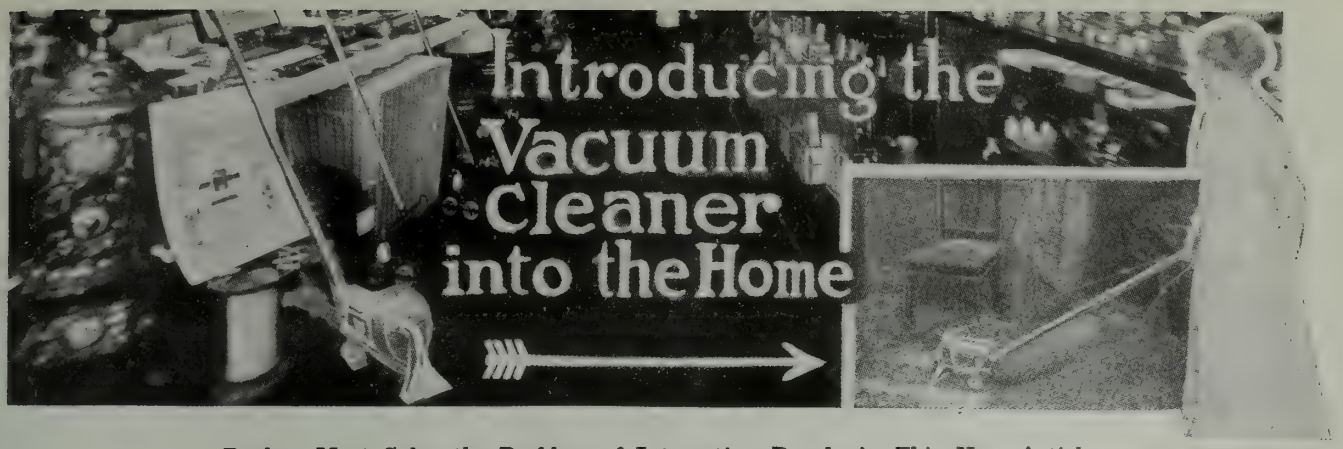
Microbes and disease germs do more harm to health than moths do to carpets. Anti-Dust contains ingredients that positively destroy germs and insects. The only sweeping powder that does this and has a pleasant odor.



Positively the best! Everybody who uses it says so.
Are ***YOU*** making any profit out of this invention?
Perhaps your customers have to buy it elsewhere.
Lay in a stock to-day. It needs no pushing and we will help you to sell it; full particulars if you drop us a post card.

ACT NOW—IT MEANS MONEY IN YOUR POCKET

SAPHO MFG. CO., Limited
586-588 Sanguinet Street, MONTREAL **Also Toronto and Winnipeg**



Dealers Must Solve the Problem of Interesting People in This New Article—Does Renting Pay?—The Demonstration is Regarded as a Safe Method—Some Dealers Hold House-to-House Canvasses—The Future Will Find Vacuum Cleaners a Household Necessity.

There is one outstanding problem in connection with retail handling of the vacuum cleaner. The machine must be introduced into the home. It devolves upon the merchant to find some way to get the public interested in vacuum cleaners. Once a person is interested, conviction soon follows.

The vacuum cleaner is distinctly new. It is only of recent years that it has come to the front and people are slow to accept innovations. This may be a rapid age, an age of radical changes, but the average person nevertheless is encased in a hard crust of conservatism. Up to a certain point, the average man is an advocate, unconsciously perhaps, of the let-well-enough-alone principle. When you add to that the fact that he is naturally suspicious and highly skeptical, reasons are not wanting for the slowness with which innovations are generally received. It is a fact that our immediate progenitors thought a long time before they abandoned their open grates for that "new-fangled contraption," called a stove.

As stated before the vacuum cleaner is distinctly new and it is going to take quite a lot of educational work before it is accorded the universal recognition it deserves, and that it is going to receive in time. Quite a share of this work will fall upon the shoulders of the retail merchant.

The Renting Method.

The common method adopted to introduce the machine is to rent it out at so much per hour or day. This is undoubtedly effective in convincing people of the powers of the machine. It is calculated to break down all skepticism on that score and to establish the supremacy of vacuum cleansing over the old one-broom-power method, but at the same time it raises certain other obstacles in the way of sales. When people find they can rent machines, they do not buy. Cases are known where dealers have been renting machines for a couple of years and have not yet made a sale. They find no difficulty in renting the machines so it is a reasonable assumption that they have convinced a large number of the value of the machine. The fact that none of these people have purchased machines, would seem to point to the fact that the possibility of renting has deterred them.

That, however, is a debatable point and space does not allow further reference to it, here.

Holding Demonstrations.

The most effective method of introducing anything new is to hold demonstrations. People, nowadays share one quality pretty generally with the Missourian; they must be "shown." They hear and read that a new machine will do a certain thing but they want positive proof, occular proof preferably, before they will extend the sanction of their belief. The flying machine was looked upon with frank disbelief until Bleriot sailed across the English channel. Men awakened then to the practical possibilities of flying and the doubters are becoming fewer all the time.

The story of the Pied Piper of Hamelin, who drew all the rats in a vermin-haunted town from their hiding places and led them into the River Weser with the sheer fascination of his music, is a quaint fiction which still interests people but has never begot belief. Every housewife has heard that there is a machine on the market which sucks up dirt and draws dust with irresistible force from unseen crevices, leaving everything clean and new. But very few have seen it done. They may not regard it as an absolute fiction but they want to see it done themselves. The thrifty matron is not easily convinced that any machine can clean a house better than she can do it with her tried and trusty helpers, the broom, the mop, the scrub brush and the duster.

Clearly then the duty of those interested in selling vacuum cleaners is to see that the necessary proof is supplied. To hold demonstrations in hardware stores is the method being adopted and the results are found to be good.

Are Selling Machines.

Quite a number of Ontario dealers have held demonstrations this spring and in almost every case immediate results were obtained. One dealer has already sold nine electric vacuum cleaners and six hand power machines. This enterprising salesman is located in a town of less than 3,000 people, so it is apparent that he is making considerable headway. Another dealer—in Hamilton this time—has sold four electric cleaners and six hand machines. The same record has been made by a hardwareman in a small place not far from Hamilton. Others still, have sold one and two as the direct result of demonstrations.

Methods of Handling.

To make a success of a demonstration, one phase of it must not be neglected. The news must be spread around so that a goodly number will take advantage of the opportunity. It is waste of energy to demonstrate to an audience of two or three, or even to a good-sized crowd made up of the wrong kind of people. Women whose husbands have sufficient means to purchase a machine are wanted particularly at a demonstration of this nature, and the dealer should see to it that he gets this kind of an audience.

When it comes to publicity, the merchant falls back upon his daily paper. It is the best medium he had of spreading news. Consequently, when a demonstration is decided upon, he cannot do better than plan a live advertising campaign, starting it a few nights before the time when the first demonstration is to be conducted. It is doubtful if a real success can be achieved without the assistance of printers' ink.

Called Up Customers.

However, there are methods of very effectively supplementing the advertising. The Playfair, Preston Co., Midland, Ontario, adopted a plan which

other dealers might well follow. They prepared a list of the likely prospects, including in it the names of such of their customers who were well-to-do, and could reasonably be expected to show interest. They then called up each person on the list, explained about the demonstration, and extended an invitation to be present. The plan worked out extremely well, and they had a big attendance.

By way of digression, it might be pointed out that a direct invitation or anything in the nature of personal attention is keenly appreciated by the average person. If a merchant goes to the trouble of calling up one of his customers with an invitation to visit the store, the customer accepts it as an evidence of his or her importance in the eyes of that dealer, and is flattered accordingly.

Demonstrating in Homes.

Good advice is often obtained from the most unlikely sources. It was a "red-hot tip" which our old friend Mahommed handed out about the mountain. If all men would realize that mountains never move and that, therefore, they must do the moving, there would be a whole lot more accomplished in this world.

This is not another digression, but merely a way of leading up to the statement that if people will not come to the dealer's vacuum cleaner demonstration, the demonstration must go to the people. Quite a few dealers have realized this and have been conducting house demonstrations.

A House-to-House Canvass.

D. Cinnamon, of Lindsay, Ontario, writes as follows:—

"We had an agent here for a few days, but simply had him go from place to place and show the machine. On account of the earliness of the season it was hard to get customers interested, but he succeeded in making sales. I believe that the only successful way to sell vacuum cleaners is to have a house-to-house canvass and make practical demonstrations of same."

Mr. Cinnamon is a firm believer in demonstrations in all lines. During the last few weeks he has held paint and varnish demonstrations, and has found them successful in every respect. He has had steady sales ever since, as a direct result, he believes.

The house-to-house method has also been adopted by the Playfair, Preston Co., who send a man out to demonstrate the machine in the home. Macnab Bros., of Orillia, have also followed this plan.

An Effective Method.

This is undoubtedly a most effective way of introducing the vacuum cleaner into the home. When the canvasser has gained entry into the house (which is sometimes difficult) he cannot fail to interest the housewife. Every woman is more or less curious to see how "new contrivances" work, particularly when they promise to lessen labor and improve results. The curiosity they feel in regard to the vacuum cleaner is sufficient to counteract the prejudice they entertain against "agents." It is well, by the way, for the demonstrator to remove this prejudice at once by stating that he represents a local firm. If he lets his hearers think that he is an outsider, the chances are that many will refuse him a hearing.

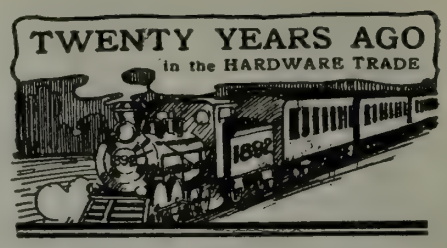
Once inside the house, however, the demonstrator has a splendid opportunity. The looks of the machine alone stimulate curiosity. It has a mysterious appearance, and, after the demonstrator has cleaned up a rug and removed a pile of flour from the carpet without leaving a speck, the women are quite willing to concede that the machine has powers quite in keeping with its appearance.

Demonstrations and calls may not cause sales, except in a comparatively small percentage of cases, but they perform the still more valuable purpose of "introducing" the article. And that is an important consideration at the present time.

The future will see the vacuum cleaner a necessity in every home. This is not a mere idle prediction, but a probable condition to which the trade can look forward with a reasonable degree of certainty. The eminently useful nature of the machine assures this. The time is coming when the vacuum cleaner will be regarded as quite as necessary in the home as plumbing appliances, baths and furnaces. This condition can be brought about by systematic "missionary work" on the part of the manufacturers and the retailers.

BACK DEBTS HELD TRADE.

It is interesting to recall the experience of a Western hardware dealer who changed over to the cash system about eighteen months ago. Collections had been slow and he found that he had about $8,000 on his books. This load was more than he could carry, and yet he hesitated to "take the plunge," because he feared that it might prevent him from making his back collections; and he could no more afford to lose the amount than he could afford to go on piling up the total. Finally he did take the step and he found that the back debts served as a protection for him against loss of trade. Customers who were "on the books did not have the face to stop dealing with him when he came out with his cash ultimatum.



The following items are taken from the issue of May 21, 1892:

With this issue the name of the paper is changed to "Canadian Hardware and Metal Merchant." The cover is also changed and the paper presents a brighter and newsier appearance.

Editor's Note.—There have been a number of changes since that time, culminating in the Hardware and Metal of to-day, with its attractive front and back covers, and many other new and valuable features. The improvement in the paper has kept pace with the improvement in general trade conditions.

* * *

"The trade in gas stoves has grown by a little larger increment every summer since it began, and manufacturers expect a big call this year. The reports of travelers, who have just started out on this line, so far, bear out that expectation."

Editor's Note.—The gas stove industry has had an increase every year since. The increase this year will probably be greater than the total volume of trade at that time. Had stove manufacturers of twenty years ago been told that the demand for gas stoves in 1912 would reach present proportions, they would probably have been frankly incredulous. The growth of trade has dwarfed expectations. What of twenty years hence?

* * *

"The hardware merchants in Vancouver, B. C., have taken the initiative steps in the early closing movement this summer. After next Saturday they will close on Saturday at 2 o'clock, and at 6 o'clock on other week days."

Eidtor's Note.—Progress is slow in some lines. The question of early closing is no closer to a permanent settlement than it was twenty years ago. A great number of hardware dealers still keep open every evening. This practice is not confined to the smaller places. It is most common, in fact, in the large Canadian cities.

* * *

"The C. F. Smith Co., Belleville, have sold out the machinery plant and goodwill of their pieced tinware business to Edwin Chown & Son, of Kingston."

A System to Keep Track of Expenses

Dealers Should Have a Thorough Metod of Keeping Tab on Overhead Expenses—An Expense Ledger is Kept by H. H. Otton & Son, of Barrie, With Best Results—The Question of the Proprietor's Salary — How Many Times Should a Hardware Man be Able to Turn His Stock in a Year?

"There is not one retailer in ten who keeps close enough tab on his expenses," was the comment passed by a man closely in touch with both the retail and manufacturing ends of the hardware business.

Two problems face the merchant in handling his overhead expense—First, keeping track of all expenses and second, seeing that the proper percentage is charged on all sales. Of the two, the first is by far the more difficult.

Overhead expenses include every indebtedness incurred in the maintenance of the business. A close check should be kept on store expenditures for the double purpose of keeping the expense down to a reasonable level and of seeing that the full amount is allowed for in fixing selling prices.

A great many dealers are extremely loose, however, in their methods of checking expenses. A business accountant relates an incident which shows just how careless some merchants are. He had been called in by a hardwareman to go over his books and "fix them up." The dealer told him that the books had been muddled somewhere for, although he had done a bigger business than ever before on what seemed to be a reasonably large margin, his profit had been of about as negligible a quantity as that of the famous, "Sawyer, late Nockemorf." "The trouble must be with the system," sagely concluded the dealer. "Arrange a new one for me."

The accountant went over the books and concluded that they had been reasonably well kept. He was puzzled, however, by the smallness of a number of expense items. Cartage costs were entered for each month, and they seldom aggregated more than a dollar.

"How do you get off so light for cartage?" he asked.

"Those figures represent the balance against me for cartage," explained the dealer. "I have an account with the cartage company, and they have one with me, which we adjust each month. There is generally a little something for me to pay them, which I enter as a business expense."

"Then you do not charge the goods which you supply them with as business expenses also?"

"No," admitted the dealer. "I haven't."

The accountant found a number of other items of a somewhat similar nature, which had not been charged up. "It's easy to see where your profits have gone," he explained. "Check up your expenses closely and you will find that you have not been charging enough to cover the cost of doing business."

This may be an extreme case, but it is typical of the laxity of the methods followed. What is needed is a good system for the checking of all expense items.

Keep Expense Ledger.

A good system is that followed by H. H. Otton & Son, of Barrie. F. W. Otton explains it as follows:

"We arrive at our expenses by keeping a special expense ledger in which are posted all items daily, and at the end of the year we find an average cost of doing business by comparing it with our cash receipts, which we use as the amount of business done each year. Our average cost is about 20 per cent. This does not vary 2 per cent. from year to year.

"We can tell you every day, week, month or year what our expenses are for various things, such as wages, rent, fuel, light, water, taxes, stationery, phone, stable (such as horse feed, wagon repairs, harnes repairs, horseshoeing, etc.), insurance, express, freight and other lines."

Keeping Close Check.

This system results in every expenditure being entered. It has another very tangible advantage, also. A close watch can be kept on expenditures. When it is possible to check over expenses every night, ascertain the total and compare it with past records, the dealer is less likely to let his overhead expenses "run away with him." He can detect leaks more readily and take steps to stop them.

Proprietor's Salary.

The article in last week's issue on the question of overhead expenses has stirred up considerable interest. One merchant writes as follows:

"You are quite right about proprietor's salary. Every dealer should allow himself a salary and a liberal one; not an extravagant one, mind you, but sufficiently large to cover the work he does. Personally, I enter $2,000 among the store expenses as my own salary. That may seem large, but figure it out this way. I have a head clerk who draws $22 a week. All he looks after is sales. When I have to do the buying, manage the finances, look after collections, write the advertising, do all the worrying and shoulder the responsibility as well as doing a certain amount of clerking, surely I am entitled to the figure I have charged. That $2,000 item is figured in the selling price of the goods just the same as the salaries of the clerks."

How Many Times?

Another merchant writes: "I have been interested in your article on "Fixing the Selling Price' and 'Overhead Expenses.' It seems to me that the matter of fixing the selling price depends to a great extent on the number of times that you are able to turn your stock. For instance, if I invest $5,000 in stock in the first place and turn it three times, making 5 per cent. clear profit on every sale, I will make 15 per cent. on my original investment of $5,000, or if I figure on the selling price, probably 10 per cent.

"It seems to me that the oftener a merchant turns his stock, the lower the profit he should charge. He should not try to put his profit so high that the public will come to think that he charges an extortionate price.

"Now, as to overhead charges. They certainly run high, and the dealer cannot afford to cut them down. At the same time, competition is so keen that we cannot put big margins on the price of goods. The remedy lies here. The dealer must pay atention to the selling end. Get the latest ideas, push sales and turn your stock oftener. Then you will be distributing the overhead expense over a larger total, and it will reduce the percentage.

"Figuring in every line in my store, I reckon that on the average I turn my stock three times in the year. What do you hardwaremen down East do?"

Albertan.

HELD DEMONSTRATION.

Lucan, Ont.—A demonstration of oil stoves was held in the hardware store of G. A. Stanley on Friday. The services of an expert demonstrator had been secured. Biscuits and coffee were distributed throughout the day to all who called.

GET GOOD IDEAS.

"We often see some very fine window displays and get some good ideas from your journal."—British America Paint Co., Victoria, B.C.

HARDWARE AND METAL

(ESTABLISHED 1888.)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

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A REMARKABLE EXPANSION.

Significant evidences of prosperity come from all sections of the country. It is quite apparent that the predictions of a record year so confidently voiced at the first of the year are not only going to be substantiated, but made to appear moderate in tone by the actual occurences. The following figures, reproduced from Bradstreets, tell concisely the story of conditions in the West:

Reports from the West indicate that the remarkable progress which has characterized that portion of the country is continuing with no signs of abatement. Bank clearings, building returns and customs receipts show heavy increases over the corresponding period of last year, notwithstanding the fact that those of 1911 were very far in advance of the previous year. Winnipeg's bank clearings for April totalled $115,851,068, as against $82,148,419 for the urevious year. Building permits, for the first four months of the year, $5,005,810, against $3,327,650. Calgary's permits for the first four months of the year total $4,114,098, against $2,769,216 for the same period last year. April bank clearings were $20,-761,573, an increase of over 44 per cent. over April, 1911. Custom receipts increased forty per cent. Edmonton's bank clearings for April were $16,335,538, against $8,-836,436. Building permits were $2,060,000, against $359,-027. Regina's April clearings were $9,038,385, as against $5,293,218. Building permits, $6,574, against $5,624. Returns from all other centres of population show similar increases.

It is no wonder that the transportation and manufacturing facilities of the country are being taxed to the utmost to keep pace with so remarkable an expansion. It must be considered also that the East, while not progressing in the spectacular manner of the West, is nevertheless growing beyond all expectations.

A BAS THE HANDBILL.

The handbill has few friends. As a means of advertising it has become generally discredited, although some dealers find that it pays them when they use it as an adjunct to a newspaper advertising campaign. The chief objection is the fact that people have become prejudiced to this form of advertising. So much printed matter is shoved into letter boxes or wrapped around door knobs that everything gets scant attention, if any.

A writer in the Ironmonger voices the following derogatory opinion of the handbill:

"It will take a lot of evidence to convince me that this method of advertising has any points of outstanding merit, and I am sure that the handbill that has must be exceptional in character. As a rule, the destiny of a handbill is to be carried from the door mat to the kitchen fire with all possible speed. If it escapes combustion we may rest assured it has justified its existence, and has carried some unusual message. The great argument against the handbill is that it cannot be made personal, and therefore can never be truly effective. One is pushed into the letter-box of the squire, its fellow underneath the door of his lodge-keeper. The same message cannot be suitable for both, and probably it appeals to neither."

SELLING TO CATALOGUE HOUSES.

In this issue a letter is published from a correspondent who claims that the only way to eliminate unfair catalogue house competition is to refuse to buy goods from firms who sell to the mail order houses. This view cannot be accepted, for its obvious unfairness to the manufacturer who sells to catalogue houses, but at the same time protects the interests of the retail dealers. It is surely within the rights of the manufacturer to sell his goods to the large city stores when he makes provision that the goods are not to be offered to the public at a price below what the retailer can sell at a profit. Many manufacturers set a selling price which the catalogue houses are not permitted to cut. This restriction serves as an adequate protection to the retail dealer. The catalogue house cannot offer the goods at a price lower than that asked by the local dealer and, as the retailer has every other advantage, he need entertain no fear of the competition of the mail order firms. In such cases, the fact that the catalogue houses handle these articles is of great advantage to the retailer. The goods are extensively advertised through the catalogues. People see them there and, when they find that the local dealer sells at the same price, they buy from the dealer. Thus, the articles are well advertised and the fact that the catalogue quotes the same price as the dealer serves as an object lesson. Some people believe that the catalogue house is always lower than the home dealer. When they find out that such is not the case they are not so prone to buy by mail.

THE MARGIN OF SAFETY.

The ill-fated Titanic had life boats sufficient to accommodate only some 800 people. It had, however, palm rooms, gymnasium and swimming baths sufficient to provide for the comfort of 2,000. There seems something incongruous in this, for owing to the calmness of the sea all who could be loaded into the lifeboats were saved. A few great rafts and the safety of all would have been assured. These rafts would have proven their value after the much vaunted air tight chambers had failed in the hour of need.

The Titanic is but a case in point. This tendency to obtain a maximum of comfort without too great thought of safety is seen on every hand. The Titanic, it would seem, was made safe. But the air tight chambers proved vulnerable, and then the boats were inadequate. The margin of safety was too small.

Architects declare that this is so with a number of buildings. They will bear the stress which is expected of them, but under an unusual strain the result could

not be guaranteed. The fire chief of Montreal has stated that there are a number of apartment houses which are none too safe. Yet people still continue to live in them. They take the risk.

There is too much of this taking a risk now-a-days. The margin of safety in ships and buildings is often too small. Occasionally a railway bridge gives way; a rail breaks; the margin of safety was too small.

Extra safety, of course, means extra cost. But the additional expenditure might be saved elsewhere. Fewer palm rooms and plunge baths, and more life boats would seem both a common sense and an humanitarian principle.

TRADE WITH WEST INDIES.

The Minister of Trade and Commerce has announced a trade agreement between Canada and the British West Indies. The terms have not yet been made public, and will not until ratified by all the Governments and Legislatures concerned. The only general statement made is that the agreement is of comprehensive scope in regard to the freer exchange of nearly all the items of exchange between Canada and the West Indies. It is expected that it will come into effect on January 1, 1913.

Provision is made for including the Bahamas, Bermuda, Jamaica and British Honduras in the reciprocal trade arrangement at any time they so desire.

POINTED EDITORIALS.

Handbills have one valuable purpose in life anyway. They are mighty handy to start fires with.

* * *

The white man carries a heavy burden. The burden of the retail dealer, who works from 8 in the morning until 10 at night, is the heaviest of all.

* * *

When hours of service are too long, a man's efficiency suffers. And every other part of him too.

* * *

The man who can get the "extra margin" every time is the man who ends up by getting coupon cutters' cramp.

* * *

Modern frenzied finance methods can be declined as follows: I divide, thou dividest, he divides, we divide—they wait.

* * *

Selling plenty of garden tools nowadays? If not, depend upon it that the other fellow is having a double trade. Find out how it is that he has secured the "inside track" on you.

* * *

Shopping weeks are again coming into vogue. They are good institutions if managed right, and brought on only at sufficiently long intervals.

* * *

"The magic of paint" is a good subject for a forceful talk to customers who own houses. Give them the facts and figures. They have probably never heard them before.

* * *

Handling water heaters? There will be a demand for them as soon as fires are allowed to go out finally and definitely.

* * *

J. Pluvius, Esq., seems "to have it in" for the hardware dealer and the baseball player. The continuous succession of showers that he is arranging hurts the business of the one and spoils the fun of the other.

"Whippen"

UNDER this heading, a story was published in a recent number of the Saturday Evening Post, which contained the strongest argument for pushing quality goods which the writer has encountered for some time.

Whippen was a clerk in a grocery store. He had ideas of his own and was just chockful of confidence. He discovered one day, more by accident than anything else, that people like to pay the highest price for things under certain circumstances—that they do not think they are getting the best unless they pay the highest price. This, he decided, was a law of human nature which contained the promise of a fortune for those who used it. Whippen used it. He went to New York and bought a share in a candy business, taking upon himself the responsibility of the sales end. He rented a store on the most exclusive street, fitted it up regardless of expense, and put in a stock of candy made of the very best material. Before his advent, the most expensive candy to be obtained in the American metropolis was 80 cents a pound. The audacity — or shall we say genius?—of Whippen made it clear to him that he must not only beat this topmost figure, but he must beat it good. He fixed his price at $1.50 a pound In doing so, he believed that the unheard-of height of his price would make people believe the candy to possess unheard-of merit.

Just to make sure, he started to advertise, and again that shrewd instinct of his told him that he must advertise extensively or not at all. He signed advertising contracts for figures which would have staggered a man with the least touch of timidity in his nature. Soon the newspapers and weekly publications blared forth the fact that

IF HE DOESN'T GIVE HER WHIPPEN'S,
HE DOESN'T GIVE HER THE BEST.

People looked at the price and were convinced instanter that Whippen's must be the best. There was no getting away from the proof in that colossal figure of $1.50 a pound. It was a challenge to every young man in Gotham with a "best girl" to buy Whippen's.

To make a long story short, Whippen captured the cream of the candy trade. He sold as much as he could make; and could have sold more, only again his genius came to the rescue, showing him that to restrict the output was to insure permanence to the craze.

This story may seem exaggerated and partaking more of fiction than of fact. In the opinion of the writer, however, it reveals a basic truth. People who can afford the best, want the best, and are prepared to pay for it. Furthermore, paying the best price is the surest way that people have of convincing themselves that they have got the best. When a man buys an article at a low price, he does so at the dictates of necessity, and he suspects flaws in the goods. If he pays the topnotch figure, he accepts the value of the article absolutely. He may grumble at the price, but he never questions that he is getting quality.

It should be understood, however, that Whippen sold a candy which was as good at least as any other on the market. The margin he demanded was possible, perhaps, in that line of business. It would not be possible in the sale of the necessities of life. A hardwareman who marked his goods 80 per cent. higher than the others in the trade would soon have the sheriff in charge.

The story demonstrates two truths, however. The first is that it pays to handle quality goods. The second is that when an article is the best on the market, it is safer to put the price above the market level than to cut below.

Keeping a Hardware Store Seasonable

The Goods Which are Chiefly in Demand Should be Featured — The Dealer Should Always Keep up With the Seasons—Samples of Good May Advertising and Window Dressing—The Wisdom of Changing the Stock Around.

The word "seasonability" means a great deal to the retail merchant. It expresses one of the real secrets of success in handling the sales end of the business.

The hardwareman who keeps step with the seasons or even gets a little ahead is bound to secure a larger share of the trade than the man who lags behind. The question which the aggressive dealer asks himself is: "What lines should I be featuring now, and what goods will be coming in soon?"

Apply that question to the present and the answer is readily forthcoming. The lines to be featured now include garden tools of all kinds, farm tools, wire fencing, seeds, gas stoves, etc. The goods which will be coming in soon include particularly the articles which will be needed when the first mid-summer warmth is felt and when people start to flit to summer homes; to wit: screen doors, window screens, oil stoves, camping kits, camping stoves, inexpensive table equipment and other goods of that description.

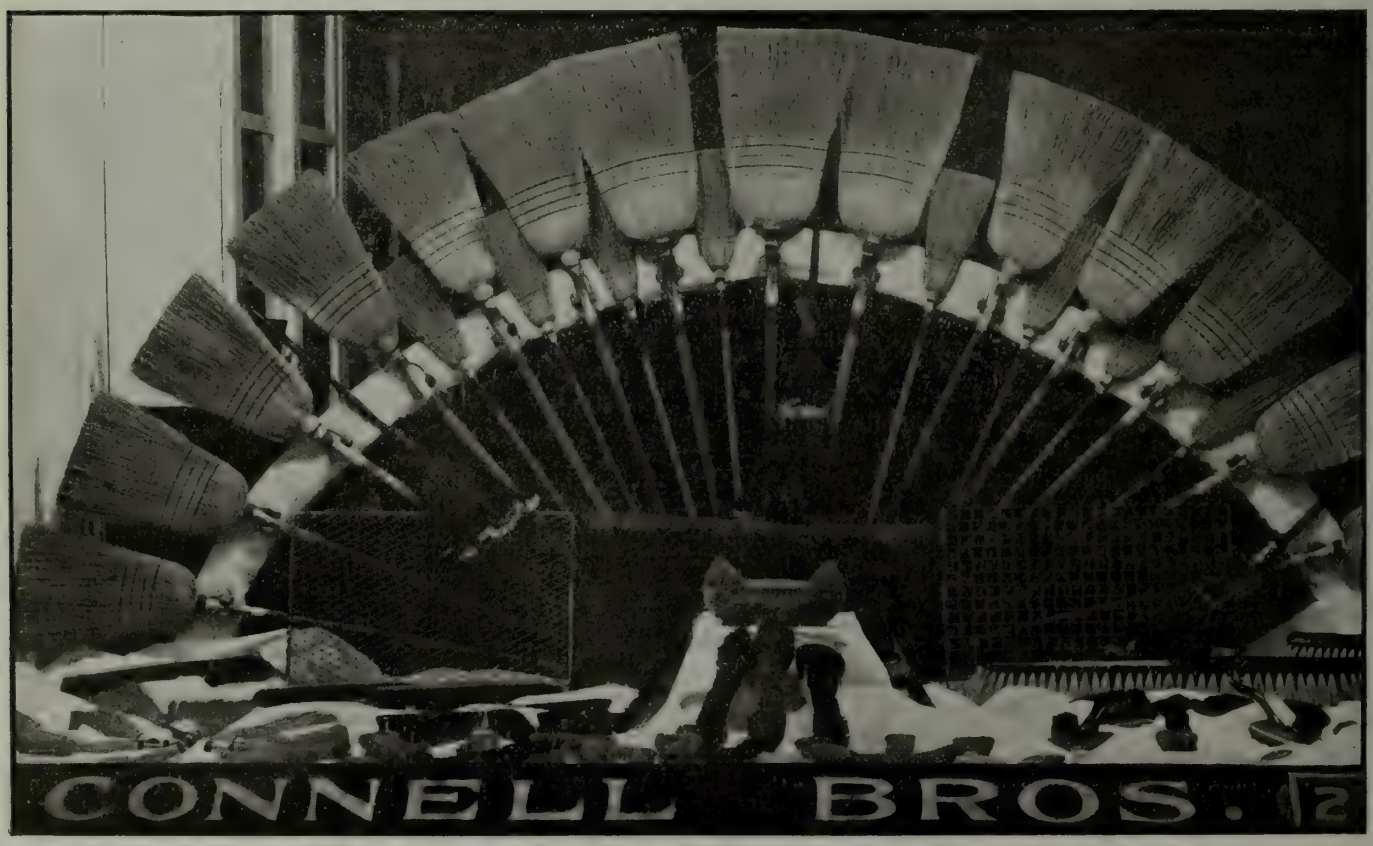
Under ordinary circumstances, it would be a little late to feature gardening tools. The weather has been unduly cold, however, and only a few of the most hardy of the spring crop of amateur gardeners have started to work. This is the last chance, however, for an appeal to this class of trade. In a week or two, Old Sol will have started to work in real earnest and the dealer who has not demonstrated that he handles gardening equipment will not get his full share of the trade. Many progressive dealers began their garden tool campaign several weeks ago and they have been making sales ever since. They may have seemed to be "rushing the season" but it has brought them results.

Featuring a seasonable line consists pretty largely of advertising it extensively and arranging window displays. The dealer has two methods always at hand of catching the public eye — through the press and through the store window.

A Timely Effort.

A good sample of seasonable advertising is contributed by Stanley Mills & Co., Hamilton. On Saturday, May 11, a six-column space was devoted to hardware lines now in demand and the goods which the public will be needing in the very near future. The headline of this advertisement was, "Here are your summer needs for home, lawn and garden" and the introduction was as follows:

> "The 'growing time' is with us again. Seemed long in coming but, when you think of it, nature runs along pretty regularly and, whether we think it or not, she brings things ON TIME for the best interests of humanity. And now that the trees and bushes and lawns are turning green—and the gardens are sending forth their fresh new life, men and women everywhere find summer needs demanding their attention. This is just where the Stanley Mills Store fits right into the order of things, for this is Hamilton's headquarters for summer needs for the home, indoors and out. Screen doors, window screens, paints, hose, garden tools, lawn mowers, hammocks, washing machines, refrigerators, campers, and cottagers' supplies of all kinds are specialties here."



A reasonable window display in the store of Connell Bros., Edmonton—Reproduced by courtesy of Stephens Paint News

The different lines mentioned in detail included garden tools, lawn mowers, hammocks, screen doors, wire cloth, paint, sprinkling needs, awnings and flower bed fencing.

The Coming Demand.

It is probably true that few housekeepers have considered the necessity for screen doors yet, but this advertisement contained a reference which brought an immediate demand for screen doors and which can be depended upon to effect sales right along. It read as follows:

To "Swat That Fly" is all right —if there were nothing better. But it's a good deal like "locking the stable door after the horse is stolen." The RIGHT way to fight the fly IS TO KEEP HIM OUT OF THE HOUSE ALTOGETHER — **AND NOW IS THE TIME TO DO IT!**

You can't hope to exterminate the flies—not yet. But screen your doors and windows completely NOW —then darken your house on the bright days—and you'll have little or no trouble with flies this summer! We have everything you need for screening—in fact, no other store in Hamilton shows you such a variety at such low prices (complete with hinges, etc.), as we have here for you NOW—ready to go ahead of all the flies.

The above cuts illustrate some of the splendid designs we have for you to choose from in Screen Doors. Made of thoroughly seasoned wood, securely fastened, and only the best grade of fine mesh, rust-proof enamelled wire cloth is used. The solid panel doors are, of course the best to buy—their construction eliminates almost entirely the possibility of troublesome warping—and they are "filled" with varinsh to withstand rough weather.

Window Displays.

A great many dealers do not always use their window space for the display of seasonable goods. In the first place, they do not change the trims as often as they should and in the second place, they regard some lines as unsuitable for window displays. When the time rolls around for these goods to sell briskly, some less seasonable and consequently less salable line is found in the window.

It is not putting it too strongly to state that there is not a single article in the store which cannot be used profitably in a window trim. "I can use anything in the store for window trimming," once confidently stated a clever designer of hardware displays. "Just give me a few rolls of cordage or some lengths of conductor pipe and I'll make something worth while."

It is probably true that a good many dealers would not concede possibilities in household goods for effective display. Consider the broom—It is a mighty instrument in the household, but it is an every-day sort of an instrument and the window dresser, who was asked to construct a display with a bunch of brooms as the central attraction, might be inclined to give it up in despair. However, there are great possibilities in the broom, as witness the clever display shown a few weeks ago in the hardware store of Connell Bros., Edmonton. Arranged on a semi-circular support, the brooms formed a rainbow, holding forth the promise of a clean household to all who purchased.

Spring and early summer are the housecleaning and moving seasons, so that there is a constant demand for brooms, dusters, and scrub brushes. Furthermore, spring is the season of mud; and the need for feet scrapers and door mats is always particularly felt. Considering everything then, this highly effective display was eminently seasonable. After the good results obtained in this instance with brooms, who will be hardy enough to declare that there are certain goods which can baffle the most ingenious of window dressers?

How Not to Do It.

The writer has seen within the last week, a window which contained skates and one which contained mitts and gloves. These can be accepted as samples of how not to do it.

The interior of the store should be kept seasonable. The goods most in demand should be placed where they will greet the eye of the customer. A man is not interested in sleigh bells in May and he will not be interested in the store where he sees sleigh bells. He wants to see the goods that meet his present needs.

Changing Interior Arrangement.

This point was clearly demonstrated by E. J. Hofford, of the Glidden Varnish Co., in the course of a recent letter to Hardware and Metal. To elucidate the matter, we take the liberty of quoting a part of Mr. Hofford's remarks:

"Placing the seasonable article to the front should bring people into the store and most people who enter a store buy more than one article. The live dealer not only knows when to place baseball bats where the boys can see them, but he knows how to make the boys see them and shows them to the best advantage. The progressive dealer continually shifts as much of his stock as he can. He keeps his store going through a continuous change. His old stock, dusted off and neatly arranged in a new place with the addition of a couple of display cards, looks like a new stock. His store looks fresh and is fresh because he sells all his old goods. The whole business has an air of success and is a success. His entire stock is made up of bright, clean, new, well-advertised salable goods. His customers like to buy at the store. He is pushing to the front and in a short time he has the popular store of the town."

Mail Order House in Competition

Prince Albert, Sask.

Editor, Hardware and Metal. — We have from time to time noticed the ways and means adopted by others to overcome the department store business. The following is the way we generally fight them in the West. If the same method were followed in the east, we would very soon have the goods we sell protected. The first question we ask a traveller when he calls is, "Does your firm sell to the department store people?" If the answer is "No," we deal with him. If it is "yes," we bid him good day. We have adopted this method for the past three years, and have cut out all lines handled by the department houses, including some lines we used to sell. We are now never asked for these goods and have not lost any sales as we handle other lines just as good. Get together, you eastern men, and cut out the goods that are sold in this way.

Hardwareman.

Manufacturers of Joist Hangers.

Kent, Garvin & Co., Hamilton, Ont.—"Will you kindly advise us what firms manufacture joist hangers."

Lane Bros., Poughkeepsie, N. Y.; Duplex Hanger Co., Cleveland, O.; Taylor-Forbes & Co., Guelph.

Pinko and Brasso Polishes and Cleaners.

W. F. Mickus, Preston, Ont.—"Where can I procure "Pinko" for cleaning brass buttons, and "Blanko," for cleaning white military belts?"

Joseph Pickerling & Sons, Ltd., Sheffield, Eng., manufacture Blanko. Can any reader supply information about "Pinko?"

Iron Fencing.

The Morgan Hardware Co., Norwich, Ont.—"Kindly give us the names of makers of iron fence to put around dwellings."

Canada Foundry Co., Toronto; Dennis Wire and Iron Co., London.

Saturday Savings Ads. Become General

This Form of Advertising is Now Being Adopted by Many Hardware Dealers—It Originated 11 Years Ago With the Russill Hardware Co., Toronto—Some of the Advantages of This Method—Direct Results Can be Traced.

There has been a marked tendency of late years among hardwaremen to adopt the "Saturday Savings" idea in handling their advertising. The first hardware firm to take up this method of appealing to the public was the Russill Hardware Co., of Toronto. With them it proved so successful that other firms are now following it and are meeting with a considerable measure of success in most cases.

The idea originated with Mr. Russill himself about 11 years ago. He found at that time that the departmental stores were making big headway through the agency of well illustrated advertisements, particularly in dry goods and groceries. The value of illustrations appealed to Mr. Russill, and he decided that they could be used in the hardware business as well. He then planned out the first "Saturday Savings" advertisement, using it in the Toronto dailies. It was an instantaneous success and has been kept up ever since. There can be no doubt of the success of a method which has survived for eleven years.

Mr. Russill has been gradually enlarging his space during that time. He now uses four-column space the full length of the page in four daily papers every Friday. The space is divided off into small panels, each panel being devoted to one article and an illustration. The descriptions are brief and concise and prices are always clearly marked. The heading across the top is invariably the same—"Saturday Savings."

The Price Problem.

The plan followed is to shade prices in some lines. For instance, if an article is sold ordinarily at 65 cents, it may be listed among the Saturday bargains at 59 cents. This price holds good for the one day only.

Mr. Russill states that this advertising shows direct results so markedly that they have never questioned its value. The lines advertised sell heavily each Saturday and, what is more satisfactory still, for several days afterwards.

Other Firms Follow.

The plan has been adopted by other dealers until to-day, nearly every city and town has one hardwareman advertising "Saturday Savings." Among those to take up the idea are some of the best hardware dealers in Canada.

Whole Trade Benefits.

All who have been approached on the subject have expressed themselves as satisfied with results. "It benefits not only ourselves but the other hardware dealers in town," said one man. "I know for a fact that the other dealers find their sales increase in goods which we advertise. You see, people notice the advertisement and are reminded of some article they need. They may not be in the vicinity of our store on Saturday, and so they drop into the nearest hardware store. We don't begrudge our competitors what they get out of it, for we benefit the most ourselves."



A good advertisement of Saturday Savings by the Purdom Hardware, London.

A dealer in a Western Ontario town, who has followed the plan for a couple of years now holds two savings sales each week, on Wednesdays and Saturdays. He advertises them in the same way and finds that his business on both days is heavy. "The advantage of this system," he explains, "is that the two sales keep business running along all week. Trade keeps up until Friday on the impetus given by our advertising for Wednesday's sale and the effect of our Saturday savings announcement keeps business on the move on Monday and Tuesday as well."

One of the chief advantages of the system is that it constitutes a direct appeal to the farm trade. The farmer does all his shopping in the market town on Saturdays and it is not often that he fails to visit a hardware store. When the announcement of "Saturday savings" at a certain hardware store appears in the weekly editions of the newspapers, he gives his attention forthwith. The farmer is a close buyer and that word "savings" has a great attraction for him.

"We have a much larger farm trade now since we have started advertising Saturday sales," declares a hardware dealer in an Ontario city which boasts a large market. "That is where the real value of the idea comes in. Can we trace direct results? Oh, no doubt about that. The ad. brings the farmers to the store."

Moving Slow Sellers.

Another advantage which the method offers is the opportunity to move slow sellers. No matter how careful and discriminating a dealer may be in his buying and how progressive he may be in his sales methods, he is sure to get a certain number of "stickers" on his hands. When a certain line is not selling, the dealer must take some steps to get the goods off his hands before they become shopworn and depreciate in value. What better way to work them off than to include them in the list of Saturday savings?

This is done by a number of dealers and they find it reasonably effective. There is always a certain demand for the "stickers" as well as the more seasonable articles on the list and in time the line can be cleared out.

It is Good Advertising.

Speaking from an advertising standpoint, it is "good stuff." The idea compels attention. The use of illustrations, the distinct marking of prices and the brief descriptions of each article, are all salesmaking factors of rare potency.

The one contestable point is with reference to the price inducements. Many merchants stick rigidly to the principle that it does not pay to cut prices even where the reduction is purely nominal. The objection they raise is that, when a cut price has once been offered, it is difficult to secure the regular price afterward. This objection is met by advocates of the system with the statement that, inasmuch as the special prices are clearly marked for the one day only, people understand that they cannot expect the same inducements on other days.

A Word for the Early Closing Movement

Why Should Dealers Work Twelve or Thirteen Hours a Day?—A Case Where Big Hardware Store Closed on Saturady Evenings and Did Not Lose a Dollar in Trade—Concerted Action Seems to be the Remedy for the Situation—The Present is the Time.

Now that the early summer season has arrived, the question of early closing becomes one of foremost interest. No man likes to spend the summer evenings in a close store if he can help it.

The trouble with the retail dealer is that he fears he can't help it. "If I close early, I'll lose trade," is the bogie which chains him to his counter from 8 in the morning until 10 at night. Sympathy is always extended to the heathen slave; but what slavery is more abject than that of the merchant who spends twelve or thirteen hours a day behind the counter or at his ledger?

It is recognized that every man needs a certain time each day for recreation and ease. The heavy-eyed merchant, locking up shop at 10 o'clock at night, does not dispute the fact that he is working too hard and too long. He feels it in every aching bone. But he has become obsessed with the notion that his business depends upon it. If he were to close up at 6 or 7 p.m. people would have to go somewhere else for their goods, would "get the habit" of going somewhere else, his business would go all to pieces, and so on.

If it were not for the fact that in many localities the dealers have gone together and decided on a mutual basis of early closing, it is doubtful if the movement would ever have made much headway. In some cases, however, courageous individuals have closed down, allowing their competitors to do as they saw fit. They have never suffered by it.

Here is an instance to prove it. The facts have appeared before in Hardware and Metal, but they will bear repetition. The proprietors of one of the largest hardware stores in one of the largest cities in Ontario came to the conclusion that they should not keep open after 6 o'clock on Saturday nights. Saturday nights, please note. They had adopted the early closing plan for ordinary week nights long before.

It takes considerable courage to close a store up all Saturday evening. When stores on every hand are lighted up and crowded with Saturday night shoppers, the one lone store with doors locked looks distinctly "out of it." When the firm in question went into the figures as to their trade, they were considerably shaken in their resolution. The Saturday evening trade, they found, accounted for a very large percentage of their total business. However, they had the courage of their convictions and decided to risk losing that percentage. The store was closed at 6 p.m. every Saturday.

They never lost by it. Business just sort of readjusted itself and then jogged along in the same old profit-making way. Sales during Saturdays increased and the Monday trade doubled. In other words, the people who had been accustomed to doing their hardware shopping on Saturday evenings, either got down town before closing time or left it until Monday. The store did as big a business as ever and had the trade more evenly distributed.

It simmers down to a case of having the nerve to "take the plunge." The public are dominated largely by habit. People may have the habit of leaving their shopping until the evenings, but, if the merchants decided to emancipate themselves from the slavery which late closing entails, shopping before six o'clock would become the general habit in no time. Shoppers adjust themselves to circumstances.

Some Headway Made.

The early closing movement is making some headway, but it is not growing as rapidly as it should. In the large cities, a majority of the stores still remain open. You can buy most anything you want in Toronto at 11 o'clock at night. In the smaller towns, the drudgery of a merchant's life frequently entails attendance at the store for the better part of each evening.

The remedy seems to lie in concerted action. The merchants in one place, or section of a city, engaged in the same line of trade, should get together and mutually agree to close at a certain hour. For instance, if the hardware dealers were to agree that they would close at 7 o'clock, none would suffer, for the public would be compelled to make their hardware purchases before that hour.

There is probably not one retailer who would not gladly accept the chance of shortening his hours, if he could do so without hurting his trade. Complete surrender to business, to the exclusion of all rest and recreation is not a pleasant existence. Concerted action, resulting in a general closing hour, offers a chance to shorten the hours without injuring trade in any way. Why not try it?

The present is an opportune time for action. Pretty soon the evenings will grow long and warm. Outdoors will have an irresistible attraction. Are you going to spend your evenings at the store when an avenue of escape is open?

TO CLOSE EARLY.

St. John, N.B., May 14.—Local hardware dealers with the exception of about three or four are much concerned in the matter of early closing, which is once again agitating store-keepers in this city. A meeting of those interested in the movement was held this week, and those who are promoting the early closing scheme, expressed themselves in optimistic strain that during the coming summer all shops would be closed at 7 p.m. except drug stores, barber stores, liquor stores, and small "corner groceries," such as are kept by widows, etc. At the last session of the local legislature, an amendment was passed upon the early closing by-law which last year was declared ultra vires by the police magistrate here, and it is thought that there will be a more thorough understanding, and a more appreciative trend of sympathy with the early closing movement in St. John. Probably eight or ten hardware and stove dealers are affected by the by-law.

HOLDING "SHOPPING WEEK."

Ottawa, Ont.—A shopping week is to be held here and all stores are joining in the preparations with vim. Stores are being decorated, special window displays are being planned and general preparations are being made to do a big business during the week.

An effort is being made to attract out-of-town buyers and, with this purpose in view, a number of stores are offering to refund fares. Mulhall Hardware Ltd., are making this offer in their four stores.

Complete Course in Sheet Metal Work

By L. W. KOSER

Prob. 10, plate 19, shows a method of getting the pattern for a square pyramid. Fig. 1 shows the plan, Fig. 2 the elevation, Fig. 3 a diagonal elevation, and Fig. 4 the pattern.

First draw the outline A B C D, of Fig. 1, which represents the size and shape of the pyramid at the bottom. Then draw the diagonal lines into the center O. These lines are the hips or corners.

Then erect the elevation Fig. 2, making the line R P the desired height.

Then erect the diagonal elevation Fig. 3, in which the height F V equals the height R P of Fig. 2, and the base line U V W equals one of the diagonal lines on Fig. 1 as B O C.

Then a line drawn from F to U or F to W, gives the true length of the hips.

Place the point of the dividers at F and the lead at either U or W, and at any convenient centre, as G describe the arc N M.

Now place one point of the dividers at A, and the other at B. Fig. 1 and transfer this space to the arc N M. Transfer each of the other spaces of Fig. 1 to the arc N M, as shown by 1, 2, 3, 4, and 5.

Draw a straight line from 1 to 2, 2 to 3, etc., as shown. Then draw lines into the centre G, and bend the pattern on these lines.

Allow for lap or fold, the size of which varies according to the size of the article wanted.

Prob. 11 represents a triangular or three-sided pyramid, and is developed in practically the same manner as prob. 10.

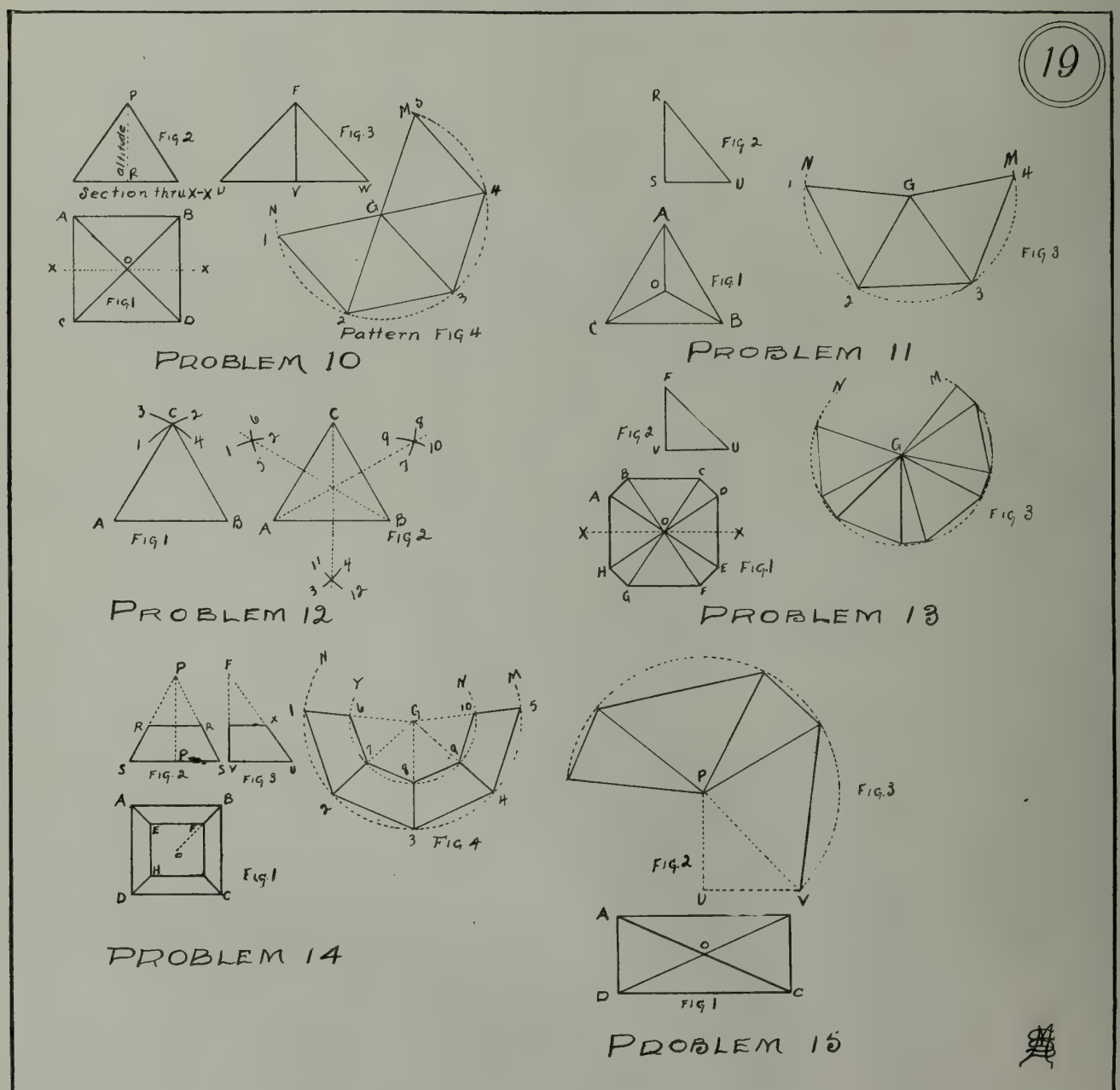
First draw the outline A B C, of Fig. 1. Then find the centre and draw the lines into same as shown by A O, B O, and C O. (See prob. 12.)

What we want to get now is the true length of the hips, so we draw the lines S U of Fig. 2, making it equal in length to any one of the hip lines as A C.

Then we erect the vertical line S R, making it any height desired.

Then a line drawn from R to U gives the desired length of the hip.

Set the compass to this space and with either R or G as a centre describe the arc N M, and lay off on this the sides of the triangle. The total distance around any straight-sided figure is called its "herimeter."



Progressive Hardware Retailing

"Shopping Week" is Being Held at Ottawa—Western Firm Hold a Reception for Mechanics—Hot-Point Day—A Strong Case Made Out in Advertisement of "Life Preservers" Sold in Hardware Stores.

MAKING STRONG CASE.

Moose Jaw.—Under the heading "Three Life Preservers," the A. E. McKenzie Co., are advertising water filters, refrigerators and gas ranges. They say in part:

"What we eat and what we drink sustains our lives. But hygienic methods of preparing our food, as well as preserving it in a sanitary way while in process is an easy ninety-nine per cent. of life preservation."

"We have the exclusive right to sell in Moose Jaw three of the most scientifically constructed food-preparing and food-preserving mechanisms known to the 20th century. We mean this for a strong statement and are prepared to prove it. Call and see them and be convinced by your own senses."

The advertisement takes up two columns the full length of the paper with forceful copy relating to the three articles. In regard to the refrigerator, they quote the medical health officers of a number of Western cities, to show the sanitary qualities of the same.

HOT-POINT DAY.

Fredericton, N. B.—James S. Neill & Sons, Ltd., one day this week observed what they termed a "Hot-Point Day," and the results which they obtained were quite satisfactory, owing largely to the originality of the idea, and the advantages offered. Their customers were advised that on that day "a rare opportunity would be given them, which they certainly could not afford to miss. On Hot-Point Day there would be sold at exactly half-price, a three-pound hot-point electric flat-iron. Its cost would ordinarly be $6.00, but on that day alone the reduced cost would be $3.00."

HELD RECEPTION FOR MECHANICS.

Vancouver, B. C.—The importance of featuring tools is recognized by Kydd Bros., hardware dealers, as evidenced by the special efforts they have been making in this branch of the hardware business. The mechanic is always keenly interested in a good tool and nothing interests him more than a display of tools or a chance to inspect an assortment. Realizing this, Kydd Bros. held a special reception for mechanics from 7 to 10 p.m. last Saturday evening, the feature of the evening being a demonstration of a number of the latest tools. Expert representatives were secured from various manufacturing firms to give a demonstration of their products and the time was pretty well occupied in this way. Five experts were in attendance.

A large stock had been placed on display, the lines shown including stonecutters' mallets, mitre saws, chisels, loggers' striking hammers, stonemasons' hammers, bricklayers' levels and trowels, blacksmiths' driving hammers, riveting hammers, one-man crosscut saws, as well as carpenters' and machinists' tools and all varieties of builders' hardware.

There was a large attendance, the store being filled with men, not only between the hours set for the reception, but at all other times of the day as well. It is understood that the sales were eminently satisfactory.

Kydd Bros. are moving into a new store shortly, and by holding the reception they were "killing two birds with one stone." Not only did they arouse a big interest in the tool question, but they reduced their stock in preparation for their removal.

WELL-ATTENDED DEMONSTRATIONS.

Seaforth, Ont.—The Seaforth hardware stores have been making business hum this week. On Tuesday and Wednesday, G. A. Sills had a demonstrator to prove the great merits of varnishes and stains.

Henry Edge also made a stir in the hardware world. He had his opening days on Wednesday and Thursday and had experts in attendance demonstrating the merits and advantages of his stoves. This was done in a very practical way and visitors were furnished with refreshments prepared on some of the stoves and ranges on sale. The visitors were also regaled by pianola music.

Both stores had many visitors to see the special displays.

OTTAWA SHOPPING WEEK.

Ottawa, Monday, May 13.—Five hundred and twenty-five excursionists on the New York and Ottawa line arrived in the city a little after ten o'clock this morning—the first arrivals to take advantage of the bargains offered and also the refund of return railway fares by the local merchants during shopping week.

The visitors came from as far south as Cornwall, and at Black River, Harrison, Northfield, Newington, Finch, Berwick, Crysler and all the stations, in fact, between there and Central station, passengers boarded the special train.

There are a good many other excursions, both by boat and rail from all points in the Ottawa Valley.

Women alone did not make up the entire number of passengers. There were nearly as many men aboard as there were women. Quite a few children accompanied their parents and in their midst appeared one clergyman.

One excursionist explained the large number of men in this way:

"Well, you see, it was a good chance to get a holiday in the city, so when our wives wanted to come we came along with them and while they are done their shopping we will take in the sights."

The shoppers will find the stores tastilly decorated and genuine bargains displayed. They will no doubt go home with their suitcases, valises, etc., filled to overflowing with bargains and goods that will make them happy.

A New Store.

Calgary, Alta. — A. McBride & Co. have moved into their new store at Tenth avenue and Third street east. The building is three storeys in height and plans are already being laid to put on three more storeys. It has a frontage of 50 feet and runs back 120 feet. When completed, the cost of the building will be $75,000. It is built entirely of concrete, floors and all.

BRASS WORKS MOVED.

The Hamilton Brass Manufacturing Co., Hamilton, are removing to 21 Walnut street.

Current News of Hardware Trade

To Close Early.

Hespeler, Ont.—The merchants have again decided to close their places of business for half a day during June, July and August, but this year will close on Wednesday afternoons instead of Thursday as formerly.

Earl Construction Co.

Athens, Ont.—The business of W. F. Earl is being continued under the name of the Earl Construction Co. The new company will manufacture Earl acetylene generators, odorless sanitary closets and other lines and will also continue in the retail hardware and plumbing business.

Found Business Brisk.

W. S. Fisher of Emerson & Fisher, St. John, N.B., and of the Enterprise Foundry Co., Sackville, N.B., has returned from a business trip through the West. He reports that he found conditions exceptionally brisk wherever he went. Mr. Fisher stopped off at Toronto on his way east again and was a welcome visitor at the office of Hardware and Metal.

Touring Canada.

W. Vernon Mitchell, representing James Cartland & Son, Limited, Bradd Foundries, Birmingham, is again in Canada calling upon customers of his firm and exhibiting a particularly full range in the furnishing art metal and general builders' hardware. Mr. Mitchell intends going right through to the Pacific Coast. Many friends in Canada will be pleased to see him there again.

Rutledge-Chapman.

The marriage was solemnized at London, Ont., on Thursday, May 9, of Laura Eloise Chapman, daughter of John H. Chapman, to Gordon Rutledge, of Montreal, eastern editor of Hardware and Metal. Mr. and Mrs. Rutledge left for a honeymoon trip to New York.

Mr. Rutledge is well known to the hardware trade through his connection with this paper and many friends will extend heartiest congratulations.

Improving Stores.

Gull Lake, Sask.—Hutchinson's hardware store is being improved by the installation of a complete metallic fronting. Busse Bros., hardware and implement dealers, are also improving their store premises.

Wallaceburg, Ont.—Munroe & Zavitz are having a new front built to their hardware establishment. This time there are two windows, with the door between, instead of the one large window with the door at the side.

Fire Losses.

Winnipeg, Man.—J. C. Wilson, tinsmith, has suffered a loss by fire. The loss will be about $3,000.

Officer of Club.

Milton Carr, hardwareman of Cobalt, is one of the prominent members of the recently organized "New Ontario Retail Hardwaremen's Club." At the organization meeting at North Bay on Good Friday, he was elected as a member of the executive.



Milton Carr, Cobalt, Member of Executive of New Ontario Retail Hardwaremen's Club.

New Retail Firms.

Winnipeg, Man.—H. Paul & Son have started in the sheet metal business here.

Winnipeg, Man.—Fraser & Magel have opened a plumbing business.

Bengough, Sask.—Frank Humphrey has opened up a hardware store.

Saskatoon, Sask.—Beaton & Brady are starting in the plumbing business.

Elkhorn, Sask.—The J. J. Fallis Hardware & Implement Co., of Elkhorn have been incorporated.

Briercrest, Sask.—A hardware and plumbing business has been started here by Chenworth & Young.

Cupar, Sask. — The new hardware store of Mr. Pechet is now in course of erection. It will be opened shortly.

Business Changes.

Cupar, Sask.—Mr. Shepherd, of Meldrum, Ellis & Shepherd Co., hardware and implement dealers, has sold out his interest in that concern.

Pelly, Sask.—R. C. Brown has been succeeded in the hardware business by Bay & Katz.

Vancouver, B.C.—Kolonski & Walker, sheet metal workers, have dissolved partnership.

Bedford, Que.—McNamara & Jones, hardware dealers, have dissolved partnership.

Girvin, Sask.—A. Moulton has disposed of his hardware store to George Hemme.

Scott, Sask.—S. S. Beebe & L. R. Beebe have dissolved partnership. They have been conducting business under the name of the Scott Hardware Co. L. R. Beebe will continue the business.

Webster, Sask.—Dingman & O'Connor, dealers in hardware and implements have dissolved partnership. W. Dingman will take the hardware end of the business and D. O'Connor the implement end.

Donalda, Alta.—S. K. Holton has taken over the business of the E. W. Grice Hardware Co.

Ramsack, Sask.—T. Miles, hardware and furniture dealer, has sold his hardware department to J. G. Hallson.

Hickson, Ont. — Richard Nicholson, hardware dealer, has sold out.

Wawansea, Man. — Couling & Co., hardware dealers, have disposed of their business to W. S. Peters.

Clinton, Ont.—J. T. Harland has taken over the hardware business of Harland Bros.

Belleville, Alta.—Burnett & Laing have sold their hardware department to the Crow's Nest Pass Hardware Co.

Three Hills, Alta.—C. H. Conrad, hardware dealer, has sold out.

Personal Notes..

Charles Stewart, of the James Stewart Manufacturing Co., Woodstock, was in Toronto on Tuesday, and visited the office of Hardware and Metal. He is taking a short trip accompanied by Mrs. Stewart.

Montreal Trade Notes.

C. C. Ballantyne, vice-president of the Sherwin-Williams Co. of Canada, has left for a tour of inspection of all the company's factories and warehouses throughout Canada.

Congratulations were the order of the day in the office of Lewis Bros. this week when C. J. Walker became the father of a bouncing baby girl.

George Caverhill has returned to Montreal from Europe.

Stoves, Furnaces and Accessories

Furnaces Out--Water Heaters in Demand

This a Splendid Time to Push the Sale of Instantaneous Heaters—This Can Be Done by Advertising, by Personal Letters, and by Good Window Displays—Must Make the People Think of Heaters.

In so many cases the people come to the sanitary engineer, that the sanitary engineer is in danger of forgetting that it is often to his advantage to go to the people.

This is a time of year when there is a great deal of plumbing being done. It is also a time when people are moving. It is, therefore, a season when new bath room accessories are in demand, and when business can be secured by arranging attractive displays of these. It is not sufficient to have a stock, so that a customer may be accommodated when he asks for a certain article. The successful dealer must also put the thought of the article into the customer's head. A dealer is not expected to supply the people with brains, but it is to his interest to provide something for the brains to work upon.

A Seasonable Line.

By showing accessories people may be led to think that they need some such articles as are shown. But more than accessories might well be brought forward at this time. Water heaters, for instance, will be well worth displaying in the next few weeks.

This is the between seasons. In some districts people are wondering whether they should allow their furnace to go out. Those who have babies or young children are deciding against this. Others—especially those who are blessed with some open fire places—are dismissing the furnace man, or are taking a rest themselves. The warm weather is about here and furnace fires hardly seem necessary.

This is the thing which makes the present an opportune time to bring water heaters prominently forward. In many cases the discontinuance of the furnace means a discontinuance of hot water. Now heat may not be wanted in the rooms, but heat—in a certain degree— is a very desirable thing in water. This is the off-season for the use of coal, but it is not the off-season for baths. And while there are those who declare they love a cold plunge, the majority of us are only poor weak mortals after all, and are exceedingly pleased that it is possible to take our dip in water from which the chill at least has been removed.

The People Are Interested.

But to remove that chill is the thing. If the furnace has been discontinued, it means that there will either be cold water, or that some other means of heating the water must be adopted. Ergo it is evident that people will be interested in suggestions of heating methods.

There are a number of ways in which water can be heated and taken to the bath room. One is to light the stove, fill the kettle, and when the water is heated take it up to the bath room where, mixed with the cold water, the proper temperature may be secured.

But this means work. It is not a pleasant thing to walk down stairs of a morning, light the fire, and then have ample proof of the truth of that old saying, "a watched kettle never boils."

What Must Be Shown.

This is a luxury loving age. People not only want warm water for their bath but they want to be able to get that warm water easily. Some, for economic reasons, may continue to carry up their hot water from the kitchen; but there are a great many who will be glad to buy one of the quick heaters now upon the market, if they can be shown that these will give them the service which they desire, and at a fairly reasonable price.

There are a number of water heaters. Some are located in the cellar, near the furnace, though not in any way connected with it. They are admirably suited to some households, but perhaps are less handled by dealers than are the heaters which may be installed in the bath room. These heaters, moreover, appeal especially to those who will be letting their furnaces go out early. They mean that hot water can be obtained quickly and without any trouble. With the heater in the cellar it is necessary to go down there to turn on the gas which does the heating. Where the heater is in the bath room, on the other hand, the water can be started heating as preparations for the bath are started. Such a convenience is bound to appeal to all.

There can be no doubt that a great number of people will be disposed to look favorably upon the suggestion that they should get an instantaneous heater. This being so, the question resolves itself into how best to make the suggestion. Of course, there are a number of ways. One is for the dealer to write letters to those for whom he has done work and those whom he knows have not already got an instantaneous heater. This has been tried by several dealers, and has brought good success.

There is then the plan of advertising. And this, too, has brought results. Advertising always does if it is done wisely.

But whether circulars be sent or not; whether the hardwareman advertises or not, he should attempt to do something to make his store speak of instantaneous heaters. One man has arranged a forceful window display. He has equipped a small bath room in his window. In it there is the enamel bath, and beside the bath the instantaneous heater. Printed cards point out that hot water can be secured in a moment by the use of this heater.

Value of Wagging Tongues.

Such a display causes people to pause. It is an object lesson. It holds the attention of the Missourians as a newspaper advertisement will not. It is not as far reaching as good printers' ink, yet the influence of a window is hard to trace. If the trim be good, people are started talking; and tongues once started it is impossible to say what the result will be.

Yes, this is a fine time of the year to advocate the purchase of instantaneous heaters. Perhaps hardly enough dealers are handling such lines. Those who are—and their number is large even if it should be larger—are reaping profits. Those who are playing their cards in the best way are reaping large profits.

TO INCREASE PLANT.

Owing to the great demand for their products, the Benjamin Moore & Co., Toronto, have found it necessary to increase their facilities. A new addition to their factory will be commenced early in the fall.

Company Incorporated.

The Manitoba Gazette contains notice of the incorporation of the Aikenhead-Clark Hardware Co., Thos. E. Aikenhead, president, with a capitalization of $40,000.

Weekly Market Report --- Metals

COPPER HIGHER.

The feature of the metal market has been an advance in copper. Tin is also very firm, although no change has been made in the price.

Business generally is very brisk in all metals.

MONTREAL.

Montreal, May 16.—The metal markets have not changed materially since last week, the only change being in copper, which has advanced half a cent a pound. The opening of navigation has stimulated trade to a great extent; as it is possible that some buyers have been waiting for cheaper rates before purchasing. Shipping has not yet reached its full activity, however, and it is to be expected that an even greater volume of business will be done during the coming weeks.

Copper.—The scarcity of this metal, which has been apparent during the past weeks, shows no sign of abating; that is, if it can be properly called a scarcity. There appears to be a goodly quantity of copper around, but the consumption is so large that, should the sources of supply for any reason show a falling off, a scarcity would be at once apparent. High prices still prevail, and this week copper is quoted at 18c, which is an advance of ½c over last week's price. The high price which is now being obtained for this metal has resulted in the re-opening of a number of mines producing low grade ore. The proprietors found it impossible to mine this ore at a profit while prices were low, but at the prices which prevail at present, it is thought work can be done on a profitable basis. If these people have confidence enough to start work again on the basis of present prices, it is not very likely that cheaper copper may be looked for in the near future.

Tin.—"Tin is still kiting," said one jobber, in speaking of conditions in this market. It would certainly take a prophet to tell what next might be expected of this metal. Some shipments are being received from England, but stocks are none too large here. The prices remain unchanged from last week.

Pig Iron.—This market remains unchanged, as far as price is concerned, from last week. Large consignments have been received by steamer, and the demand is reported to be fairly good. Consumption is fairly heavy, but supplies at the present time are quite adequate.

Spelter.—There is none too much spelter to be had just now, and stocks are said to be a little on the low side. The demand remains about the same, and no change in price has been heard of.

TORONTO.

Toronto, May 16.—The upward trend in metal prices has been steadily maintained. Although the only metal to actually advance has been copper, extreme firmness is noted in others. Tin is strong and lead is very firm.

Supplies are not too large, although the very marked shortages in some lines have ceased to exist. As the demand continues brisk, it is assumed that stocks will not gain in size, although no more anxiety is felt.

There is a good tone to trade all around. Those in close touch with the market state that conditions have never been better. Steel and iron is largely in demand for railway and structural work.

Tin.—The price of tin is still quoted around 50 cents, although some are askink higher than that. Demand is reported to be good. Tin has been exceptionally high now for some weeks, and much speculation is being indulged in as to the probable future of the metal.

Reports from the primary markets show that there has been no sign of a break. Prices have continued to advance, and the temporary reactions which usually feature an advance have been conspicuous by their absence. In regard to this point a despatch from New York reads: "Market is irregular to-day, but not unnaturally so, considering the advance which has taken place; in fact, the absence of the usual reactions, which has been quite noticeable, is probably accounted for by the movement being free from much of the usual speculative character."

Copper Advances.

Copper.—When copper declined a little early last week, many freely predicted that the end of the upward trend had been reached. However, copper can "come back." This was clearly demonstrated this week when the price was advanced to $18.00, the highest level yet attained. There is every evidence that the strength of the copper situation will be further demonstrated in the near future.

This may be due to the fact that the consumption has been sufficiently heavy to reduce the visible supply. The visible supply of copper on May 1, 1911, was 340,428,228 pounds for America and England combined; on May 1, 1912, it had been reduced to 176,573,229 pounds, or almost cut in half. Even allowing for an increase in consumer's stocks the world's supply of copper has been reduced very heavily.

Antimony.—The situation is very quiet in antimony, although there is a fairly good demand.

Lead Continues Strong.

Lead.—The situation has not changed in any way. Frmness is still noted in the price. Stocks are still light and promise to remain so in the face of the heavy demand, which is steadily maintained.

The lead situation on the primary markets is not as satisfactory. It has been dull and featureless for some time, despite the fact that the consumption has been quite up to the normal. Locally there is a heavy demand.

The "Metal Market" in commenting on the situation at New York says:

"We have on several occasions compared the weak and unsettled condition of the lead market with the buoyant conditions prevailing in other metals, and we have wondered whether the consumption of lead was relatively any different from the consumption of copper or tin or spelter which are supposed to be the best on record. We have taken some pains to investigate, and our investigations lead us to believe that the lead consumption is quite up to normal. For instance, the consensus of reports from the white lead industry—which accounts for the bulk of the lead consumed in this country — indicate that the demand for white lead is better than at any time in two years, and very much better than in 1911. The same is said by other consumers, therefore the weak market must be due to some other cause. The fear of new competition may have something to do with it."

Some Spelter in Sight.

Spelter. — The shortage has ceased to exist in spelter, although stocks are still very light. However, it is possible to obtain the metal, and orders are being filled again.

Plates and Sheets.—Trade is satisfactorily brisk, with no price changes to note.

Khedive, Sask.—The hardware and general store business of M. Fladager & Co., has been taken over by J. L. Farnum.

Weekly Market Report --- Hardware

FEATURES OF MARKET.

The cold weather has retarded trade to some extent but the wholesalers are not complaining as business is still brisk. They anticipate a marked stimulation in the demand as soon as normal weather conditions are restored.

MONTREAL.

Montreal, May 17.—The fine summer-like weather which prevailed during the past week has proved to be a benefit to the hardware trade, judging by the amount of business which the various wholesale houses report. The opening of navigation has undoubtedly helped to stimulate trade, which gives every primise of breaking records. Travelers report that the retailers are showing great confidence and are buying freely. Builders' hardware has been in strong demand, and judging by the report recently issued by the Builders' Exchange, which shows that this will be a record year for building operations in Montreal, a splendid business in these lines may be looked for.

General housecleaning lines have been moving well, while a number of sorting up orders have been received for seasonable goods, hose, mowers, freezers, ice tongs and hammocks being most prominent.

As far as prices are concerned, no changes have been made, and they therefore remain the same as last week in every department.

Household Goods.—Tubs, pails and washing machines are going out in good numbers, while the orders for screen doors and windows show that the pest is expected to be just as troublesome this year in spite of many "Swat the fly" campaigns.

Seasonable Lines.—The demand for summer lines is making itself shown in good style. Many sales of refrigerators have been made, and lawn mowers are also well to the fore.

Builders' Hardware.—This is the line which has been getting the most attention recently. Good demand has been shown for practically every line required by the building trade. It is not always that a real estate boom is accompanied by a building boom, but at the present time both are in evidence here and show good signs of continuing.

Harvest Tools.—Warm weather, and consequently better roads have caused more activity by the farmers in buying, and the sales of these goods are reported to be improving. The season is said to be fairly well advanced in some districts, and business appeared to be quite satisfactory.

TORONTO.

Toronto, May 16.—Whatever ground was lost during the past few weeks as a result of the backward weather is now being regained. Business is brisk. Still the weather conditions are far from favorable yet and it may be that trade is not quite as good as it would be if warmer weather were to set in. The jobbers are not complaining, however, they are kept busy and they are counting upon a very heavy rush of business as soon as real warm weather arrives permanently.

No price changes have been made during the past week.

Seasonable Goods.—There is a heavy demand for summer goods. Dealers who have held off from ordering on account of the cold weather are coming into the market, convinced probably that the summer cannot hold off very much longer. There is a first-class demand for screen doors, garden hose, clamps, couplings, sprinklers, nozzles, rakes, wheel barrows, lawn mowers, shears, spades, picks and the many other articles of the same nature which are required for gardening work.

Orders are now being placed for awnings, shades, verandah screens, hammocks, lawn seats and other strictly summer lines.

Household Goods.—Demand is veering to the lines which warm weather brings to the front. The refrigerator trade is breaking all records. Heavy sales have been made, and it is noteworthy that the demand for the larger and better grades has increased to a marked degree. Jobbers state that they have already sold so many refrigerators that it is absolutely certain that the sales record of last year will be far outdistanced.

A good demand is reported for ice cream freezers.

It is quite apparent that the retailers are still finding a ready sale for goods which are needed at housecleaning and moving time, for repeat orders are still being received by the jobbers. Most orders, of course, are small but the general volume of trade in these reaches a satisfactory total.

Builders' Hardware.—Perhaps the most conspicuous increase in business is in builders' hardware. Building operations are being carried on with such vigor that the retailers are disposing of large quantities. The tool trade has continued very brisk also.

Cement is selling in good bulk and there has been an almost abnormally large demand for building paper and roofing.

Heavy Hardware.—Business continues brisk. No difficulty has yet been experienced in making shipments, although the transportation problem is still serious.

Sporting Goods.—The demand has been heavy during the past week. There has been a steady call for baseball and lacrosse supplies. Dealers are now stocking up briskly in these and all other lines. Canoes and paddles are reported to be selling well. Trap-shooters' supplies, rifles and ammunition are selling in better volume now.

Use of Hamilton Armouries Obtained

The announcement is made that final arrangements have been completed with the officers commanding at Hamilton for the use of the drill hall for the exhibition of hardware goods to be conducted next February by the Canadian Hardware Manufacturers Exhibitors Limited, in connection with the annual convention of the Ontario Retail Hardware and Stove Dealers' Association.

This means that Hamilton will be the convention city for 1913. At the joint meeting of the executive officers of the manufacturers and retailers held in April, the choice of Hamilton was made, pending the securing of the use of the armouries. With this now obtained, the matter is definitely settled, and Hamilton will be the scene of the hardware gathering next year.

Mr. James, of James & Reid, Perth, Ont., was a visitor to Montreal during the past week.

James Pender, of the James Pender Co., Ltd., St. John, N. B., manufacturers of wire nails, was in Montreal this week on his way to the Pacific coast. Mr. Pender is interested in a number of patents which he is having registered.

Weekly Western Market Report

Business Conditions Are Reported to be Excellent—An Urgent Demand Noted for Gas, Gasoline and Oil Cooking Stoves—Lead Pipe Has Advanced, Owing to a Shortage in Stocks.

The demand for all kinds of seasonable hardware is reported to be satisfactory and salesmen are already booking up fall orders on a large scale.

So urgent has been the demand for gas, gasoline and oil cooking stoves that the supply in the city is practically exhausted.

Prices are firm, the only advances being in lead pipe and white lead and both raw and linseed oil have advanced.

The building programme of the city is increasing by leaps and bounds and the demand for all lines of building hardware is much in excess of the corresponding period last year.

Barb wire is also beginning to move freely but it will be a couple of weeks yet before this line becomes particularly prominent.

Heavy Hardware.

Lead pipe has advanced 20 cents and lead waste 15 cents since last report. This is accounted for by a shortage of stocks resulting from the recent coal strikes in Great Britain.

General Hardware.

There are no changes to report in current prices which are firm. There is a little better than average demand.

Winnipeg Hardware Quotations.

Ax Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

Augur Bits—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Barb Wire.—Lyman 4 pt., $1.85 f.o.b. Fort William; $2.26 per spool of 80 rods f.o.b. Winnipeg; Guidden 2 pt., $1.75 f.o.b. Fort William; $2.12 per spool of 80 rods f.o.b. Winnipeg; Baker 2 pt., $1.73 f.o.b. Winnipeg; Waukegan, 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool f.o.b. Winnipeg; Alberta 2 pt., $1.73 f.o.b. Fort William, $2.05 per spool, f.o.b. Winnipeg; American special, 2 pt., $1.45 f.o.b. Fort William; $1.73 per spool f.o.b. Winnipeg; plain twist, $2.80 f.o.b. Fort William, $3.20 per 100 lb., f.o.b. Winnipeg; coil spring wire, No. 9, $2.07 per 100 lbs., Fort William; $2.50 at Winnipeg.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—$3.15 per keg base.

Wire nails, base, $2.80 Winnipeg; $2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c, to 20-inch gage, 29c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates.—Half-polish, 6 and 7-inch, $3.40; 8-inch, $3.60; full polish, 6 and 7-inch, $4.25; 8-inch, $4.50.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron—Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 6, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe—⅜ in., $3.25; ½ in., $4.05; ¾ in., $5.00; 1 in., $7.20; 1¼ in., $9.80; 1½ in., $11.80; 2 in., $15.30.

Galvanized Ware.—37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1. $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3.15; ¼ in., $2.30; ⅜ in., $2.35; ½ in., $3.15; ¾ in., $3.80; 1 in., $5.45; 1¼ in., $7.45; 1½ in., $8.95; 2 in., $11.55; 2½ in., $18.40; 3 in., $24.15; 3½ in., $32.25; 4 in., $36.75; 4½ in., $42.50; 5 in., $47.50; 6 in., $61.50; 7 in., $95.50; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead.—$4.75. Lead Pipe—$5.85.

Lead Waste—$6.85.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope — Sisal, 8¾; Pure Manilla, 10½c; British Manilia, 9c,; lath yarn, 9¼c.

Staples.—Bright wire, $2.50 F.O.B. Fort William; $2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws.—Bright iron round head, 82½ and 10 p.c.; flat head, 87½ and 10 p.c.; round head, brass, 72½ and 10 per cent.; flat head brass, 77½ and 10 per cent.; coach, 65 per cent.

Staples—Bright wire per cwt., $2.50 at Fort William, $2.90, Winnipeg.

Paints and Oils.

Although business in paints, oils and painters' supplies is quite up to the average, a decided improvement may be looked for with the advent of brighter and warmer weather. Linseed and boiled oil have advanced 5 cents per gallon and white lead has also stiffened in price.

Linseed Oil.—Raw, per gal., $1.05; boiled, per gal., $1.08.

Turpentine, per gal., barrel lots, 80c.

Dry Colors.—White lead in ton lots, decorators' pure, $7.50; decorators' special $7; in small lots advance price 25 cents per cwt.; red lead, kegs, $6.50; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a 3½c; English purple oxides, in casks, 3½c; less quantities, 4c per lb.

Putty.—Casks, $2.90 per cwt.; bladders in barrels, $3.15; bladders, 100-lb. cases, $3.40.

Paris Green.—22 cents per 112-lb. drums.

Methods of Retailing Paints and Varnishes

Improving Your Trade in Paint

Some Pointers for Dealers Who Desire to "Liven Up" Their Paint Department—Why Publicity is Needed—Display in the Store is an Essential Point—Knowing the Goods is the Biggest Asset a Salesman Can Have.

"My paint department has been paying fairly well, but not as well as I feel it should," stated a retail hardwareman recently. "What do you think I should do to liven business up?"

This question is one which is frequently asked by dealers and an answer will, therefore, be of interest to all. It should be stated at the outset that the question propounded is not an easy one to answer. Conditions differ in stores. One man's lack of success may be due to one thing while another merchant may be failing to get results from an entirely different cause. There are certain rules, however, which, if followed conscientiously, will bring results in every store and every locality. The answer to this particular dealer's question can best be given by reciting some of the fundamental rules of good paint salesmanship.

The first rule that crosses the mind is the necessity for publicity. Paint cannot be sold in as large bulk as it should be when the dealer keeps his stock out of sight. Remember this: The average person does not appreciate the need for paint. If nothing is done to show him the error of his ways, a man will let his property go for years without a touch of paint. Therefore, if the dealers do not keep paint before the public gaze continuously, the demand will be correspondingly small. When the dealer does not push sales, he gets just such orders as may happen to come to him. It is, of course, impossible to give any statistics on the subject, but it is safe to assert that for every paint sale which results from the unassisted initiative of the property owner, two sales can be made if the dealers endeavor to create a demand.

In other words, the dealer can by force of exertion and force of publicity, make his paint business double what it would be if he were to make no effort whatever. This may seem a rather sweeping statement to make, but, in the writer's opinion, it is not too strong.

Publicity Measures.

One of the first considerations is **to put the paint stock where it will be seen.** A shelf at the back will not do if the store is so long that the rear is not clearly visible from the front. In some establishments the paint stock is kept at the back, and is so effectively displayed that no fault can be found with the arrangement. But in the average store, the back is not suited for this purpose. The paint is lost to view and is given no chance to advertise itself.

It is a pleasure to step into a store and see clean rows if fresh looking paint tins occupying a prominent place on the shelves. A paint tin seems to radiate an indefinable quality of attractiveness. It seems to assert: "I have bottled up within me the power of creating cleanliness and beauty wherever I am used." This may seem fanciful, but it is not beside the mark. The sight of a paint tin and brush bring to the average man's mind the suggestion that his home needs some freshening up. He remembers that his front porch is beginning to look pretty shabby and that the hall floors have been scuffed bare. but if he did not see paint and brushes in the hardware store whenever he called, it is not likely that the shabbiness of the front porch or the bareness of the hall floors would make such an impression on him that he would think to buy the necessary supplies. He needs a reminder **when he is in the store.** "A hint in the store is worth two at home."

Before proceeding to take up another point, it would be as well to make some reference to the wisdom of feature paint accessories—brushes, glass cutters, grainers, etc. "I almost double my pro-



A strong display in the store of G. W. Ecclestone, Bracebridge—This window has salesmaking force to a marked degree.

fit on paints by looking after the sale of such lines," was the statement recently made by a live dealer who has made a study of paint salesmanship. He explained that, before he had come to realize the importance of this branch, he had sold one brush for every four paint sales. Sometimes people came back and bought brushes after they had bought paint, and this set him thinking. The direct result of his cogitations was that he imposed a rule upon the members of the staff from which they were never to deviate. "When you sell customers paint, ask if they need a brush." He had come to the conclusion that people did not buy brushes purely and simply because they did not think of them. The average person knows about as much about keeping a brush as a Zulu does about drawing room etiquette. After finishing a job, they put the brush away on a dusty shelf without thinking to clean it. When the time comes to use it again, it is about as usable as if it had been carved out of granite. Therefore, the average person needs a new brush for practically every painting job they undertake.

The dealer in question found this out shortly after he put his new rule into force. He sold a brush with almost every tin of paint.

Displaying Brushes.

A common fault is that no effort is made to put brushes where they will be seen. A drawer or a box under the counter suffices in too many cases. The best arrangement is to give a space between the paint shelves to showing brushes of all sizes and descriptions, the method being shown in the accompanying illustration. Many dealers have adopted this plan and have found that it pays them. It brings a surprising number of enquiries and volunteer orders.

Window Displays.

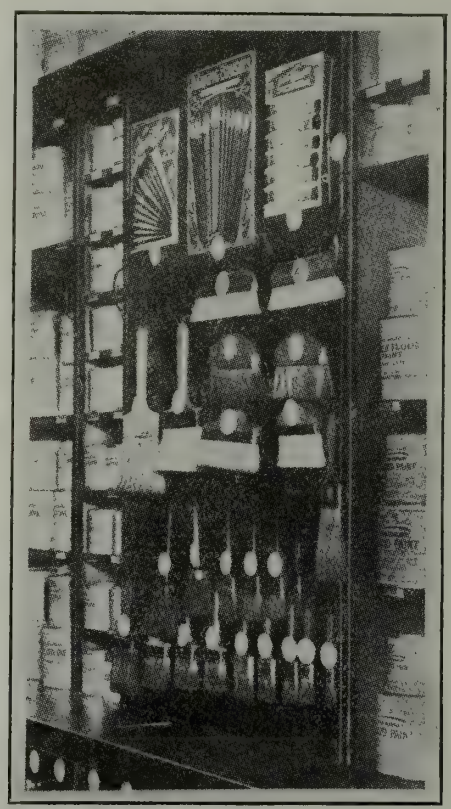
Another important phase of paint publicity is the arrangement of paint windows. Right here let it be said that the trade has made marked strides in this respect during the past few years. There have been more paint windows in hardware stores this spring than ever before. Some of them have been mighty good ones too. The writer has inspected a few dozen displays which were atractive to the last degree, and had selling force aplenty. But the improvement is not yet complete. There is still a lot of room for betterment in this respect.

Paint window displays are necessary in the spring, but they **are necessary the whole year around as well.** Just because sales are not heavy in the wintertime, it does not follow that the dealer should completely relinquish his publicity measures. He should bear in mind that the spring will bring a big demand and that if he "keeps everlastingly at" his educational work (window displays are educational) he will make the demand bigger than ever when it does come.

The best results cannot be obtained from window displays, if they are conducted on an intermittent basis. Continuity is what counts. Keep pounding away and big business will result.

A Good Display.

It will not be necessary to enter upon a long dissertation as to what constitutes good window displays. There are so many ways of making an effective window that no rule can be laid down. Suf-



How brushes can be stocked and displayed to bring best results.

fice it to say that the display in the store of Geo. W. Ecclestone, Bracebridge, which is reproduced on the preceding page, is in every respect a great business-getter. One point is well worth noting in connection with this window trim.

In the centre a chair is shown which has been finished and consequently presents a flawlessly new appearance. A practical touch of that description adds 100 per cent. to the selling power of the display. It puts before the public a test, a proof, of the results which can be obtained. A person can be convinced more readily in that way than by any other means.

Talking Paint.

There is still another phase of paint publicity which should not be passed over. Ever consider the advantages gained by "talking paint?" All men have occasion to visit the hardware store more or less frequently, and if the dealer takes advantage of his opportunity to instil into their minds a little paint wisdom, he is bound to sell a large amount. "Haven't time," is the protest that many a dealer will voice. It will pay to make time. If a two-minute talk brings a two-dollar sale, the two minutes have been well invested. Of course, not every two-minute talk will bring a sale. A large enough percentage will, however, to make it worth the effort.

Equally important with the giving of adequate publicity, is the necessity for the retail salesman to know his goods. The chief reason why many dealers neglect to feature paint is because they do not know much about it. They are no better off than the public in that they do not appreciate the importance of paint.

To make his department live and profitable, the hardwareman must have a pretty good grounding in all that pertains to the value and the use of paint. Only through his knowledge can he gain the enthusiasm needed to push sales. Lasting enthusiasm cannot be secured without knowledge.

Knowing the paint he is selling, how and when it should be applied, and all points pertaining to its use, is the biggest asset that the salesman can have. It not only helps to make the sale; it makes a customer. The customer will come back.

The average man is not very strongly versed in the use and application of paint and varnish. He would probably be content to use carriage paint on the floors of his house. The chief trouble is that he has confidence instead of knowledge, and will go ahead with any job without pausing to reflect if he really knows how to do it right. If the man who sold him the paint has not gone to the pains of instructing him in the proper way to use it, the chances are that the job will be botched.

Truly "there is no business detriment like the wagging tongue of a dissatisfied customer." Once a customer has used paint with bad results, he starts to "rap" the paint and the dealer on every occasion. "Poor stuff," he asserts. "I tried it myself, and couldn't do anything with it." It never occurs to him that he did not apply it right. Hearers may or may not draw that conclusion. Some will not.

The salesman who does not see that his customers understand how to use the paint they have bought is not a success by any means. It will be readily seen, therefore, that a practical knowledge of the subject is an asset which retail salesmen need.

Wise Dealers Handle the ML Line Because They are Honest Goods That Build Trade.

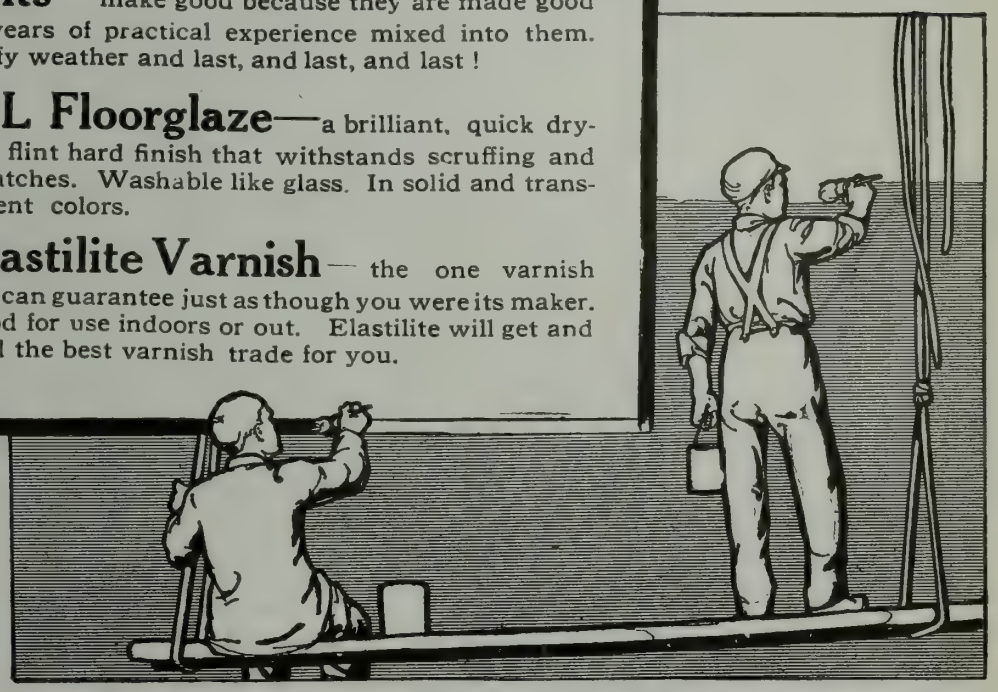
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ML Floorglaze—a brilliant, quick drying, flint hard finish that withstands scruffing and scratches. Washable like glass. In solid and transparent colors.

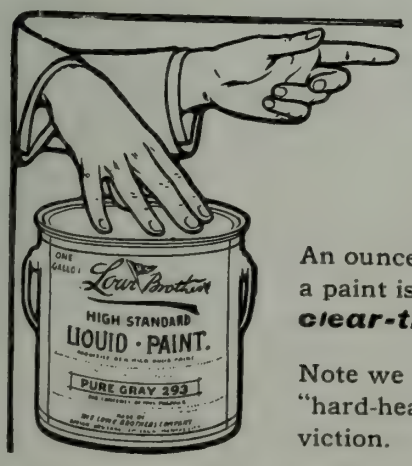
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SAMPLES FROM

The Imperial Varnish & Color Co., Limited,

6-24 Morse St., Toronto
108 Princess St., Winnipeg
364 Water St., Vancouver



"Facts, and the proof thereof, are what business men demand."

—HARRIMAN

An ounce of fact is worth a pound of argument. The mere assertion that a paint is the best paint on the market does not influence in the least the ***clear-thinking*** business man.

Note we use the words "clear-thinking," not the words commonly used "hard-headed." A clear-thinking business man is always open to conviction. He runs abreast of the times.

If Lowe Brothers "High Standard" Liquid Paint is superior to any paint on the market, it does not take this type of man long to find it out. We are convincing "clear thinkers" every day—not by assertion, but by tests that are undisputable. Think it over, then write.

Lyon-Monkhouse Limited
171 James Street
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Lowe Brothers LIMITED

TORONTO
Dayton Boston
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Chicago New York

Weekly Market Report --- Paints

RECORD BUSINESS DONE.

The paint trade is going to break all records this year. There can be no doubt of that. All manufacturers find their output is away in advance of last year, and some difficulty is being experienced, in fact, in meeting the demand.

Firmness is noted in all lines, but the only price change is in linseed oil, which has gone up 2 cents. Putty will be advanced soon, and there is already some talk of another advance in white lead.

There is not a superabundance of stock in any line. Linseed oil is particularly scarce at the present time.

MONTREAL.

Montreal, May 16.—It is not often that a manufacturer will complain of the large amount of business he is doing, but business is rushing at the different factories to such an extent that these people hardly know which way to turn. One manufacturer described conditions as a "holy fright." Many of the factories are working twenty-four hours a day, but even this double shift does not seem to quite enable them to keep pace with the enormous number of orders which are coming in. From present indications it would seem that the sales of paint in 1912 will exceed those of any other year by a large margin. The markets are steady, and no change in prices has been noted from those of last week, with the exception of linseed oil, which has advanced one cent.

Linseed Oil Scarce.

The scarcity of linseed oil is quite a feature of the markets these days. The stock of seed at the different mills has become very low, and navigation only having opened a few days since, no boats laden with seed have yet arrived. The shortage was so marked that it was rumored that one mill had been forced to close down altogether, owing to their supply of seed being completely exhausted. Conditions will change, however, in a few days, and this temporary shortage is not expected to affect the market to a great extent. The price has been advanced one cent since last week, and is now quoted at 97 for raw and 99 for boiled.

Turpentine. — The demand for "turps" continues strong, and buying is good without speculation. Supplies appear to be in fair shape, and quotations remain the same at 70c for single barrels.

White Lead.—The advance which was made last week in this commodity has been maintained, and indeed it is thought by some that it will be followed by another advance at no very far distant date. The price of pig lead is high, and likely to continue so as far as can be seen, and it is only natural that the price of white lead must follow in its steps.

Mixed Paints.—The shipping departments are all going at full pressure in the endeavor to keep pace with the influx of orders for mixed paints. It was expected that this would prove to be a good year for the sale of these goods and manufacturers were prepared with large stocks. It now looks as if all expectations would be realized, and in fact, the business done will probably exceed the hopes of even the most sanguine.

Putty.—There has been a good call for putty, and very few assorted orders are without this article. Some heavy consignments have been sent down by the water routes. Price remains the same.

TORONTO.

Toronto, May 16.—The outstanding feature in connection with the paint and oil market is the remarkable proportions to which the demand has attained. Business is much brisker than ever before. One manufacturer stated to a representative of Hardware and Metal this week that during the past six months he had increased his business 37½ per cent. The local branch of another firms has more than doubled the volume of business since the first of the year. Reports from other concerns are pretty much to the same effect.

The natural result is that stocks are not heavy in any line. The increase in the demand all around keeps the jobbers and manufacturers hustling to find sufficient supplies. The second natural result is that prices are showing a tendency toward extreme firmness. In only one line—linseed oil—has an advance been declared, but increases are believed to be pending in other lines.

The transportation question is a serious one at the present time. It is found difficult to secure supplies and to make shipments. "We see little hope of improvement," said one jobber. "Now that the boats are running the accumulation will be cleared out gradually, but it will take such a long time to effect this, that we can see little hope for improvement for some time."

Oil Higher and Scarce.

Linseed Oil.—The price has been advanced 2 cents, making the prevailing quotations $1.00 for raw and $1.03 for boiled. The advance has been due largely to the shortage which prevails in oil. The inability to secure sufficient supplies just now is caused by the freight congestion more than anything else.

There is a first class demand for linseed oil, so that, under all circumstances, it is believed to be assured that the price will remain firm for some time.

Turpentine.—The price of turpentine remains at 70 cents. There has been a slightly easier tone at Savannah, the price having fallen off a cent, but as the Savannah quotation was much higher in proportion than the local figure, the decrease there has not had any effect on Toronto prices. It could recede still further without giving the local jobbers the margin generally deemed necessary. There is a good demand locally for turpentine, and stocks not heavy by any means.

White Lead.—The price generally quoted is $7.15, in accordance with the increase put into effect last week. The commodity is unusually firm at that figure, and already some talk is heard of another increase. "It will surely come," said one jobber to-day. "I don't suppose that it will be for some little time, but you can put it down as certain that the price will not remain where it is." White lead is now extremely high, but the circumstances are exceptional, and the price asked is not as high as would be warranted by the advanced price of the raw material.

Demand for white lead is good, and many large orders are being placed.

Glass.—The situation in glass presents no features. Business is not yet brisk, but from the orders placed, it is apparent that firmness is dominating the price situation.

Putty May Advance.

Putty.—No change has been made in the price of putty, but it seems reasonably assured that something will be done. The largely advanced cost of white lead, oil and whiting has made it obligatory to advance putty prices and a revision of the schedule may be expected before very long. Present prices are:—Standard bulk in casks, $2.20; in 100-lb. drums, $2.40; in 25-lb. drums, $2.50; bladder, in barrels, $2.65. Pure putty prices are as follows:—Bulk, in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.



Victoriaville. Que., Parish Church — L Caron & Son, Decorators

The beautiful white interior of the Victoriaville church was obtained with

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Brandram's White Lead, made by the Brandram's process for practically two centuries, is the standard White Lead of the world. Specified by architects, used by leading decorators, Brandram's Lead helps you control the big paint trade of your territory.

Before placing your order for White Lead, write for prices and full particulars to the only corroders and grinders of White Lead in Canada.

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Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb..8 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 20	2 20
Heads, per 100 lb.	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ in.	9 50	9 00
" " 2 "	8 25	8 50
" " 2½ "	10 50	10 00
" " 3 "	12 00	12 10
" " 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge... 0 24
Rods, base ⅛ to 1 inch, round.. 0 20
Tubing, seamless base, per lb... 0 23
Tubing, iron pipe size , 1 inch base 0 23
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot	18 00
Cut lengths, round bars, ½ to 2 in.	24 00
Plain sheets, 14 oz., 14x48 inches, 14x60 inches	26 00
Copper sheet, tinned, 14x60, 14 oz.	27 00
Copper sheet, planished, 14x60, base,	34 00
Braziers', insheets, 6x4	26 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto
Canadian foundry, No. 1		19 50
Canadian foundry, No. 2		19 00
Middlesboro, No. 3 pig iron	18 00	19 00
Summerlee, No. 2 pig iron	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles $ base	2 50	2 50
Common bar, per 100 lb.	1 90	2 05
Forged iron, per 100 lb.	2 05	2 20
Refined iron, per 100 lb.	2 15	2 30
Horseshoe iron, per 100 lb.	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

Cold Rolled Shafting.

9-16 to 11-16 inch		0 06
¾ to 1 7-16 inch		0 05½
1 7-16 to 3 inch		0 65

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal.	Toronto
10 gauge	2 30	2 50
12 gauge	2 30	2 55
14 gauge	2 20	2 35
17 gauge	2 20	2 45
18 gauge	2 20	2 45
20 gauge	2 20	2 45
22 gauge	2 25	2 55
24 gauge	2 25	2 55
26 gauge	2 35	2 65
28 gauge	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
20x28x80	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 gauge, per square	5 00
26 gauge, per square	3 85
28 gauge, per square	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best	Best
16-20	3 60	3 35	3 60	3 60	
22-24	3 65	3 40	3 65	3 65	
26	4 05	3 80	4 05	4 05	
28	4 25	4 00	4 25	4 25	

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	345
26 gauge, American	3 85	3 50
28 gauge, (26 English)	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜-inch	$ 5 50	66 p.c.	51 p.c.
½-inch	8 50	71 p.c.	60 p.c.
¾-inch	11 50	75 p.c.	65 p.c.
1-inch	16 50	75 p.c.	65 p.c.
1¼-inch	22 50	75 p.c.	65 p.c.
1½-inch	27 00	75 p.c.	65 p.c.
2-inch	36 00	76½p.c.	66½p.c.
2½-inch	57 50	76½p.c.	66½p.c.
3-inch	75 50	76½p.c.	66½p.c.
3½-inch	95 00	75 p.c.	65 p.c.
4-inch	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings. 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00.

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15x24, $2; 18x30, $2.35; 18x36, $3.50.

HEATING APPARATUS

Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50, 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers' buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11¼
Light copper bottoms	0 09	0 09¾
Heavy red brass	0 10	0 10½
Heavy yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	0 02	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb.	4 95	5 05
Imported pig, per 100 lb.	4 95	5 05
Bar pig, per 100 lb.	5 20	5 30
Sheets, 2½ lb. sq. ft. by roll	5 50	5 30
Sheets, 3 to 6 lb., ft.	5 25	5 55

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE.

Lead Pipe and Waste, 20 p.c.
Caulking lead, 4¾c. per pound.
Traps and bends, 45 per cent.

SOLDER.

	Per lb. Montreal.	Toronto
Bar, half-and-half, guarant'd	0 27	0 27½
Wiping	0 24	0 25

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks	8 50	8 50

SPELTER.

Foreign, per 100 lb.	7 50	7 25

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lb...$52 00 $50 00
Redipped Charcoal Plates—Tinned
M L S, Famous (equal Bradley)

	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I. X., 14x20 base	5 50
I. X. X., 14x20 base	6 50

Bright Cokes
Bessemer Steel—

I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne
Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.
Cookley Grade—

XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 00
XX, 14x65, 50 sheet bxs.)	

Tinned Sheets.

72x30 up to 24 gauge, case lots	8 00	7 35
72x30 up to 26 gauge, case lots		7 85

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.
High Carbon, No. 9, $2.00 in cars.

Fine Steel Wire.
Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c.; oiling, 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

Hay Wire in Coils.
$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

Galvanized Wire.
From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

Poultry Netting.
2-in. mesh, 19 w.g., 60 and 2½ p.c. off.
Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

Smooth Steel Wire.
No. 0-9 gauge, $2.25 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c, spring wire $1.25, bright soft drawn 15c, charcoal (extra quality) $1.25, packed in casks or cases 15c, bagging and paperings 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks, 50c, in ½-lb. hanks, 75c., in ¼-lb. hanks, $1.

Wire Cloth.
Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

Wire Fencing.

Galvanized barb		2 45
Galvanized, plain twist		2 75

Car lots and less.
Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

Wire Rope.
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5, 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized		2 80
Plain		2 50

Paints, Oils and Glass	2 50

Barn Paint.

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

Beeswax.

Per lb.	0 40

Chemicals.

In casks per lb.	
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05¼
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

Colors in Oil.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb. irons	0 05

Enamels.
Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.

	Per lb.
French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" solder sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c, ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL.	0 11½
CL.	0 12
C.	0 11

Paris Green.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 16¼	0 16½
Packets, 1-lb., 100 in case	0 18½	0 18¾
" ½-lb. "	0 20½	6 20¾
Tins, 1-lb., 100 in case	0 19½	0 19¾

Paris White.

In bbls.	0 90

Pigments.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

Prepared Paints.

	Per gallon	in qt. tins
Sherwin-Williams paints, base		2 00
Canada Paint Co.'s pure	1 75	2 00
Globe house paint (Windsor)		1 60
"New Era" house paint (Windsor		1 85
Benj. Moore Co.'s "Egyptian" Brand		1 50
Moore's pure linseed oil, H.C.		1 65
Brandram-Henderson's "English"		2 00
Ramsay's paints, pure		1 65
Ramsay's paints, Thistle		1 30
Martin-Senour, 100 p.c. pure		2 00
Senour's floor paints		1 60
Sterling Pure		1 60
Maple Leaf Paint (Imp. V. & C. Co.)		
Jamieson's Crown and Anchor brand		1 60

Plaster of Paris.

Per barrel	0 30

Pine Tar.

Half-pint tins, per dozen	0 60

Putty.

	Standard
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders, in bbls.	2 75

Red Dry Lead.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs "	5 25	5 25
No. 1 casks, per 100 lbs.	4 25	4 25
No. 1 kegs, per 100 lbs.	4 75	4 75

Shingle Stains.

In 5-gallon buckets	0 75

Turpentine and Oil.

	Montreal	Toronto
Can. Prime white petroleum, gal.	0 14	0 12
U.S. Water white "	0 15½	0 13½
U.S. Pratt's astral "	0 19	0 15½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal. single bbls		0 15½
Pure Turpentine, single bbls	0 70	0 70
Wood Turpentine		0 60
Turpentine, second run		0 60
Linseed Oil " raw	0 97	1 00
" " boiled	1 00	1 03

Rosin, "G" grade, bbl. lots, 100 lbs.

	3 25

Varnishes.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00

WHAT about the most profitable department in your store — your paint department?

Is it giving the splendid returns that are only possible from a clean-cut quality stock?

Minerva Paints and Paint Specialties

are a line of exceptional merit.

They are the famous British Paints of 78 years' reputation for quality, and are backed by vigorous dealer co-operation on the part of the manufacturers.

Made in Canada with the same care and skill which has formed the basis of their unique reputation.

Full Imperial Measure in every can.

It will pay you to investigate the Minerva proposition.

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PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.

377 Carlaw Ave., Toronto Established in England in 1834

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Steel Tanks and Self-Measuring Pumps for Paint Oils

They avoid all the loss and inconvenience sustained under the old method. The steel tanks are air-tight and will not permit the oil to gum or stick. The pumps measure the oil according to the Imperial Standard, directly into the customer's can. They count the gallons pumped and compute the charge for fractional gallons.

THE BOWSER PAINT OIL SYSTEM

will put every cent of profit into your pocket, where it belongs. With a Bowser your paint oil department will be as clean and inviting as your shelf hardware department. It draws trade.

Why not investigate now and be ready for spring. Your fellow merchants are using them. They'll help you. Ask for book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 FRASER AVENUE

For Twenty-seven Years Manufacturers of Self-measuring Pumps, Tanks, Gasoline and Oil Storage Systems, Self-registering Pipe Line Measures, Dry Cleaning Systems, etc.

Do you know any of these Bowser users?

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Toronto

Geo. Ecclestone,
Bracebridge, Ont.

Manville Hardware Company,
Prince Albert, Sask.

J. H. Ashdown,
Calgary, Alta.

Arthur Latham,
Moose Jaw, Sask.

Cochrane Hardware Company
Toronto

Peart Bros.
Regina, Sask.

Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 96
" Union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps, brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	1 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish.	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Ltd. "Gold Medal," in cases	2 25
Dependon Lt. H. Oil Finish	8 75
Everlastic Floor	14 25
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange shellac varnish, in barrels	1 60
No. 1 orange shellac varnish, in barrels	1 30

Window Glass.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 60
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 25 p.c.
Montreal prices, no discount.

Size United Inches	Star
Under 26	$ 3 05
26 to 40	3 25
41 to 50	3 65
51 to 60	3 90
61 to 70	4 15

White Lead Ground in Oil.

	Montreal Per 100 lb.	Toronto lb.
"Anchor," pure	7 00	7 15
Brandram's B.B. Genuine	8 00	8 15
C.P.C. decorators, pure	7 00	7 00
Crown and Anchor, pure.	7 00	7 15
Elephant Genuine	7 25	7 35
Essex Genuine (Windsor).	....	6 75
Island City Decorators' Pure	7 00	7 15
Lily Pure	7 00	7 15
Moore's Pure White Lead	....	7 15
Monarch (Windsor)	....	7 25
Munro's Select Flake White	7 25	7 40
Purity, C.O. Co.'s Ltd.	....	6 75
Ramsay's Pure Lead	7 00	7 15
Ramsay's Exterior	6 75	6 90
Sterling Pure	....	7 15
Tiger Pure	7 00	7 15

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over, 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

White Zinc (Dry)

Extra Red Seal, V.M.	0 07½

White Zinc in Oil.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2 " "	0 05¾

Whiting.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE.

Adzes.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

Axes and Hatchets.

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	5 00
Barrell hatchets	5 50	6 85

Anvils.

Buckworth, per lb.	0 10¼

Ammunition.

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust, $7.50 per 100 lbs. Discount 25 per cent.; cash discount, 2 per cent. 30 days; net extras as follows, subject to cash discount only; Chilled, 40c; buck and seal, 80c; no. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

Augers and Bits.

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	
Tobin's High Speed, 50 and 10.	
Tobin's Never Choke, 60 and 10.	

Barn Door Hangers.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, dozen sets	....	6 50
Standard jointed hangers, dozen sets	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25
Chicago Friction, Oscillating and Twin Hangers, 5 per cent.		Big
Steel, track, 1 x 3-16 in. (100 ft.).		3 25

Barn Door Latches.

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Bells.

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

Belting.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 80c; cut laces, 85c.

Bird Cages.

Brass and Japanned, 40 p.c.

Bolts and Nuts. Per cent.

Carriage Bolts, common, new, $1 list.
Carriage Bolts, ⅜ and smaller 70
Carriage Bolts, 7-16 and up
Carriage Bolts, Norway Iron ($3 list) 60
Machine Bolts, ⅜ and less.. 60, 10 & 10
Machine Bolts, 7-16 and up.. 60
Plough Bolts 55, 5 & 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, ⅜ and less 60 and 10
Sleigh Shoe Bolts, 7-16 and larger 55 and 05
Coach Screw, new list 7
Nuts, square, all sizes, 4¼c per lb. off.
Nuts, hexagon, all sizes, 4¼c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts, 80.

Building Paper, etc.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2 "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain and tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs.	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32' & 60', per 100 lb.	3 00
2 Ply Ready Roofing, per sq.	0 70
3 Ply Ready Roofing, per sq.	0 95
2 Ply complete, per roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, brls., per gal.	0 15
Liquid tins Cement	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb.	0 06
Nails, per lb.	0 05
Mop cotton, per lb.	0 15

Butts.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent.

Cement and Firebrick.

Canadian Portland, bags, per bbl.	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood.	....	3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton	....	5 50

Chalk and Pencils.

Carpenters Colored, per gross	0 65	0 80
" lead pencils, p. gr	2 40	6 75

Chisels.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

Chain.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack-chain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

Churns.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

Clamps.

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

Conductor Pipe.

2 inch, in 10 foot lengths	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

Cotter Pins.

Cotter pins, 90 p.c. Montreal.

Copper and Nickel Ware.

Copper boilers, kettles, 47½ p.c.
Copper tea and coffee pots, 42½ p.c.
Copper pitts, 27½ per cent.
Foundry goods, hollow ware, 45 p.c.

Door Knobs.

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

Door Sets.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

Door Hangers (Parlor)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

Door Springs.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

Draw Knives.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

Drills.

Bit stock drills, 2-32 in., doz.	0 67

Escutcheon Pins.

Steel, discount 50 per cent.
Brass, 55 per cent.

Eavetroughs.

8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c per 100 ft. O.G. Round Bead Trough.

Factory Milk Cans.

Milk cans and pails, 35 p.c.
Hand delivery and creamery cans, 40 p.c.
Railways cans, 45 p.c.
Cream cans, 40 p.c.
Creamery trimmings, 75 and 12½ p.c.

Faucets.

Common, cork-lined, 35 per cent

Farrier Knives.

Buckworth, 50 p.c.

Files and Rasps. Per cent.

Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62 2-3
Jowett's (English list)	27½
Spear & Jackson (English list)	35

Forges.

Blacksmiths portable, 135 lbs.	9 85

Galvanized Ware.

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

Grindstones.

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

Hammers.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 80
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09

Harvest Tools.

50 and 5 per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

Halters (Snap and Ring).

Jute Rope, ⅜-inch, per gross	8 00
" " ½-inch, per gross	10 50
" " ⅝-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1¼-inch, per doz.	5 20
Web	2 45

Sisal Halters (Snap and Ring).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

Hinges.

Blind, discount 50 per cent.

Heavy T and strap, 4-in., 100 lb. net	7 25
Heavy T and strap, 5-in., 100 lb. net	7 00
Heavy T and strap, 6-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 50
Heavy T and strap, 10-in. and larger	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—

under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50

Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

Hinges (Spring)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro., $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

Hooks.

Wrought iron hooks and staples—¼ x 5, per gross	2 25
5-16 x 5, per gross	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 & 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

Horse Nails.

M.R.M. cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

Horseshoes.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

Horse Weights.

Taylor-Forbes, 4¼c.

Ice Cream Freezers.

White Mountain, 5c per lb.

Knives.

Hay knives, net list.
Clauss, 50 and 25 per cent.

Kitchen Enameled Ware.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial, and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 40 per cent.

Kitchen Sundries.

Asbestos mats, 50 p.c.		
Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 60	0 90
Potato mashers, wire, per doz.	0 60	0 75
" wood, per doz.	0 50	0 80
Vegetable slicers, per doz.	....	2 25
Universal meat chopper, No. 1	....	1 15
Enterprise chopper, each	....	1 30
Spiders and fry pans, 50 and 5 per cent.		
Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60
Toasters, 50 per cent.		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

Ladders.

3 to 6 feet, 12c per foot; 7 to 1 ft., 13c. Extension ladders, 15c per foot up.

Lanterns.

Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast, per doz.	6 75
Lift Tubular and Hinge Plain, per doz.	5 00

BLACK DIAMOND
ALEX. McARTHUR & CO.
LIMITED
MONTREAL.
REGISTERED TRADE MARK

We also make all kinds of Wrapping Papers

"Black Diamond" Tarred Felt

"Joliette" & "Cyclone" 2 & 3-ply
Sheathing Ready Roofing

Our above-mentioned products are guaranteed to withstand all kinds of climates, being made of the finest materials obtainable. They can be easily laid by any workman and are very profitable to handle.

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Increase Your Sales

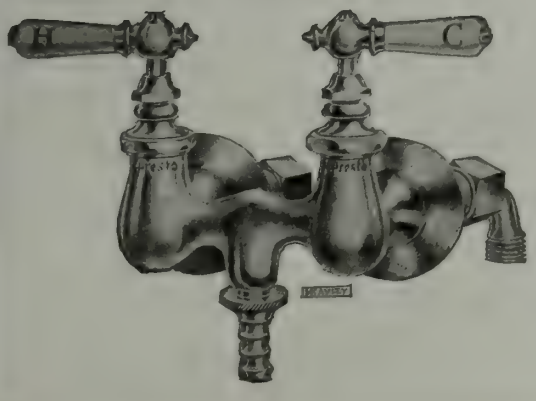
by selling goods that create enthusiasm among users. These kind of goods can be easily obtained in



HEINISCH SHEARS

The dealer will find it a pleasure to handle them as they bring good profits, and guarantee him against come-backs. High quality and perfect temper does it. We also manufacture Tailors' Shears, Trimmers, Tinners' Snips, etc. Ask your jobber for them.

R. HEINISCH'S SONS COMPANY Newark, N.J., U.S.A.



"Presto" Double Bath Cocks

Nickel Plated. With China Index Handles

"A QUARTER TURN GIVES A FULL OPENING"

Tails (Finished) Screwed for ½ in. Male I.P.

GOOD { METAL, PLATING, FINISH, DESIGN

We can quote you an attractive price. Write Dept. P.

T. McAVITY & SONS, Limited, ST. JOHN and WINNIPEG

Japanning, 50c per dozen extra.
Prism globes, per dozen, $1.20.
Lamp wick, 50 per cent.

Lawn Hose.

Competition grade lawn hose, 70 and 5.

Lawn Mowers.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25; 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

Locks and Keys.

Canadian, 45 and 10 per cent.

Lumbermen's Supplies.

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

Mallets.

Tinsmiths', 2½x5½ in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00

Mats.

Wire door mats, standard, 16x24, doz.	9 00

Metal Polish.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkge	6 50

Miners Supplies.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lb., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

Mops and Ironing Boards.

Mops, per doz.	1 20 1 50
Folding ironing boards	16 25 18 00

Nails.

	Wire
1—1½ inch	3 35
1¼ inch	3 00
1½—1¾ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ¾ diameter, per 100 lbs. 2 85

Oakum.

Plumbers....per 100 lb.	4 50

Oilers.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen	10 00

Davidson oilers, 40 per cent.
Tinned oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

Plated Goods.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

Pieced Ware.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

Planes.

Wood bench, Canadian, 40, American, 25 per cent.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1,55 to $3.60, net list prices.

Pliers and Nippers.

Button's genuine, 37½ to 40 per cent.

Plough Lines.

Russian snap	per gross 30 00
Indian snap	" 25 00

Pumps.

Berg's wing pump, 75 per cent.

Razors. per doz.

Boker's	7 50 11 00
Boker's King Cutter	15 00
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 p.c.	

Rope and Twine.

Sisal rope	0 08½
Pure Manila Rope	0 10½
"British" Manilla	0 09
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.	
Jute, ⅝ and upwards, 9c; under ⅝, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	0 08¾
Sisel bed cord, 48 feet, per doz.	0 65
Sisel bed cord, 60 feet, per doz.	0 80
Sisel bed cord, 72 feet, per doz.	0 95
Cotton clothes line, 18 per cent.	off.
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb.	0 45
Staging " "	0 35

Refrigerators.

Sanderson-Harold, 40 per cent.
Galvanized, 45 per cent.

Rivets and Burrs.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ per cent.
Extras on Coppered Rivets, ½-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned Rivets, net extra, 3c per lb.
Coppered Rivets, net extra, 2½c per lb.

Rivet Sets.

Canadian, 35 to 37½ per cent.

Rules.

Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

Sad Irons.

Mrs. Potts, No. 55, polished, per set	0 80
Mrs. Potts, No. 50, nickel-plated, per set	0 85
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

Sand and Emery Paper.

Sand and emery paper, 40 per cent.

Sash Weights.

Sectional, 1 lb. each, per 100 lb.	2 25
Sectional, ½ lb., each, per 100 lbs	2 40
Solid, 3 to 30 lbs.	1 55

Sash Cord.

No. 8, per lb.	0 33

Saws.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

Saw Sets.

Canadian discount, 40 per cent.

Screen Doors and Windows	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

Scales.

Gurney Standard, 35; Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45, Weigh Beams, 30.

Scythe Snaths.

Canadian, 40 per cent.

Screws.	Per cent.
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

Screws (Machine).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

Screw Drivers.

Sargent's, per dozen	0 65 1 00
North Bros., No. 30, per doz.	16 80

Scissors and Shears.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

Shelf Brackets.

No. 140, 65 and 10 per cent.

Skates and Hockey Sticks.

Starr skates, 37½ per cent.
Boker, hockey, 30c upwards; spring
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

Shovels and Spades.

Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.

Scoops.

Grade 1, 2, 3, 50 and 5 per cent. off.
Grade 4, 50 per cent. off.

Squares.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, dos. net $2 85

Snaps.

Harness, 25 per cent.

Soldering Irons.

Base, per lb., 28 cents.

Stamped Ware.

Plain, 75 and 12½ per cent.
Retinned, 75 and 5 per cent.
Tinners' trimmings, 75 and 5 p.c.

Sap Spouts.

Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00

Staples.

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	0 12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

Stable Fittings.

Dennis Wire & Iron Co., 33 1-3 p.c.

Stove Boards.

Lithographed, 60 and 10.

Stovepipes.

5 and 6 inch, per 100 lengths	7 62
7 inch, per 100 lengths	8 18

Nestable, 40 per cent.

Stovepipe Elbows.

5 and 6-inch, common, per doz.	1 22
7-inch, per doz.	1 35

Polished, 15c per dozen extra.
Thimbles, 70 per cent.

Stocks and Dies.

No. 20 Beaver Die Stock	18 75

Stones—Oil and Scythe.

Washita	per lb.	0 25 0 37
Hindostan	"	0 06 0 10
" slip	"	0 18 0 20
" Axe	"	0 10
Deer Creek	"	0 10
Deerlick	"	0 25
" Axe	"	0 15
Lily white	"	0 42
Arkansas	"	1 50
Water-of-Ayr	"	0 10
Scythe	per gross	3 50 5 00

Tacks, Brads, Etc.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40: cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60: Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 65; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

Tape Lines.

Universal, ass skin, No. 714, 66 ft., doz.	3 60
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821	1 95
" Steel, No. 1840, 50 ft.	

Trowels.

Disston's, 10 per cent.

Thermometers.

Tin ease and dairy, 75 to 75 and 10 p.c.

Tinners' Snips.

Discount 35 per cent.

Tinners' Trimmings.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

Traps (Steel Game).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

Traps (Rat and Mouse)	Doz.
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

Vises.

Per pound	0 12 0 12¾
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

Washing Machines.

New Ontario	41 25
Round, re-acting, per dos.	81 25
Square, re-acting, per dos.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

Wringers.

Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

Wheelbarrows.

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

Whiffletrees.

Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

Wood Handles.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent.

Wrenches.

Agricultural, 67½ per cent.

Wrought Iron Washers.

Canadian, 50 per cent.

WE WANT A MAN

of good character, in each city, town and village in Canada, where we are not already represented, to act as our

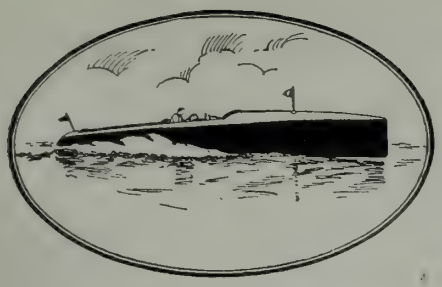
SPECIAL CIRCULATION REPRESENTATIVE.

Work is dignified and educative. Previous experience unnecessary. Duties at first need not interfere with your present employment.

WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT FOR LIFE.

If you are making less than $100.00 a month, and are trustworthy and ambitious to learn and become competent to handle our business in your vicinity, write us at once for full particulars.

MACLEAN PUBLISHING COMPANY,
143-149 University Ave., Toronto, Ont.



Many of your customers have boats.

Most of their boats need varnish.

They will get satisfaction if they use

JAMIESON'S

MARINE VARNISHES AND PAINTS

Some of our specialties:

BOAT VARNISH
SPAR VARNISH
YACHT ENAMEL
ANTI-FOULING COPPER PAINT
HULL PAINT
DECK PAINT

We are justly proud of our reputation for these lines, and it would pay you to get the benefit of it.

LET US HEAR FROM YOU.

R. C. Jamieson & Co., Limited

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co., Limited

Montreal and Vancouver

ALL LEADERS

MOORE'S MURESCO—The Best Wall Finish.

MOORE'S SANIFLAT—A Washable Flat Oil Paint.

MOORE'S T-45—An all-round Interior Varnish.

MOORE'S HOUSE COLORS—A Pure Linseed Oil Paint.

Write us for color card and prices.

Benjamin Moore & Co., Limited
WEST TORONTO

NEW YORK CHICAGO CLEVELAND

A Guarantee of Perfect Satisfaction

accompanies every order that leaves our works. Other dealers are selling

Stephens

OIL and VARNISH STAINS

and netting big profits — why don't you?

When it comes to quality and beauty our Oil and Varnish Stains have no superior. Dealers testify this to be an absolute fact.

GET ACQUAINTED WITH STEPHENS STAINS.

"THE VARNISH STAIN YOU'LL BUY AGAIN."

OUR AGENCY PROPOSITION WILL INTEREST YOU—write to-day.



G. F. STEPHENS & CO.

LIMITED

WINNIPEG, - - - - - - - - CANADA

Branch at Calgary, Alta.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance) :—
2c. per word first insertion
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required.

AGENCIES WANTED

LONDON AGENCY—INFLUENTIAL CITY firm, established connection, ironmongers, hardwaremen and export merchants, desires good agencies in hardware, metal, and engineering specialties. Box 84, Hardware and Metal, 88 Fleet Street, London, Eng. (21)

ARTICLES FOR SALE

A STOCK OF CUT NAILS FOR SALE. James & Reid, Perth, Ont. (20)

FOR SALE—10 DOZ. FIRST-CLASS HAND-made axe handles, a bargain. Apply at once. E. J. Balsden, Melbourne, Ont.

FOR SALE—2 500 CANDLE POWER INCANdescent arc lights, first-class condition; cost $19.00 each, will sell for $10.00 each. Binns' Hardware, Newmarket. (21)

FOR SALE—ACETYLENE GAS BURNER ½ ft. and ¾ ft., $1.30 doz., post paid. W. Bourque, Sherbrooke, Que. (21)

BUSINESS CHANCES

WANTED — HARDWARE BUSINESS IN live town; stock about $5,000.00. Box 672, Hardware & Metal, Toronto. (20)

HARDWARE BUSINESS FOR SALE IN village north of Guelph. Established 20 years. Good farming trade. Must sell on account of ill health. Apply Box 673, Hardware and Metal, Toronto. (20)

CENTRAL ALBERTA—GOOD HARDWARE business for sale in one of the best towns, mixed farming and dairying community, stock and fixtures about $5,500, in first class shape, one opposition. Box 648, Hardware and Metal, Toronto. (11tf)

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

FIRST-CLASS HARDWARE STORE, TIN business for sale—established twenty-five years. Stock about five thousand; store two storeys, brick, twenty-four x sixty-five store; good, clean stock; store for sale or rent. Best dairy section in Leeds Co. Reason for selling, poor health. For further particulars address E. A. Pierce, Delta, Ont. (20)

TINSMITHING, HEATING, PLUMBING business. Established 28 years. Town booming; 2 railroads; good farming locality; about 49 miles north of Toronto. Lots of work, and new buildings going up. Will turn over contracts. Good reason for selling. Stock, tools and goodwill $1,000 or $1,200. Address Box 677, Hardware and Metal, Toronto. (20)

HARDWARE BUSINESS FOR SALE IN live town of 1,500 in Saskatchewan, on main line of C.P.R. Stock and fixtures, including shop tools, $12,000.00. Turnover last year $52,000; net profits over $6,000. Building is 130 x 20 ft., with basement. Can rent for $55.00 per month. Reason for selling, poor health. Box 663, Hardware and Metal, Toronto. (23)

SITUATIONS WANTED

HARDWAREMAN REQUIRES POSITION. At liberty after June 15th. Nine years' Western experience, wholesale and retail. Road job preferred. Box 670. Hardware and Metal, Toronto. (23)

TRAVELLER HAVING PROVED HIS ABILity by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668. Hardware and Metal, Toronto. 18—21t

CHANGE OF BUSINESS

H. ZUKERMAN ANNOUNCES THE DISSOlution of his partnership with J. D. Farber, and wishes it understood that he is not responsible for any debts which may be hereafter incurred by The Peoples' Hardware Company, Montreal. (20)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 15 cents postpaid, or two sets for 25c while they last. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

The Condensed Ads. in this Paper will bring good results

SITUATIONS VACANT

WANTED—HARDWARE SALESMAN WITH good knowledge of the business. State salary and experience. McMurty Hardware Co., Galt (20)

WANTED—MANAGER, FOR RETAIL DEpartment, by old established wholesale and retail hardware house. Reply by letter to Box 675, Hardware and Metal. Montreal. 19TF

WANTED — HARDWARE SALESMAN — good stock keeper and window dresser, capable of taking charge. State age, salary and experience to G. A. Binns, Newmarket. (20)

WANTED—GOOD ALL ROUND TINSMITH. Steady job for the right man. Applications state number of years' experience and wages expected. Glover Bros., Windthorst, Sask. (20)

WANTED—ONE OR TWO FIRST-CLASS hardware clerks. Will pay good wages to experienced and reliable men. Apply, giving references, etc., to Saskatoon Hardware Co., Saskatoon, Sask. (24)

WANTED—TINSMITH. CAPABLE OF DOing all outside work, including installing and repairing furnaces. This is a good opening for a young man where advancement will be rapid. Hose & Canniff, Kenora, Ontario. (20)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED—AN EXPERIENCED BOOKKEEPer, must be a good collector, references required, man with knowledge of hardware preferred. Apply, stating age and salary wanted to the Nelson Hardware Co., Ltd., Windsor, Ont. (20)

WANTED—AN ACTIVE AND PROGRESSIVE man to take the entire charge of city hardware on the Pacific Coast, must have from 8 to 10,000 to invest, a permanent position, and remunerative salary in connection. Proposition will stand full investigation; turnover $100,000. Box 678, Hardware and Metal, Toronto. (21)

PRINTING

CHEAPEST PRINTING ON EARTH—BOOKlets, Catalogues, Price List, Handbills, and any other fine Printing for the Hardware trade at fiercely competitive prices. Russell Smart, 40n, Chancery Lane, London, England. (15tf)

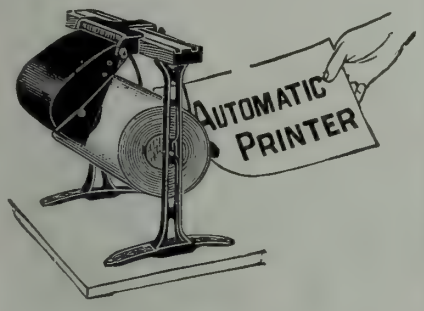
PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white card marked 25c, 50c, 75c, $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set 25 cents postpaid. Technical Book Dept., 143 University Avenue, Toronto. (tf)

When writing advertisers kindly mention having seen the advertisement in Hardware and Metal.

Tell Your Customers

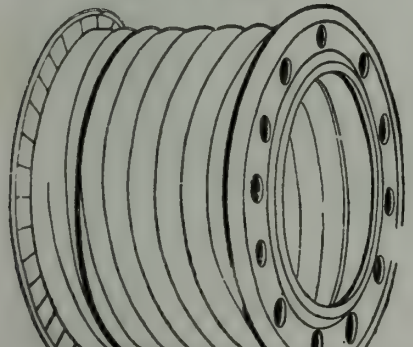
about the lines you are pushing, and about the special sales you are having. Tell them anything you like about your store on this little attachment to your paper roller. Type changed as often as desired. Reasonable in price. No trouble.



Have your advertisement on every parcel that leaves your store.
Write for particulars and prices.

Utilities Limited
Bank of Ottawa Bldg.
MONTREAL

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

FOR SALE BY JOBBERS OR BY THE MANUFACTURERS.

Send For Our New Catalog
Most complete line of
SCREW DRIVERS AND SMALL TOOLS
PIONEER TOOLS
The Southington Mfg. Co., - Southington, Conn.

High Quality Screen Goods

Wabash Screen Doors and Windows are acknowledged to be the Highest Quality Screen Goods made.

Their construction is of the strongest.

Only well seasoned and kiln-dried lumber is used.

The durable black wire cloth is stretched by machinery:—Drumhead Fight.

We carry a large stock and can ship promptly. Write for illustrated circular and price list.

THE WINNIPEG PAINT AND GLASS Co.
LIMITED
EVERYTHING FOR A BUILDING

WINNIPEG EDMONTON

Genuine satisfaction is assured to every user of

NEW ERA PAINT

because it lasts longer, covers more surface and holds its color better than any other prepared paint.

Is not this the article you can handle with pleasure and profit? Write for our prices; they will interest you too.

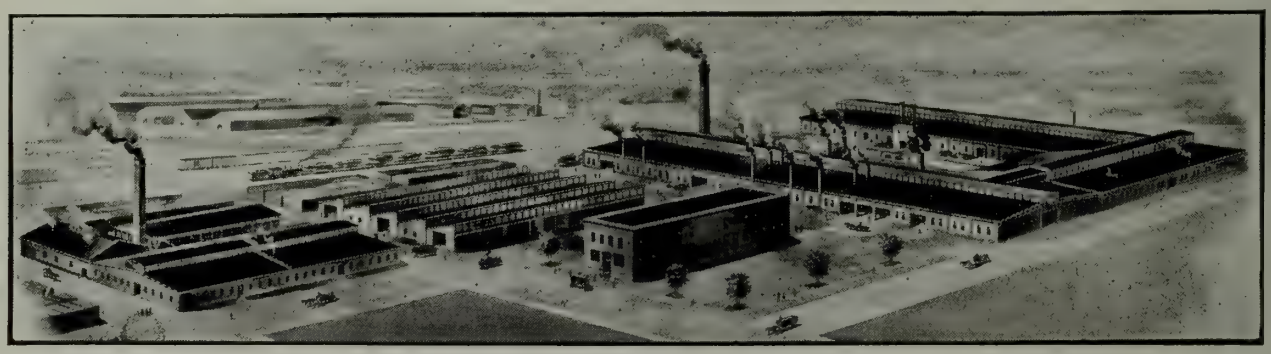
Standard Paint & Varnish Co.
LIMITED
WINDSOR ONTARIO

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE





Clinch the Roofing Contract

You positively cannot say too much for BRANTFORD ROOFING. The cut shows the George White & Sons Co.'s plant situated right beside the G.T. main line in London, Ontario. Even the Boiler House and Foundries are covered with

BRANTFORD ROOFING

and **a roofing that successfully withstands the combined action of fierce heat within** and **flying sparks** and **hot cinders**, flung from passing trains, without—besides defying wear and weather—**cannot be too highly recommended.**

N.B.—When you see excavation work going on go after the Roofing Contract and clinch it. BRANTFORD ROOFING will enhance your reputation, and there is a reasonable margin of profit in it for you. Write for our new catalogue.

BRANTFORD ROOFING CO., Ltd., Brantford, Can.

Branch Warehouses—MONTREAL, 9 Place D' Youville; WINNIPEG, 117 Market Street



Display of Elephant Paint and White Lead in Store of J. C. McFadden, Toronto

Paints that have made good for nearly fifty years are safe paints for you to handle

Half a century's success is back of the name and quality of every can of Canada Paint Co.'s Paints and Varnishes. They are distinctly a Canadian product made by Canadians for Canadians, and they have won the confidence of all who have used them. They are medium priced, and therefore appeal to the largest class of desirable buyers—those who want good quality at a reasonable cost.

The Canada Paint Products include a complete line of Paints, Varnishes, Colors, Enamels, Stains, White Lead and Sundries which enables us to fill all orders promptly and satisfactorily from any of our three factories in Montreal, Toronto and Winnipeg.

Tie up your store to the sales and profit-making reputation of the old reliable Canada Paint Line by early and attractive window displays. Make the most of this good name and see how it helps your business this spring.

THE CANADA PAINT COMPANY

LIMITED

MONTREAL **TORONTO** **WINNIPEG**

The Discount Discounts The Terms

Glidden

Discounts

Don't be deceived by the salesman who talks terms instead of discounts.

Ask yourself this question:

Isn't the argument that some salesmen make of long terms after all a cheap argument?

Remember, eventually you pay the bill.

N. B.

Never turn a Glidden salesman away. He talks Discounts—and Discounts make profits.

UNDOUBTEDLY you can get longer terms from other varnish houses, but you can't get as good a discount, and *the discount discounts the terms.*

Read that sentence again and think it over.

If profits are what you are looking for, you must get the discount or you are cheating yourself. Could any terms you ever heard of —two months, three months, six months, or seven years induce you to cheat yourself?

That Glidden discounts are the best, *you* can demonstrate. That Glidden Green Label Varnishes, Endurance Wood Stains and Endurance Colorspar are the best, *we* can demonstrate.

That Green Label Varnishes, Stains and Specialties are most profitable to you, your customers will demonstrate.

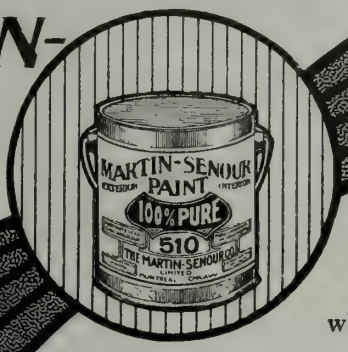
Let us send you full particulars of our unequaled proposition to the trade.

The Glidden Varnish Company

Factories:
Toronto, Canada
Cleveland, Ohio

Branches:
London, Chicago
New York

GREATER SALES-GREATER-SATISFACTION-GREATER—PROFIT



It is the quality the manufacturer puts into his paint that gives the greater satisfaction — that makes greater sales possible, and returns the greater profits to the paint dealer. The dealer who handles

Martin-Senour Paint
100% Pure

finds his business growing as a result of the presence of the quality of *lasting service, non-fading color, luster, free flowing, surface covering capacity* put into paint by its makers. If you want the greater sales and the greater profits that come as a reward for greater satisfaction, sell Martin-Senour Paints. Don't put off writing for the agency

THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paint

Montreal **Chicago** **Winnipeg**

A WORD IN TIME

Are you prepared to meet the demand for MARINE VARNISH which is bound to be shown during the coming weeks?

Have you a complete stock of GOOD VARNISH which you are sure will give satisfaction to your customers?

Or, in other words, have you a sufficient quantity of DOUGALL VARNISH on your shelves?

DOUGALL VARNISH will not blister with the sun.
DOUGALL VARNISH will not crack or peel off.
DOUGALL VARNISH is not affected by wind or spray.
DOUGALL VARNISH is the varnish that lasts longest.

See that your customers get satisfaction. See that they get the best varnish on the market. See that they get DOUGALL VARNISH.

THE DOUGALL VARNISH COMPANY, Limited

305 Manufacturers Street, - Montreal

J. S. N. DOUGALL, President — Associated with MURPHY VARNISH CO., U.S.A.

The "Fountain" LAWN SPRINKLER



"A SPRINKLER That Every Household Can Afford To Buy"

Try it on your own lawn—Your customers will ask "where can I get one like it?"

It Really Imitates Nature

Made of brass, handsomely polished, thoroughly good and "looks it"

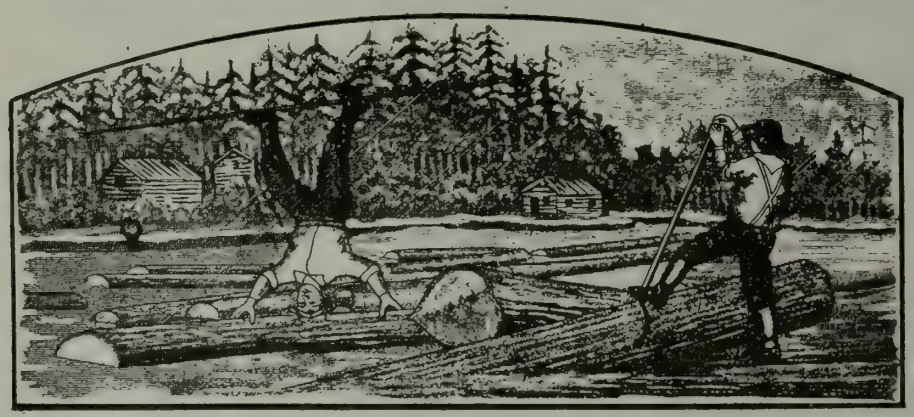


With Every Order of SIX SPRAYERS You Get a Very Attractive DISPLAY BOX

which makes selling easy—Your jobber has it, ask him and be sure to specify the "Marysville Fountain"—The original and only sprinkler with **The "Mist-Like Spray"**

The Standard Stamping Co.

No. 501 MAIN ST., MARYSVILLE, OHIO.



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List. **Long Distance Phone No. 87.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

T. PINK, Manufacturer of LUMBER TOOLS

PEMBROKE, ONT.



Colonial Knockers

Correct in form and pleasing in appearance. Many styles made. Particulars on request.

P. & F. CORBIN

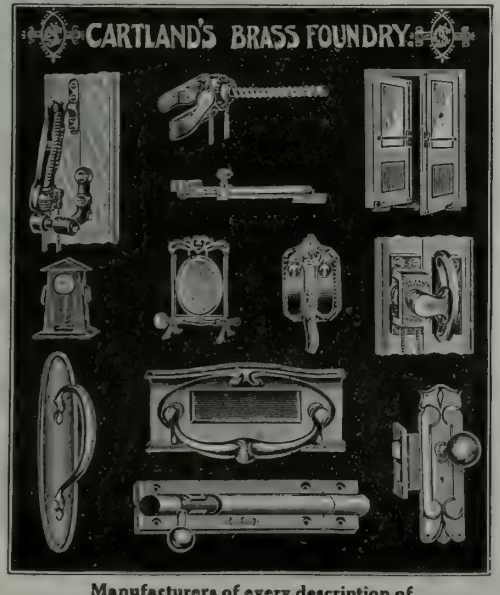
The American Hardware Corporation (Successor)
NEW BRITAIN, CONN.

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to th Admiralty and War Office



Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Our new Catalogue, 1911 edition, fully illustrated, mailed free on Application to wholesale Hardware Merchants.



SPRING CLEANING WANTS



Just at this season there's a mighty good profit in featuring

TRADE MARK LACQUERET HOUSEHOLD LACQUER

the dainty furniture renovator that acts like magic on any kind of marred or dingy woodwork.

Tell the House-proud wife of the many uses of "Lacqueret" in the home. One sale of "Lacqueret" will make her a life-time friend to your store.

And you know what it means to get the good-will of the women folk.

Our consumer advertising has told them of the virtues of "Lacqueret." And there's a worthwhile profit in featuring this favorite line.

Full Imperial Measure in every can.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

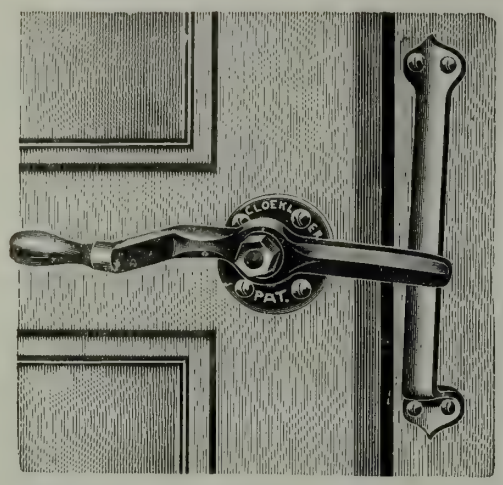
Canadian Factory of Standard Varnish Works

NEW YORK CHICAGO LONDON
BERLIN BRUSSELS MELBOURNE

Largest in the world and first to establish definite standards of quality

L22

Gloekler's Patent Refrigerator Door Fasteners



Forcing Door Open



Showing Door Forced Shut

THIS fastener has been the standard for Refrigerator Doors and cold storage work ever since it has been on the market, and, especially for heavy work, is without an equal. It is made heavy and substantial with nothing about it to break or wear out, and will "last a lifetime." Simple and easy to operate. In closing door, turn lever inside keeper and press down on handle, which seals the door absolutely tight with little effort. To open door, turn handle around until lever comes outside of keeper and lift on handle, which will force the door open without any effort, no matter how tightly jammed.

We also make a line of Spring Fasteners, Hinges, etc., in tinned, brass and nickel plated. Write for illustrated price list.

BERNARD GLOEKLER & CO. PITTSBURGH, PA.

GLASS

of Every Description for Buildings

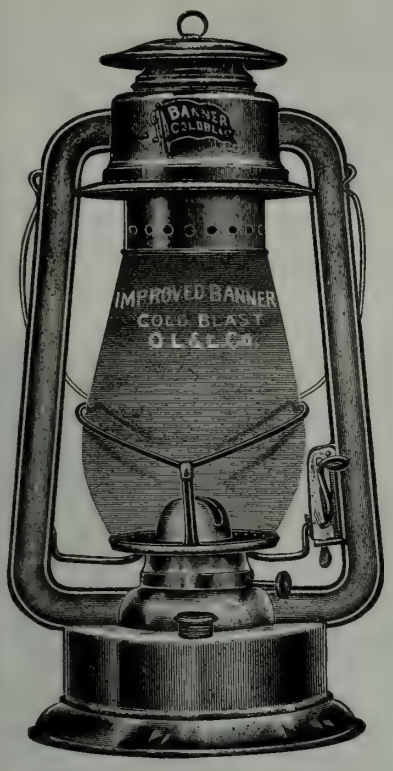
Have you placed your Import Order for GLASS ? Obtain our Prices.

Quality and Delivery GUARANTEED. Prompt Shipment. Stock Orders Write Us.

HOBBS MANUFACTURING CO. LIMITED

OFFICES AND FACTORIES

London Toronto Winnipeg Montreal



BANNER
TRADE MARK.

YOU SHOULD KNOW MORE

of the

"BANNER" COLD BLAST LANTERNS

Its superiority does not depend on one good point only—

Every condition has been successfully met—but,

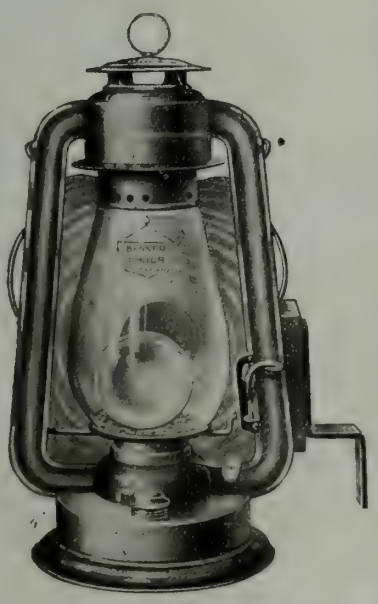
It costs no more than inferior lanterns.

"BANNER" BUGGY LANTERN

is growing in popularity every day.

Its neatness and compactness are proving strong points.

It stands the hardest usage.



Ontario Lantern & Lamp Co.
LIMITED

Hamilton - - Ontario

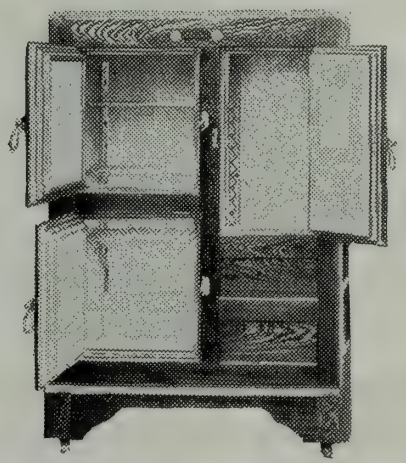
Branches:
MONTREAL, P.Q.,
30 St. Dizier Street
WINNIPEG, MAN.,
56 Albert Street

NOW Is The Time

that every progressive dealer should stock refrigerators. But when doing so he has to select a trade-winner that produces a reliable profit.

You cannot get better results than those produced by the

"BARNET" Refrigerator



Contains Many Good Selling Points

This is a refrigerator that has strictly up-to-date features — a refrigerator that has been endorsed by experts. It has been subjected to every practical test, and we know that it is the choice of those who want the best.

Other dealers are reaping splendid profits—why don't you? Investigate at once.

Write us to-day for catalogue. Study it. Then you will realize **"BARNET" superiority.**

The Barnet Manufacturing Co.
LIMITED

Renfrew, Ont.

The "IDEAL" LAWN FENCE

"An Attractive FENCE Which Pays An Attractive PROFIT"

The Ideal Fence appeals to the public because it is neat and ornamental, very strong and not expensive. Has a close mesh which keeps chickens and small animals out of the yard.

The Ideal Fence not only affords protection to the lawn, but adds greatly to the appearance of any place in which it is erected.

One very important feature about Ideal Lawn Fence is that it is made of No. 9 hard steel evenly galvanized wire. No soft or cabled wire is used, so that when once erected it does not stretch, but maintains its original appearance without bagging or sagging.

This fence can be put up quickly, and at a small cost, by anyone, and will accomplish the same result of efficiency and appearance as an iron fence costing many times as much.

Write for our catalogue and prices now and catch the Spring trade.

THE

McGregor, Banwell Fence Co., Limited

WALKERVILLE, ONTARIO



SIMONDS SAWS ARE THE BEST

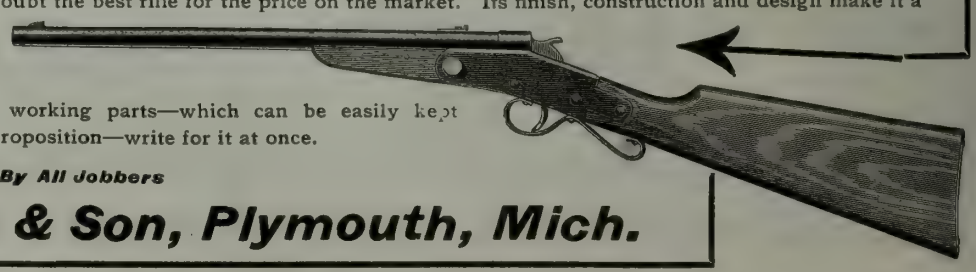
Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

You Can Hit the Increased Prosperity Mark

By recommending and selling the **HAMILTON RIFLE**

The " **HAMILTON**" is beyond all doubt the best rifle for the price on the market. Its finish, construction and design make it a very attractive line to handle—a line that sells on sight and meets with complete approval wherever used. The "**HAMILTON**" has few working parts—which can be easily kept clean. You will be interested in our proposition—write for it at once.



For Sale By All Jobbers

C. J. Hamilton & Son, Plymouth, Mich.

SHEET COPPER

Prompt Shipment

Stock or Import

B. & S. H. Thompson & Co.

LIMITED

MONTREAL, QUE.

"MONARCH" WIRE FENCE



If you have a call for a cheap bush or portable fence we can supply a "Monarch" perfectly adapted to this need.

The "Monarch" is made in 15 sizes, so you can have one suitable for any purpose, even close enough for hogs.

Every wire is No. 9 hard steel, and well galvanized.

The "Monarch" has the best Ring Lock in Canada, and cannot slip nor come loose.

It will sell itself if you have it where your customers can see it.

Write us for Catalog and Prices.

The Owen Sound Wire Fence Co.

OWEN SOUND - Limited - - ONTARIO

LEEKNOTT ROOFING

Pays An Attractive PROFIT.

INVESTIGATE

Our Agency Proposition

NOW

"LEEKNOTT" is a product that will keep your competitors guessing.

Its quality is inferior to none and superior to most other roofings.

Made from the very best of Long Fibre Woolen Felt, and coated with the genuine Trinidad Lake Asphalt specially prepared and tempered for the purpose.

The fire and weather-resisting qualities of **"LEEKNOTT"** are far beyond comparison. Service has proved them so.

Absolutely guaranteed to be just as we claim.

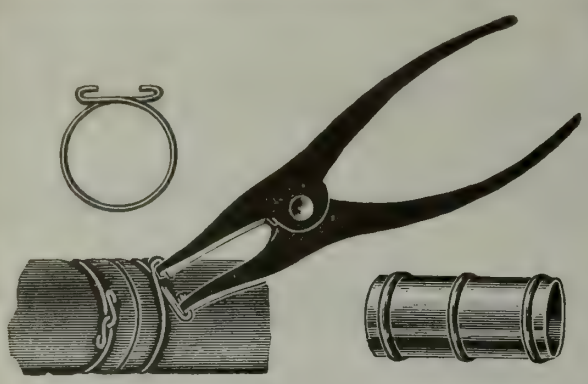
Galvanized nails, cement, directions and guarantee packed in every roll.

A card will bring our proposition by return mail.

Canadian Supply Co.

WEATHERPROOF CASCO PRODUCTS

220 King St. West
TORONTO
Ont.



MONARCH HOSE MENDER

(HUDSON PATTERN)

Simplest and Best on the Market for Repairing Garden Hose.

Packed in paste-board boxes, each containing 1 pair pliers nicely japanned, 6 brass mending tubes, and 20 brass wire bands. 1 gross in a case. Weight per case, 100 pounds.

JOBBERS—Write for prices on this good seller. We will give exclusive selling rights to one jobber in each province.

Monarch Hardware Company

Buffalo, New York, U.S.A.

STANDARD CHAIN COMPANY



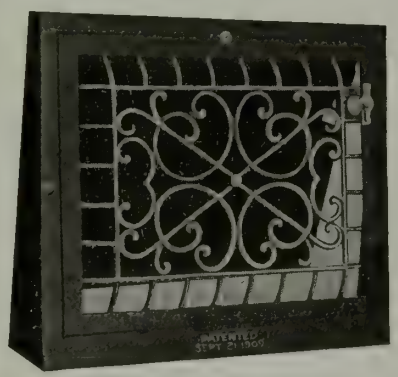
COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

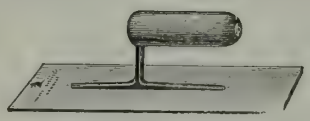
Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



KANGAROO BRAND TOOLS



celebrated the world over for strength, design and workmanship.

This Trade Mark on a tool is like the Hall Mark on silver—it is a guarantee of quality.

You will find Kangaroo tools a line well worth handling.



TRADE MARK.

LISTS AND PRICES FROM

ROBERT SORBY & SONS, Ltd., Sheffield, England

CANADIAN REPRESENTATIVE

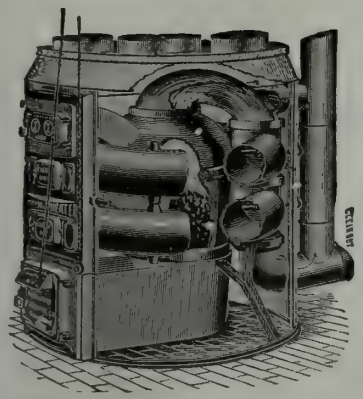
GEO. H. SAYWELL, 61-3 Albert St., Winnipeg

Local Agents at—TORONTO, CALGARY, VANCOUVER, SASKATOON

IT'S QUALITY AND ADVANTAGES THAT MAKE

CANADIAN HOWARD DOUBLE RADIATOR FURNACES

THE CHOICE OF MOST BUILDERS



The "HOWARD" Furnace means an enormous economy in fuel to the user, as the heat and gases have to pass through two radiators, thereby greatly reducing the heat by the time it reaches the smoke pipe, which, in the ordinary furnace would go up the chimney.

We employ only the most skilled mechanics and use only the best materials in the manufacture of this furnace.

Mr. Dealer, if you want to handle a line that will prove completely satisfactory to your customers, and a money-maker for yourself, investigate the HOWARD. Remember it is absolutely guaranteed. Write us for particulars.

The C. NORSWORTHY CO., Ltd., St. Thomas, Ont.

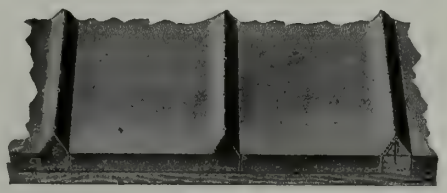


Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York

Hustling Hardwaremen

are selling

3. V. Crimp Roofing



because they are proud of its appearance and know their customers will always get value.

Our literature gives reasons and prices.

Winnipeg Ceiling and Roofing Co.

P.O. Box 2186 H. WINNIPEG, MAN.

CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR JOBBER FOR

CT

TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

CT

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works: Lachine Canal

"GALT"
CORNICES
SKYLIGHTS
(GALVANIZED IRON AND COPPER)
METAL SHINGLES
FIRE-PROOF WINDOWS
METAL CEILINGS & WALLS

Write for Catalogues and Price Lists

THE GALT ART METAL CO., Limited, Dept. C.

GALT, ONT. and WINNIPEG, MAN.

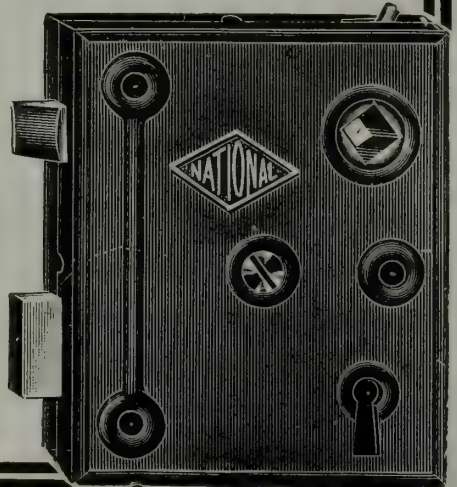


STRONGEST, SAFEST, MOST SATISFACTORY

That's why you should specify the

"National" Steel Rim LOCKS

The simplicity in c nstruction and grade of materials used assure absolute satisfaction with every sale.



The National has got a quick selling ability that others lack--better investigate it at once.

Prices on request

NATIONAL HARDWARE CO., Limited

ORILLIA, ONT. CANADA

Choice Chafing Dishes

THAT SELL WELL and YIELD GOOD PROFITS



Made in Silver and Nickel Plate, capacity three pints. Patent asbestos forced draught lamp with each dish, or peerless regulating lamp. Handles of rubberoid or staghorn.

Get Catalogue and Prices

Buffalo Mfg. Co., Buffalo, N.Y.

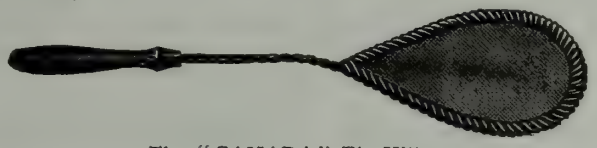
Canadian Representatives

H. F. McIntosh & Co., 28 Toronto Street, Toronto

EXTERMINATE THE HOUSE-FLY!

The fly, scientific investigation proves, is a most active medium for the distribution of contagious diseases. It breeds in filth, feeds on it, and scatters its cargo of germs wherever it goes.

It also breeds at an astonishing rate. Within three months, under ideal conditions. the progeny of a single pair of flies is estimated at over twenty-five millions. The killing of one fly, therefore, exterminates not only that fly, but millions of possible descendants as well.



The "CANADA" Fly Killer.
Kills without crushing. Japanned wire cloth surface, Edges bound with soft velvet corduroy. Will not scratch nor soil the most delicate surface. Will not break glass. Packed 1 dozen in a box, 1 gross in a case.



The "BALLOON" Fly Trap.
Much preferable to sticky fly papers or poison pads. Its capacity is unlimited. Can be emptied in a few seconds by drowning the flies. Packed 1 doz., nested in a case.

Write for copy of our Summer Salesman, showing assortment of summer selling goods.

E. T. WRIGHT & CO., (H. G. WRIGHT) - - **Hamilton, Canada**
Agencies at Vancouver, Winnipeg and Toronto



WANTED—Live Dealers

TO HANDLE OUR COPPER COVERED STEEL CENTRE LIGHTNING ROD

The Oldest Established Business of this kind in Canada.

Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

WRITE TO-DAY FOR SAMPLES AND FULL PARTICULARS

Hamilton Brass Manufacturing Co.

(Successors) Limited

Hamilton, ∴ ∴ Ontario

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

STEEL BLADE

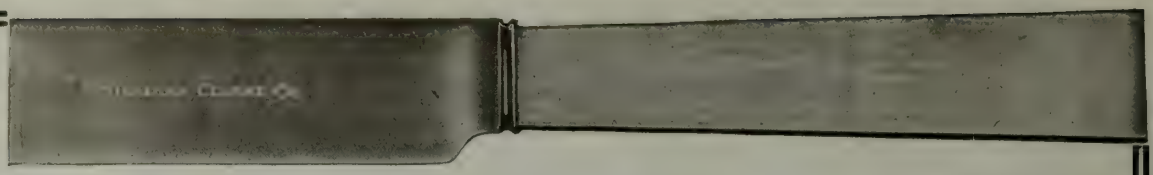


TABLE CUTLERY THAT SELLS QUICKLY

The blade of our No. 949 knife is made from a special High Carbon Sheffield Steel. The handle from the best English Grained Celluloid. This knife is the "King" of table cutlery, as it is unsurpassed in every respect. Give it a trial and increase your profits—we guarantee satisfaction.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Ont.

AGENTS:—J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. GUNDY. 61 Albert St., Toronto, Ont.
David Philip, 291 Portage Ave., Winnipeg, Man Benj. Rogers, Charlottetown, P.E.I.

Get Our Prices and Get to Thinking, That Is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.





YOUR sales will be materially increased by handling the Aylmer Metallic Ring Sprayer, the best hand pump made in Canada. No soft packing to give you trouble, a pump that gives perfect satisfaction to your customer in every instance.

Write for Prices and Discounts.

The Aylmer Pump & Scale Co., Limited

AYLMER, :: ONTARIO

A Common Sense Talk

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR J. W. HARRIS VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building, either as to size or as to quality of material.



MONTREAL, Dec. 4th, 1905

MESSRS. J. W. HARRIS MFG. CO., Ltd.
City

DEAR SIRS,—
In answer to your letter of the 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,
W. CHAMPAGNE,
191 St. Paul St.

Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal



There's a Big Demand Among Miners and Sportsmen

for a lamp that gives high lighting efficiency at low cost and that will stand up under long hard service with minimum of breakage or loss of parts.

Maple City Acetylene Lamps

fill this demand. They have many strong selling features to be found in no other acetylene lamps and every lamp is thoroughly guaranteed. Our broad advertising campaign is creating a specific demand for Maple City Lamps that you can easily turn to profits. *Write to-day for our special Selling Proposition.*

MAPLE CITY MANUFACTURING CO.

MONMOUTH, ILLINOIS, U. S. A.

We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES

These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.

THE LAIDLAW BALE-TIE CO., LIMITED, - HAMILTON

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.









Long Service Is A Natural Result Of The "Twisted-While-Hot" Process

It must be annoying to the average drill user to have drills made from well-known brands of steel fall down on the job. He wants efficiency and can't get it because it's milled or ground away in the process of manufacture.

"Hercules" High Speed Twisted Drills

are made from a High Percentage Vanadium High Speed Steel under the only "twisted-while-hot" process that retains all the strength of the steel in the finished drill. The grain of the steel is undisturbed, insuring longer edge-holding and greater resistance to the strains of the metals having different degrees of hardness.

The taper shanks, usually one size larger than ordinary, prevent tag troubles and give a greater driving power because the drill fits into the chuck firmly and in the center.

Your jobber will supply them or you can send order direct. Send for Catalog 74-B.

TRADE W8B MARK

Tools of Quality Bear These Marks

TRADE 8 W B 00 MARK

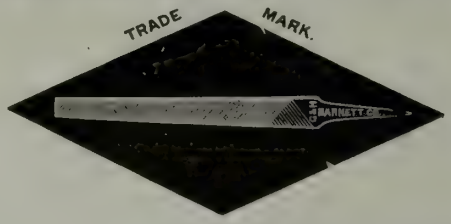
The Whitman & Barnes Mfg. Co.

Established 1854 **ST. CATHARINES, ONT.**

STOCKS CARRIED AT WINNIPEG AND MONTREAL

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

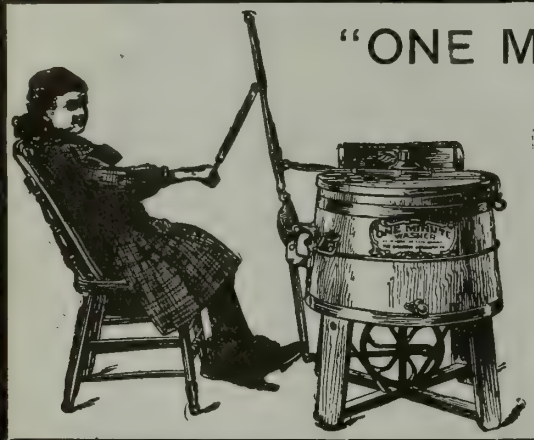


INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



"ONE MINUTE" Washers & Wringers

Imitated in Construction—Unequalled in Quality

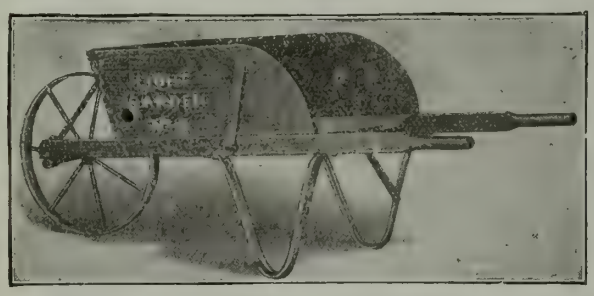
This machine will increase your washer profits.
It contains all the qualities that are essential to make it the most satisfactory to both dealer and user.

Communicate with us NOW and get full particulars. It will pay you.

ONE MINUTE WASHER CO., TORONTO

MacKENZIE BROS., Winnipeg, Man., Sask. and Alberta
CANADA STOVE & FURNITURE CO., Montreal

MAXWELL WHEELBARROWS SUIT EVERYBODY



From the big contractor to the man whose garden is his hobby, every man can find exactly the type of wheelbarrow he needs in the Maxwell line. You'll be surprised at the amount of trade you can do in these barrows if you show a good assortment, and make a point of drawing to them the attention of the scores of men who ought to have a first-class wheelbarrow, but haven't. Nine styles, all strong, well balanced and durable.

David Maxwell & Sons, St. Mary's, Ont.



Open Ring Cow Ties

ELECTRIC SWELL WELD CHAIN



Closed Ring Cow Ties

25% more { WELD STRENGTH WEAR }

{ MADE IN CANADA AND SOLD BY JOBBERS }

25% more { ORDERS SALES PROFITS }

Made by

Office: BUFFALO, N. Y.

McKinnon Chain Company

Factory: ST. CATHARINES, ONT.

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE 

MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

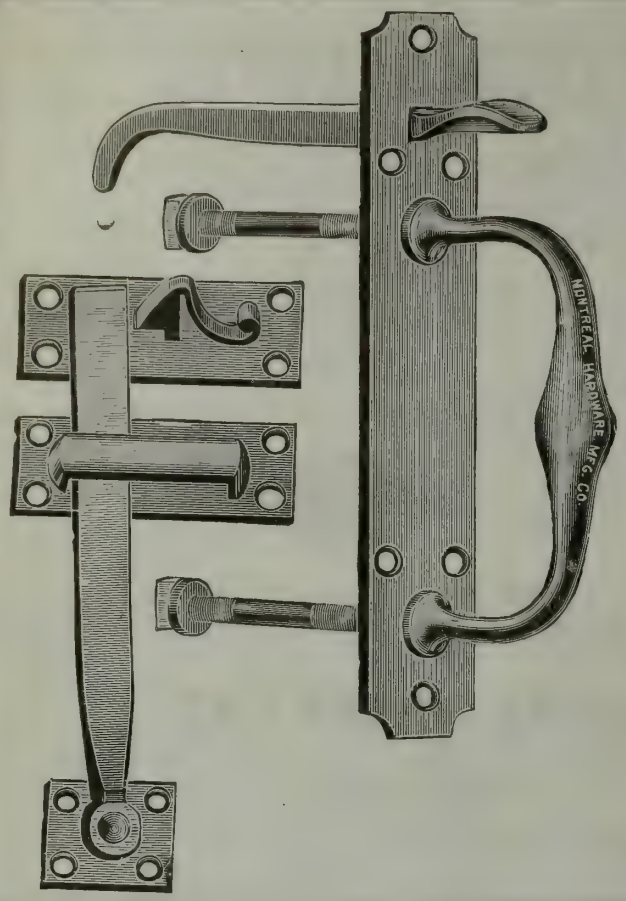
PIONEERS IN THE PACKING BUSINESS

Tinplates

M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

TORONTO



WROUGHT IRON DOOR LATCH

Large size, extra heavy, suitable for big doors.

Very well made and guaranteed to stand hard usage.

This latch is very well made and finished, and we can thoroughly recommend its use.

Let us have your name and address, and we will send you our catalog.

Rush orders are our specialty.

Highest quality, best prices, prompt shipments.

Montreal Hardware Mfg. Co.
LIMITED

Manufacturers of Butt Hinges, Light T and Strap Hinges, Heavy T and Strap Hinges, Hinge Hasps, Screw and Strap Hinges, Latches, Door Bolts, Hitching Rings, etc.

MONTREAL - - - - CANADA

McFARLANE'S Common Step-Ladder



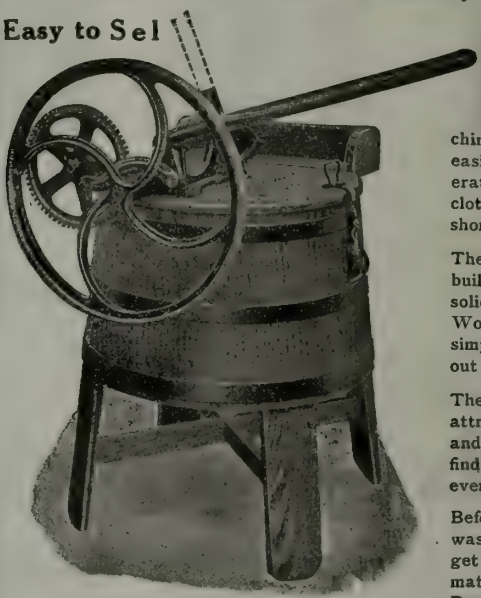
This is a good substantial Step-Ladder, being made of good clear lumber with hardwood steps nailed together.

SEND FOR CATALOGUE

McFARLANE LADDER WORKS
Tel. M. 2038 158-160 River St., TORONTO, ONT.

"THERMO"
The Washer
That makes the Washday Bright

Easy to Sel



Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial, Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices. Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON, CANADA

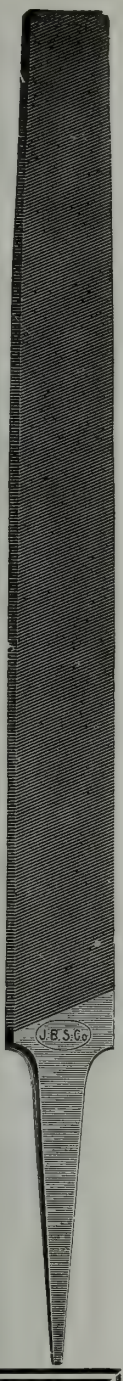
Edwin Schofield (Eastern Agent), Canadian Express Bldg., Montreal; F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

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are you handling? Are they perfectly satisfactory to your customers? If you would be absolutely certain about the quality of your file stock, make it a point to handle only Nicholson-Made Files. These are the favorite made-in-Canada Nicholson Brands:—



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"Arcade"
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Nicholson-Made Files are the standard of file quality the world over. Since 1864 we have specialized in the manufacture of high-grade files.

Our long experience, special machinery, special methods, specially trained men and specially made steel stand back of every dealer who sells Nicholson-Made Files.

Your Jobber sells them.

NICHOLSON FILE CO.

PORT HOPE - ONT.

Why Buy the "Near Brand" when the Best is Procurable?

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Old Standard, Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.

Manufacturers of the
Highest Standard Lampblacks
for all purposes

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Quality is remembered long after price is forgotten

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"STRATFORD" Lawn Swings

Will Sell Well at a Good Profit

We believe **The Stratford** is the best and strongest Lawn Swing on the market.

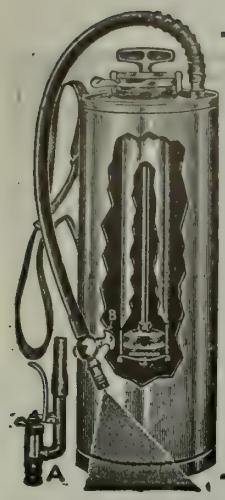
It is made from selected well seasoned hardwood stock. The seats and backs are adjustable, and the foot board can be placed between and level with the seats, this forming a hammock or bed.

A display of this swing is certain to bring buyers.

Write for catalog and prices.

The Stratford Mfg. Co., Ltd.

STRATFORD :: CANADA



The Demand

for Sprayers of all sorts is growing rapidly. We claim to have the best **AUTOMATIC COMPRESSED-AIR SPRAYER** on the market at the price.

It is light, easily handled, does the work quickly and well and is cheap.

It will pay you to have it in stock.

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CAVERS BROS., Manufacturers
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STEP LADDERS
4 TO 12 FEET

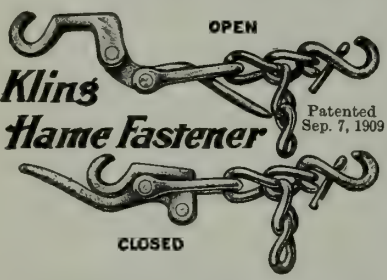
The Best Ladder at the price.
Clear Norway pine sides.
Hardwood Steps --- malleable iron clamp.

We also make
Curtain Stretchers, 3 styles.
Tub Stands, Clothes Bars,
Ironing Boards, Etc.

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No Horse Can Break the



Makes no difference how he lunges, jumps or jerks. No difference who hitches up, the hames will be tight and exert the same pressure every day. So good that we guarantee it and authorize you to refund the price to any dissatisfied user. Sells for 25c. but leaves you a profit of 50 per cent., or $1 on every dozen. Costs you $2 a dozen. See "Kling" on the lever. Descriptive circular on request.

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Sole manufacturers of the Klingsnap and Kling Hame Fastener.
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Cap Screws, Set Screws, Studs
Special Milled Work
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Uniform Product, Accurately Machined

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A Necessity in the Modern House.

Never Fails to Satisfy.

Makes its own gas—cheaper than Oil, Electricity or city gas. Just what is required in your house or country cottage—safe—reliable and no chimneys to break.

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Wilckes Martin Wilckes Company
NEW YORK, N.Y., U.S.A

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UTICA PLIERS can be depended upon to DO the work. Each Plier is tested before leaving the factory, and guaranteed to give ABSOLUTE satisfaction.

Any tool bearing the Utica trade mark has our "MONEY BACK IF NOT SATISFACTORY" guarantee behind it.

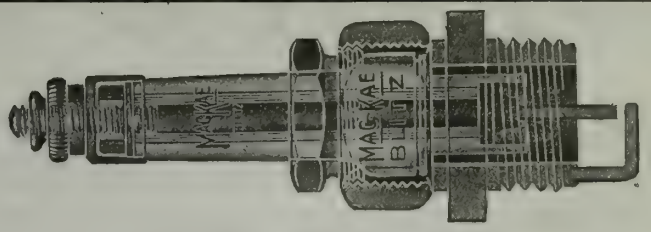
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SMITH HARDWARE CO., Ltd., 240 Lemoine St., MONTREAL



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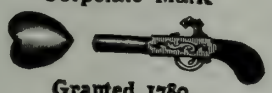
cannot short circuit; the inner wire, through the porcelain being protected by a mica tube. The porcelains are imported, and the plug in general is assembled of parts of the highest quality throughout. Made in all sizes.

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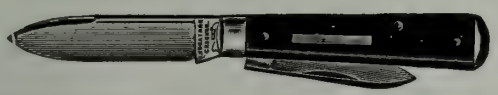
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For Sale by Leading Wholesale Houses

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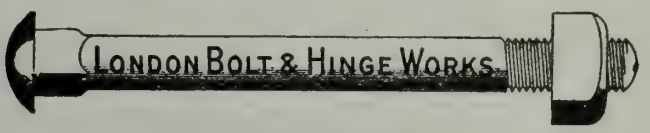
for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

NUTS

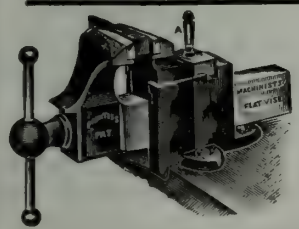
We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.

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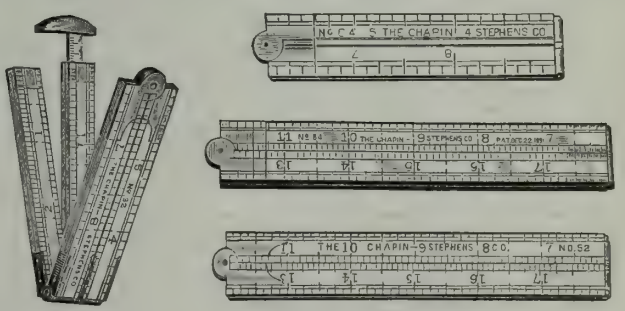
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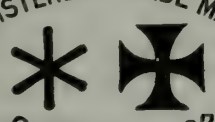
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CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK



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Battery Zincs, Fuse Wire, Wire Solder

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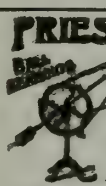


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Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

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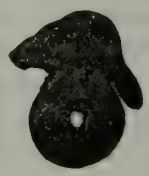
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Strong, Light and Attractive, Japan Finish. One pair with Screws in a Neat Box.
Write for Samples and Prices.
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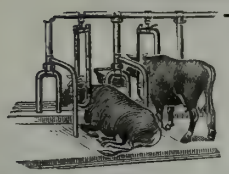
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COLLINS SPRAYERS=SATISFIED CUSTOMERS

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THE COLLINS MFG. CO., TORONTO

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O.K. CANADIAN U BAR STEEL STANCHIONS

will hold the cattle secure at all times. Is superior in strength on account of being made of high carbon U Bar steel and no joints and rivets to wear lose.

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for COMPRESSION and EXTENSION.

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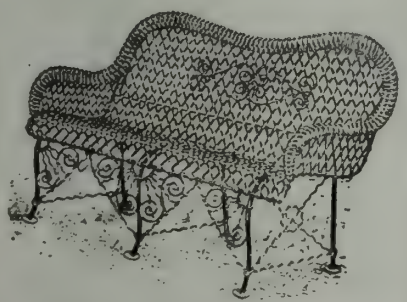
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In Wire and Iron, also combination Iron Ends and Wood Slats.

Iron Vases, Wire and Iron Fencing.

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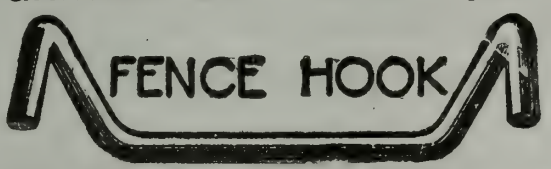
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are unequalled for cutting and wearing qualities.



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WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

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Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?

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Special Representatives, Wiebusch & Hilger, Ltd., New York City.

MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high priced shears with "Acme" shears and scissors and watch the gratifying results.

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THE ACME SHEAR CO., (125-195 Knowlton St.,) **BRIDGEPORT, CONN., U.S.A.**

When writing advertisers kindly mention having seen the advertisement in this paper

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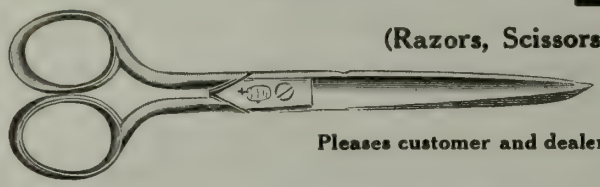
BOOKS

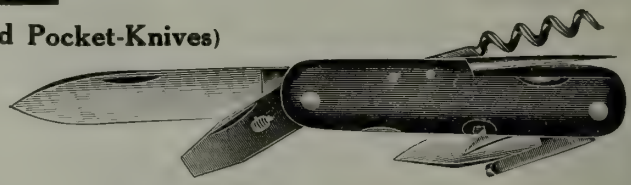
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(Razors, Scissors and Pocket-Knives)





Pleases customer and dealer

The customer for its unequalled high-class quality. The dealer because it is the most satisfactory line of Cutlery to handle, on account of the unlimited guarantee which we give with every article stamped with the Barrel Trade Mark.

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These boilers are positively hand made from start to finish.

Each one has a heavy steel wire rod which assures strength and durability.

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MADE IN CANADA

THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

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Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet Brand"

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

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Progressive Hardwareman

Make June a Month of Special Interest to Mrs. Newlywed

THE ERMALINE SYSTEM

of Cooking with Paper Bags

is the logical solution of the kitchen problem

Write for samples and our special JUNE showcards

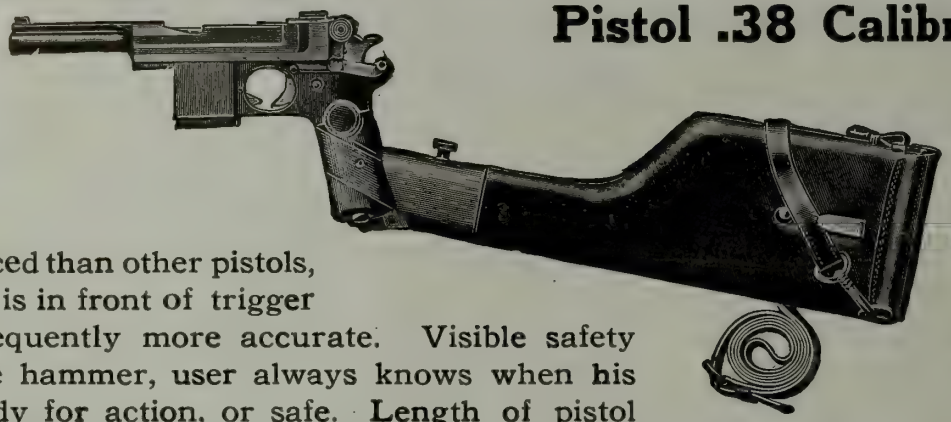
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"ASK YOUR WHOLESALER"

A Wonderful Long Range Pistol

The "Bayard" Self Loading Pistol .38 Calibre

Maximum Range 1,700 Feet

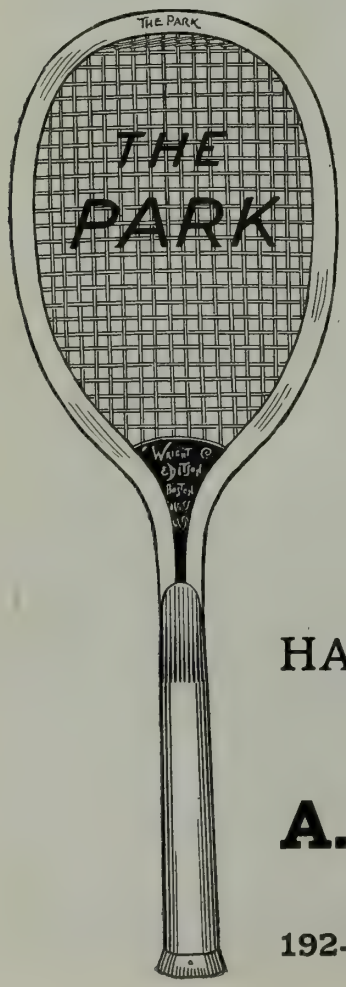


Penetration: Six Pine Boards at 50 Yds.

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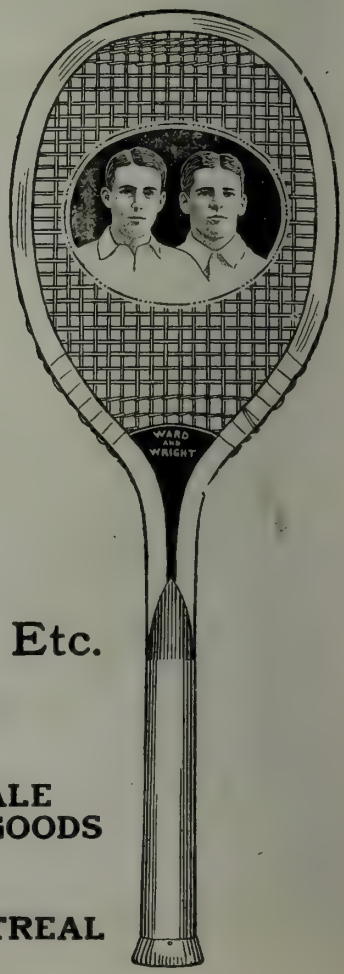
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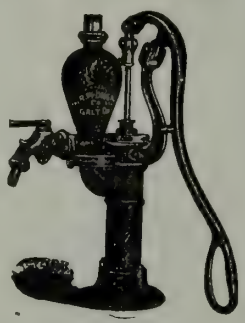
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Laidlaw Bale-Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. C., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton.

Oilers
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T. & Co., Hamilton, Ont.

Oil Stones
Canadian Hart Wheels, Hamilton, Ont
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont

Packing
Garlock Packing Co., Hamilton, Ont.

Paints, Oils, Varnishes
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works, Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover
Chadeloid Chemical Co., New York.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.

Perforated Sheet Metals
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Samuel Benjamin & Co., Toronto.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pliers
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Poultry Netting
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pruning Knives
International Tool Co., Detroit.

Pumps
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg. Co., Davenport, Iowa.

Pumps, Power
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.

Razors
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kample Bros., New York.

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton.
Carborundum Co., Niagara Falls, N.Y.

Razor Strops
J. R. Torrey & Co., Worcester, Mass.

Registers
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrosteel Co., Bridgeburg.

Rivets
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co. of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.

Rope
Independent Cordage Co., Toronto.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.

Saws
Atkins, E. C., & Co., Indianapolis, Ind.
Disston, Henry, & Sons, Philadelphia.
Drabble & Sanderson, Sheffield, Eng.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Ont.

Screen Door Sets
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Screws, Nuts, Bolts
National Acme Mfg. Co., Montreal.
Steel Co. of Canada, Limited, Hamilton.

Screws, Wood
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.

Scythe Stones
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.

Shelf Boxes
Cameron & Campbell, Toronto.

Shellacs
Berry Bros., Walkerville.

Shovels and Spades
Spear & Jackson, Sheffield, Eng.

Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silverware
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.

Sprayers
Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.
Spramotor Co., London.

Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

Spring Hinges, Etc.
Chicago Spring Butt Co., Chicago, Ill.
Standard Mfg. Co., Shelby, Ohio.

Stains, Shingle
Berry Bros., Walkerville.

Stains, Wood
Berry Bros., Walkerville.

Staples
B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton.

Steel—High Speed
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops
Steel Co. of Canada, Ltd., Hamilton.

Stencils
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont.
Herod Machine & Stamping Co., Brantford.

Store Ladders
Hamilton Brass Mfg. Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.

Stoves, Gas
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.

Tacks
The Steel Co. of Canada, Ltd.,Hamilton.

Tapes
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Armstrong Bros. Tool Co., Chicago.
Robt. Sorby & Sons, Sheffield.
Stanley Rule & Level Co., New Britain.
International Tool Co., Detroit.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.

Tool Grinders
American Grinder Mfg. Co., Milwaukee Wis.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont.
Renfrew Scale Co., Renfrew, Co.

Varnishes: See Paints
Berry Bros., Limited, Walkerville, Ont
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators
Harris, J. W., Co., Montreal.

Vises
Henderson & Richardson, Montreal.
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.

Wall Plaster
Manitoba Gypsum Co., Winnipeg.

Waffle Irons
Stover Mfg Co., Freeport, Ill.

Wagons—Children's
Wodstock Wagon Co., Woodstock.

Washers
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

White Lead
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Howland, H. S., Sons & Co., Toronto
Lewis Bros. & Co., Montreal.

Window Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery
Ed Brand, 472 Moss Lane., Manchester Eng.

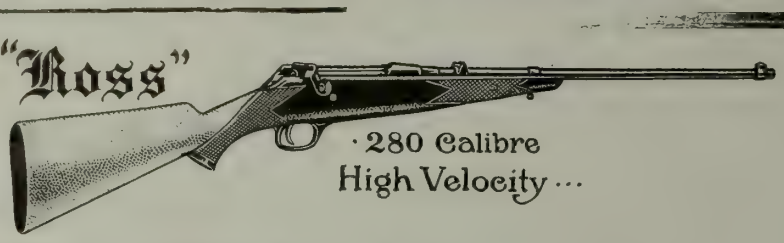
Wire Products
Andrews Wire Works, Watford, Ont.

Wire Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Jas. Steele Limited, Guelph, Ont.

Wood Finishes
Berry Bros., Walkerville.

Wrenches
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdwe. & Tool Co., Springfield, Mass.

Raise The Percentage of Your Sales



You can sell any sportsman who needs a good rifle a "Ross .280" (High Velocity) more readily than some cheaper and perhaps more or less well known make. Moreover every such sale means a satisfied customer, and a very nice profit for you.

It's worth your while to think over the "Ross High Velocity" proposition.

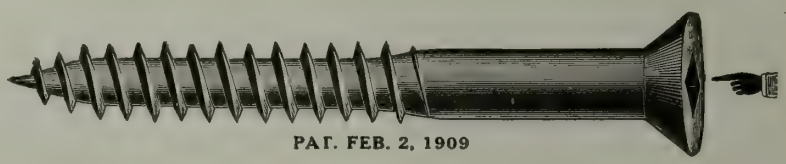
ROSS RIFLE CO. - QUEBEC

ROBERTSON SOCKET HEAD WOOD SCREWS



The hardwareman who is wide awake can make excellent profits by boosting this new wood screw.

The square hole, into which a specially made screwdriver fits, has become extremely popular with every user. With this the woodworker can do the work in less time and without danger of destroying the wood, as the screwdriver cannot slip.







We are also manufacturers of Hand Drivers, Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails, Wire, etc.





Write for catalog and prices

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE. 19 Jarvis Street, - F. J. Schuch, Agent

Montreal Agent:—Edwin Schofield, Room 509 Canadian Express Building, Montreal, Que.

IF IT'S AN
ANCHOR BRAND
WRINGER



THAT'S ALL YOU NEED TO KNOW ABOUT A WRINGER

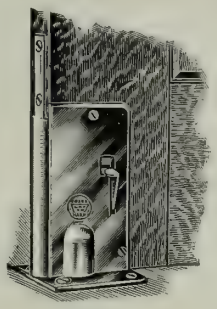
The quality goes in before the name goes on. Do you handle them? If not, why?

LOVELL MFG. CO.
ERIE, PA. U.S.A.

CHICAGO
SPRING BUTTS

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



Chicago "Relax" Spring Hinges

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO — TRADE CSB CO MARK — NEW YORK

THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE



Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

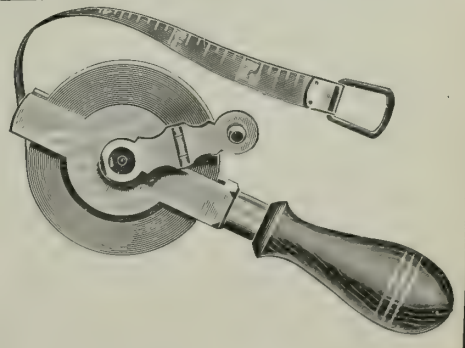
Toronto Montreal Halifax Winnipeg Calgary Vancouver

MEASURING TAPES

MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.

Those that bear this Trade-Mark LUFKIN are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.



FOR SALE BY ALL JOBBERS.

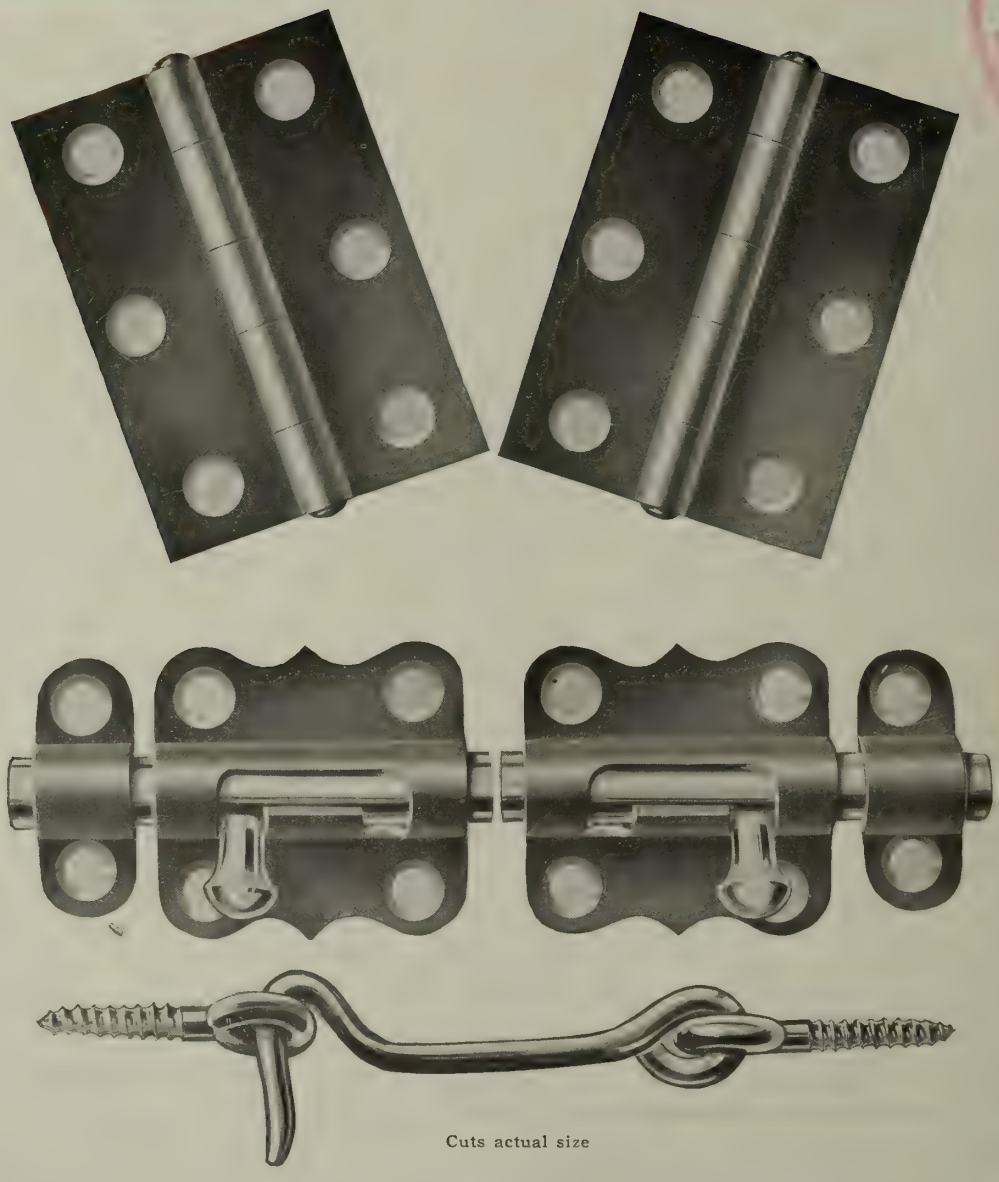
THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

CATALOGUE ON REQUEST

STANLEYS

WROUGHT STEEL

Cellar Window Sets



Cuts actual size

In every set are one pair of 2½ in. wrought light narrow butts, one hook and eye, and two 2½ in. bolts. Your customers will be quick to see the advantage of having a bolt at each side of the window.

Japanned or "Stanley" SHERARDIZED.

Packed with screws, one set in a box, 12 sets in a carton, a gross sets in a case. Backed by the S.W. Guarantee. Tell your Jobber to supply you.

THE STANLEY WORKS

CANADA'S ONLY WEEKLY HARDWARE PAPER

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV. Publication Office: Toronto, Canada No 21

May 25, 1912



MONTREAL MILL OPERATED SINCE 1825

MANILA, SISAL, ITALIAN, RUSSIA, JUTE,

CORDAGE AND TWINES

OF EVERY DESCRIPTION,

BINDER TWINE

CONSUMERS CORDAGE COMPANY LIMITED

HEAD OFFICE
MONTREAL

MILLS:—MONTREAL AND DARTMOUTH

BRANCHES:—ST. JOHN, N.B. AND TORONTO

AGENCIES:—F. H. ANDREWS & SON, QUEBEC, MacGOWAN & CO., VANCOUVER,
TEES & PERSSE.—WINNIPEG, REGINA, SASKATOON, MOOSE JAW, CALGARY, EDMONTON



DARTMOUTH MILL OPERATED SINCE 1866

Drive Home This GILLETTE Selling Point "The Gillette is the Only Adjustable Razor"



We are emphasizing this GILLETTE feature in our newspaper advertisements, using this same illustration.

But there may be some of your customers who will not read our newspaper advertisements carefully, and will fail to realize what an advantage it is to own and use an adjustable GILLETTE.

It's up to you to show them—and it is important that you should do so, for this is **one of the strongest of the GILLETTE'S many selling points.**

The illustration shows the GILLETTE in two somewhat extreme positions. In the lower cut the handle is screwed up tight, so that the cap forces the blade-edges down close against the guard. This gives, of course, a very light shave, and is comfortable for the tenderest skin.

In the upper cut the handle has been loosened about one-quarter turn. The edges of the blade, following the cap, have sprung away from the guard. In this position the blade takes more hold, and cuts very close, no matter how tough or wiry the beard may be.

But, as we said before, this is rather an extreme position, and the average man gets the most satisfactory shave when he first screws the handle up tight and then loosens it about an eighth of a turn.

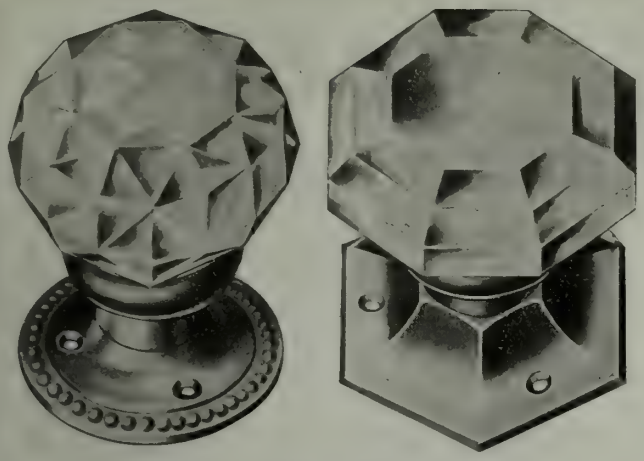
But once you make the principle clear and show him the advantage of the adjustability which only the GILLETTE possesses, your customer will not be long in finding out just what adjustment best suits his beard and face. **Thus he will get the utmost comfort and satisfaction out of his GILLETTE, and he'll not forget that you sold him the razor and "put him wise."**

Incidentally, he'll come back pretty regularly for new blades—and as many other things as your good salesmanship suggests.

Gillette Safety Razor Co. of Canada, Limited

Office and Factory:
The New Gillette Building, Montreal

TRADE Gillette MARK
KNOWN THE WORLD OVER



A few of our beautiful line of

Cut Glass Knobs

HIGH-CLASS BUILDERS' HARDWARE of all kinds for high-class buildings, banks, offices, residences, etc.

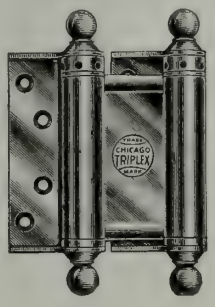
The Belleville Hardware and Lock Manufacturing Co.
LIMITED

Head Office and Factory — BELLEVILLE Canada

CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO — TRADE C S B CO MARK — NEW YORK

A New Line

"Yankee" Plain Screw Drivers



Strong, durable, well balanced tools, of the same high quality of material and workmanship as other "Yankee" Tools, which to-day are without equal.

The blade and ferrule are highly polished, the handle of hardwood, finished in dull black, making a handsome appearance.

Each tool is thoroughly tested and the blades positively guaranteed not to turn in the handle.

Your Jobber Will Supply You

No. 90, Standard Style, Fourteen Sizes, 2 to 30 in.

No. 95, Cabinet Style, (Slim Blade) Eleven Sizes, 2½ to 15½ in.

Made by

North Bros. Mfg. Co.

PHILADELPHIA, PA.

CONNOR BALL BEARING WASHER



is a profit earner

It pays big dividends to dealers who take an active interest in it. Many wide-awake merchants have doubled their washing machine sales since taking hold of the Connor Ball Bearing Washer. The many

exclusive features make it easy to sell

as they attract unusual attention, and create a strong desire for the washer. Just what these features are will be fully explained to you when we receive your name and address. Drop us a card. Send for a copy of our new catalogue, now ready.

J. H. Connor & Son
LIMITED
OTTAWA - ONTARIO

THE S.M.P. WATERING POTS

FITTED WITH

Seamless Breasts, Patent Zinc Roses and Detachable Spouts



Prices on Application



Plain Tin, Japanned or Galvanized

QUARTS 1, 2, 3, 6, 10, 14

THE SHEET METAL PRODUCTS COMPANY

OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

Disston

TROWELS

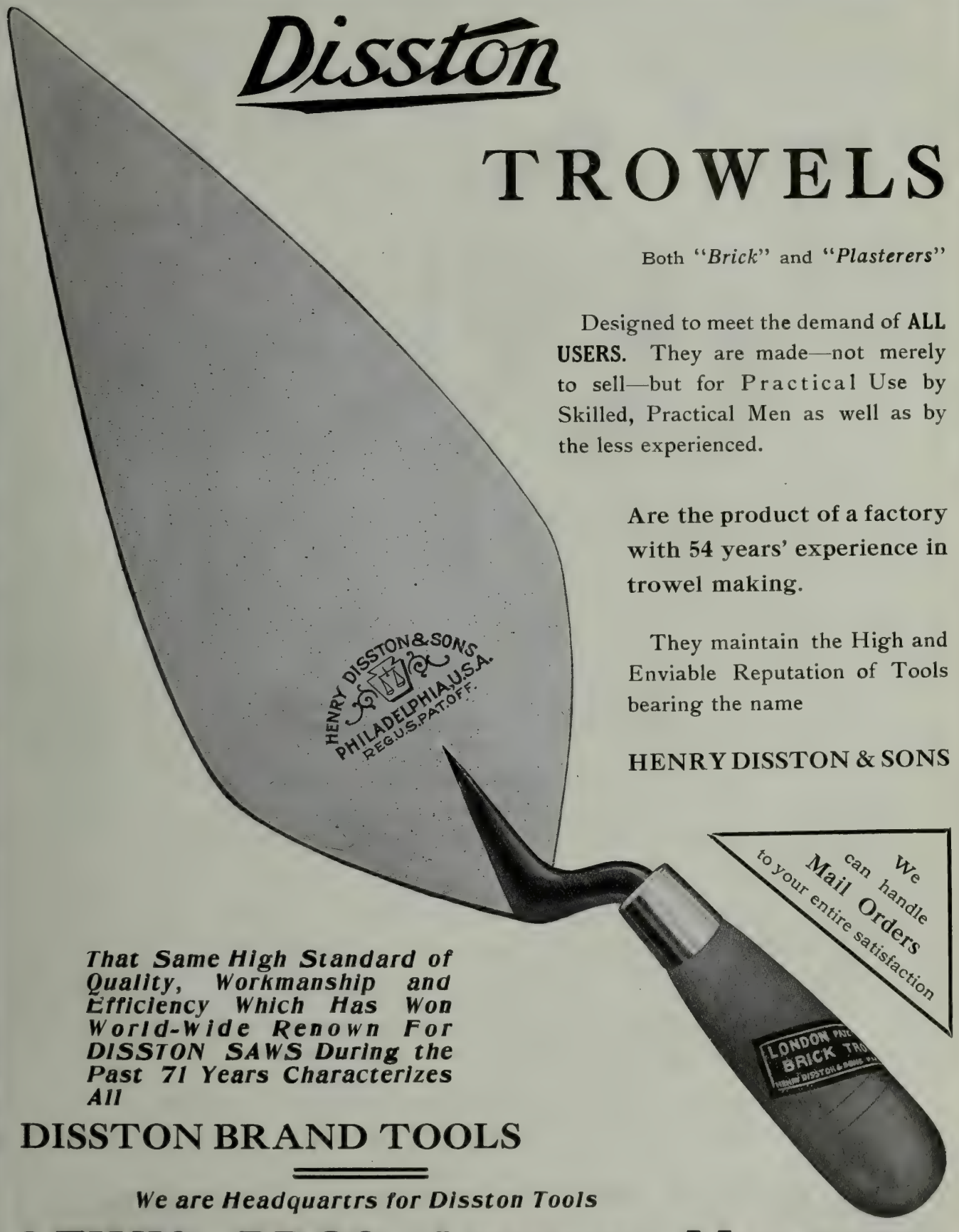
Both "*Brick*" and "*Plasterers*"

Designed to meet the demand of **ALL USERS.** They are made—not merely to sell—but for Practical Use by Skilled, Practical Men as well as by the less experienced.

Are the product of a factory with 54 years' experience in trowel making.

They maintain the High and Enviable Reputation of Tools bearing the name

HENRY DISSTON & SONS



We can handle Mail Orders to your entire satisfaction

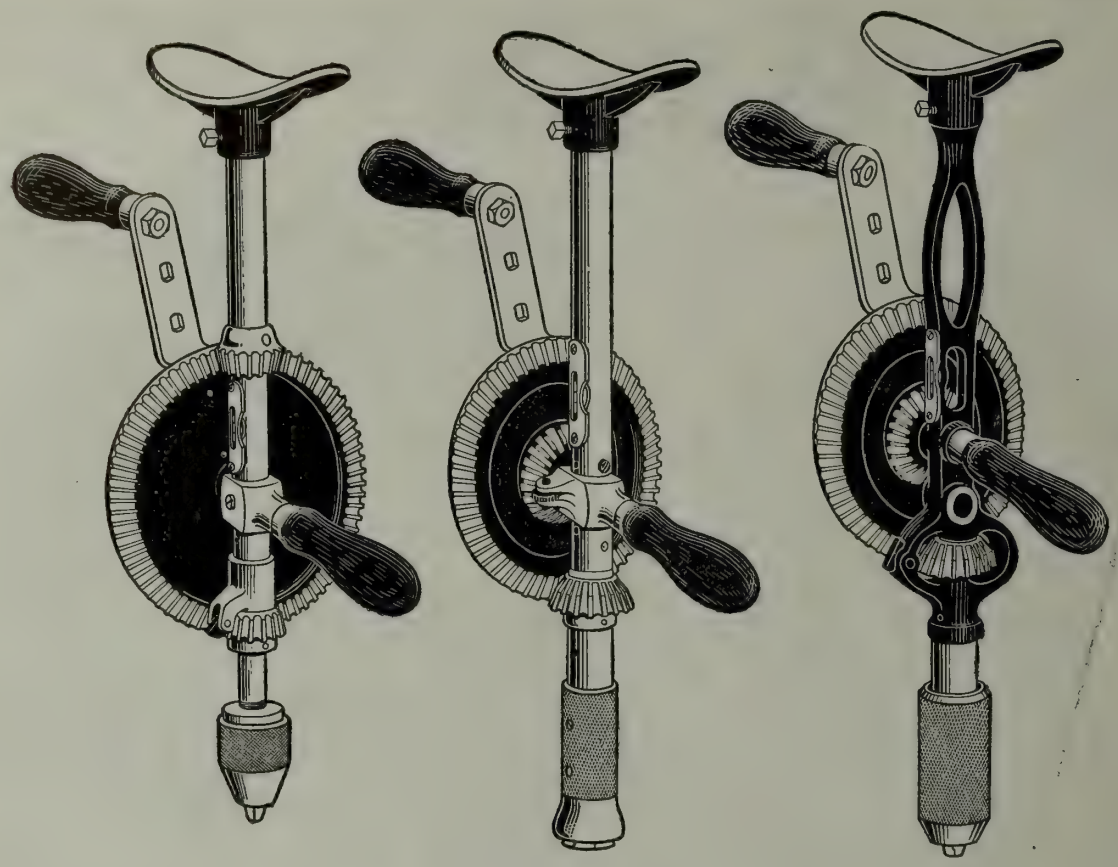
That Same High Standard of Quality, Workmanship and Efficiency Which Has Won World-Wide Renown For DISSTON SAWS During the Past 71 Years Characterizes All

DISSTON BRAND TOOLS

We are Headquartrs for Disston Tools

LEWIS BROS. LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER



Stanley Tools

We are now manufacturing a complete line of BREAST DRILLS, and the same careful attention is given to their construction and general finish, as distinguishes all "STANLEY TOOLS."

Only three numbers are shown above, but we offer twelve different styles from which you can make up your assortment.

Among them will be found Single and Double Speed Drills (the latter with two speeds), three methods of frame construction, four distinct styles of jaws, as well as a variety of finishes.

A special circular just issued tells all about these tools. Your customers would be interested to receive it.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

No. 1130. Body and Bottom
ONE PIECE.
1½ inch opening.



No. 1130 (Straight Spout)
No. 1131 (Bent Spout)

THE SPRING IS HERE

AND WILL BE ALL THE YEAR
IN THE FAULTLESS **BOTTOMS** OF

Hero Quality Oilers

Here are two popular mowing machine oilers.

Your jobber has them and many others.

No. 1120.
The Best Oiler Made.
1½ inch opening.
SOLID BRASS Hoop and Screw with
"THE SMOOTH THREAD."
(PATENTED PROCESS)



No. 1120 (Straight Spout)
No. 1121 (Bent Spout)

The Hero Manufacturing Company
PHILADELPHIA, PA., U.S.A.

The Steel Company of Canada, Limited

BASIC OPEN HEARTH STEEL PRODUCTS

Bar Steel
Squares, Rounds, Flats
Bands, Plow Beams, Angles, Stove
Bolts, Stove Rods, Rivets, Special Sections
Wire Nails, Wire Tacks, Bright Wire Goods
Railroad Track Equipment, Forgings
Horse Shoes, Horse Nails
Wood Screws, Machine
Screws, Spikes

WROUGHT PIPE

MERCHANT, BLACK and GALVANIZED

White Lead, Putty, Shot, Lead Pipe

DISTRICT SALES OFFICES:
HAMILTON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, B.C.
VICTORIA, B.C., ST. JOHN, N.B., HALIFAX, N.S.

Feature Hammocks Now!



Orders should be placed at once for Hammocks and also for such lines as Lawn Mowers, Ice Cream Freezers, Silverware, Cutlery, Etc. It is good practice to get your stock well in advance.

Send Us Your Order

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

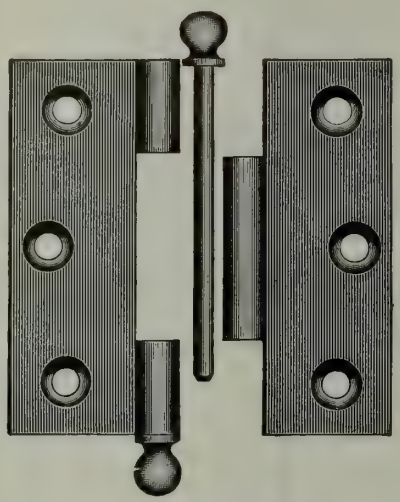
TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

CRESCENT BRAND HARDWARE



BUTT HINGES
STRAP HINGES
TEE HINGES
HINGED HASPS
WROUGHT STAPLES
GATE HOOKS

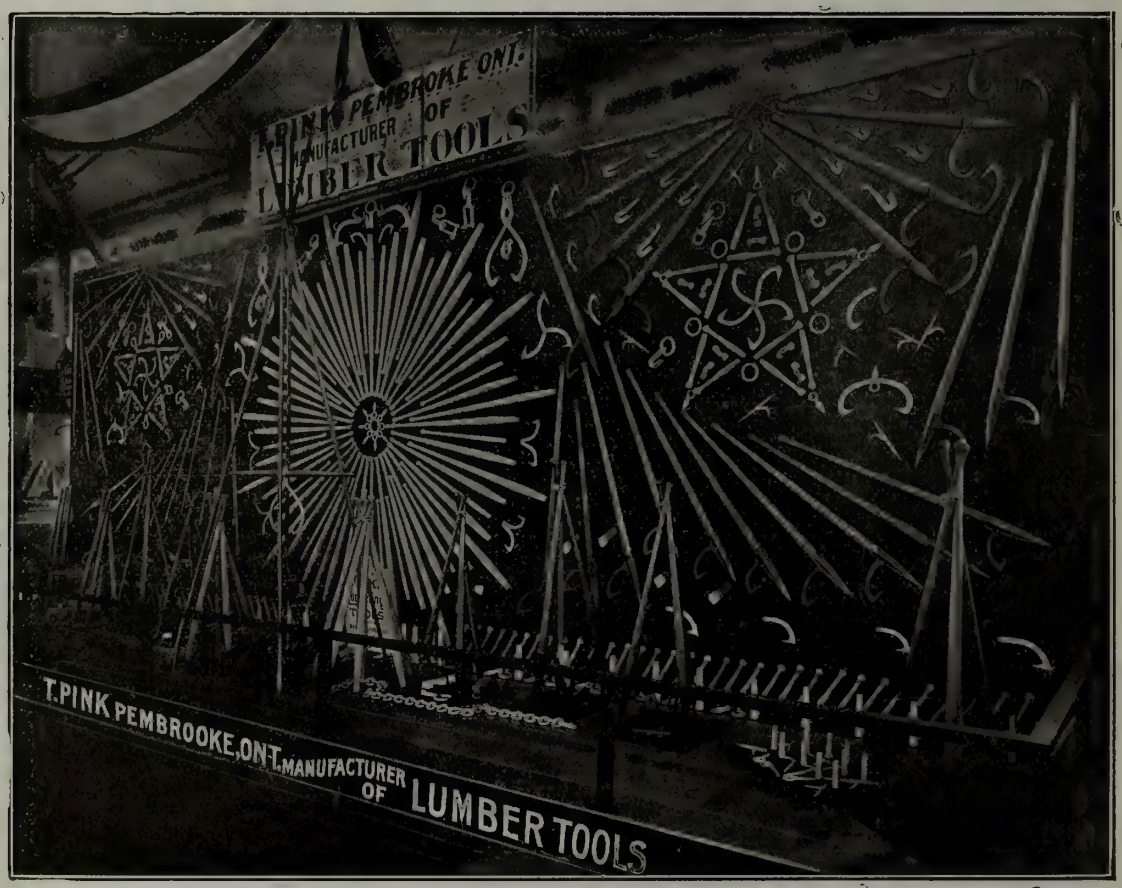
BARN DOOR HANGERS
PARLOR DOOR HANGERS
TROLLEY HANGERS
SHELF BRACKETS
ROLLSTON PULLEYS
WAGON HARDWARE

Etc. Etc. Etc.

STEEL SHEETS, BANDS, BARS, RODS, WIRE

CANADA STEEL GOODS CO., LTD.

HAMILTON, - - CANADA



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

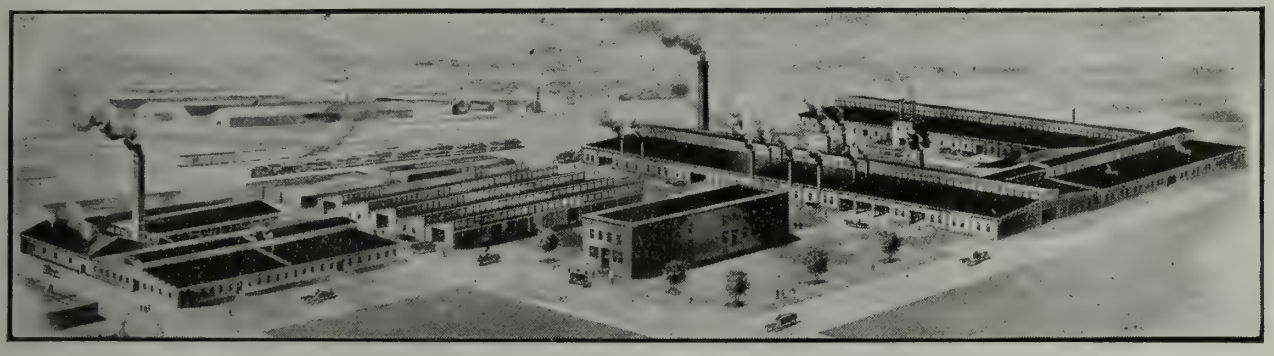
Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The cut shows the George White & Sons Co.'s plant, London, Ontario. Note well the location. The plant stretches out along the G. T. railway track—it lies right in the very danger zone of flying sparks and hot cinders. But that doesn't worry the Company in the least, for every building connected with the plant is covered with Brantford Roofing—and "Flying Sparks" are no menace to a roof protected with Brantford Roofing.



Get our BIG Profit-Earning Proposition

Now is YOUR time to get ready for a good roofing trade, and ***quicker sales*** and ***bigger profits*** can be realized by handling Brantford Roofing than would be possible with any other line. For Brantford Roofing is the ONE best roofing on the market. Made of long fibred wool completely saturated with pure Asphalt (a ***mineral fluid*** that cannot be materially affected by heat or water, wear or weather) in three different kinds—ASPHALT, RUBBER and CRYSTAL.

We have a big profit-earning proposition which is sure to interest you. Don't overlook it. Write to-day for full particulars—find out the reason why there's profit for the merchant handling

BRANTFORD ROOFING

Made by the

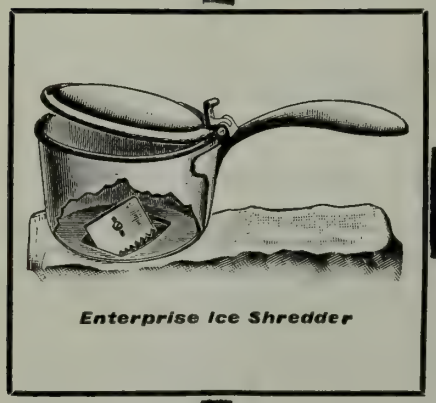
BRANTFORD ROOFING CO., Limited

BRANTFORD, - CANADA

EASTERN AGENTS: Branch Office and Warehouse, 9 Place D'Youville, Montreal, Que.
WESTERN CANADA: Warehouse, 117 Market Street, Winnipeg, Man.



Enterprise Lawn Sprinkler



Enterprise Ice Shredder



Enterprise Flag Pole Holder

HERE'S Three Good Sellers—Made Right and Backed Up by "ENTERPRISE" Efficiency.

The good old summertime will soon be here, and with it comes a demand for Lawn Sprinklers, Ice Shredders and Flag Pole Holders. Be ready for it by keeping a good stock on hand, but be sure you handle the Enterprise line, because these are always good sellers. The name Enterprise on any article stands for efficiency, quality and confidence. Enterprise Lawn Sprinklers, Ice Shredders and Flag Pole Holders will do all that's claimed for them.

ENTERPRISE

Lawn Sprinklers, Ice Shredders and Flag Pole Holders

have many points of general superiority not found in other makes. First-class material expert workmanship, careful inspection—the result, sterling quality and efficiency. Add to this our persistent advertising and it's a combination that can't be beat for easy selling.

These features have also made famous the Enterprise Meat and Food Choppers, Sad Irons, Sausage Stuffers, Coffee Mills, etc.—all of which you can handle with profit.

Write to-day for illustrated catalogue showing complete Enterprise line

The Enterprise Manufacturing Co. of Pa.

Patented Hardware Specialties

PHILADELPHIA, PA.

21 Murray Street
New York City, N.Y.

530 Golden Gate Ave.
San Francisco, Cal.

176 North Dearborn St.
Chicago, Ill.

Sell GLUE in packages--it means less handling--more profit



BRANTFORD ALL AROUND GLUE

weighed and wrapped ready to hand over the counter.

NO MUSS—NO FUSS—
NO LOSS OF TIME

¼ pounds, ½ pounds, pounds. **Everybody's Glue Size**, in pounds only.

The quality is there and will be maintained.

ASK YOUR JOBBER FOR PRICES AND DISCOUNTS

PROTECT your show-cases by using the

BRANTFORD COIN MAT

same as cut at left in Blue and Orange.

WRITE US FOR ONE.

CANADA GLUE CO.
LIMITED
BRANTFORD, ONT.

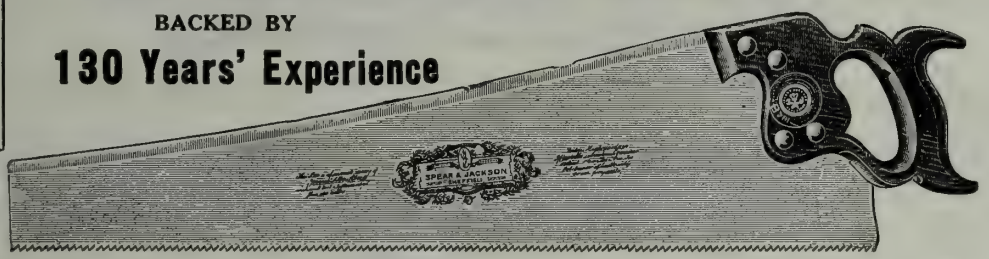
Manufacturers of Glue and Gelatine of all kinds and for all purposes.


MERMAID

"THE NAME'S THE GUARANTEE"

BACKED BY

130 Years' Experience




LEAP-FROG

171-A Secret Process VANADIUM Steel
(Also Straight Back)

Extract from The LONDON DAILY TELEGRAPH
WHICH SPEAKS FOR ITSELF

As a matter of fact, the trade of which Sheffield is the centre has in the last year or two fought—and won—a notable fight. Germany was a formidable competitor; America a yet more serious one, in the matter of tools, and especially SAWS. The English makers set themselves to meet this sharp rivalry, availing themselves of a superior position alike in materials and highly specialized skill. They took full advantage of the technical schools, with their scientific teaching as to metals and the treatment of steel, and paid more attention than they have ever done before to design and finish. Their energy and enterprise won prompt recognition from the buyers for the retail trade, and within very recent days they have enjoyed the spectacle of seeing the agent of one of the most noted firms of tool-makers in the United States coming over to make a tour of inquiry as to what had come over English trade that they had lost it so entirely. The British manufacturers had, moreover, proved conclusively that, quality for quality, their products had nothing whatever to fear on the important matter of retail selling price, and their victory was complete.

IF you are not handling our Saws and Edge Tools, you are paying more for inferior goods. Does it pay you ?

Henderson & Richardson
Board of Trade Building, MONTREAL

Spear & Jackson, Ltd.
SHEFFIELD, England

BULL RINGS



Perhaps you have not thought of Magnolia Metal in connection with Bull Rings—it seems to be just the thing. It is also good for piston and stem rod packing.

MOBILE LIGHT AND RAILROAD COMPANY.

Mobile, Ala., January 12th, 1912.

Gentlemen,—In answer to your inquiry of January 2nd, will state that the Magnolia Metal put in our Bull Rings two years ago is giving perfect satisfaction. The metal has worn about 1/32 in. on the bottom in that time. The ring is 58 in. in diameter and 11 in. of bearing surface. Two days were used in the job of removing the ring, preparing it for filling and turning it in a lathe to fit cylinder after it was poured. If the above is of any use to you, you may use it any way you like,

Respectfully,

C. MANKER,

Engineer Power Station.

The method employed in applying Magnolia as described by Mr. Manker will be sent to anyone desiring the information.

SPECIAL OFFER

PRACTICAL ENGINEER POCKET BOOK, 680 pages, over 2000 subjects. Price 40c. post paid. We do not aim to make a profit on these books. We buy them in large quantities as an advertising medium and give Engineers benefit of low price. They are highly spoken of by Engineers. Address Montreal office.

SOLD BY LEADING DEALERS EVERYWHERE OR BY

MAGNOLIA METAL CO.

225 ST. AMBROISE STREET, MONTREAL

NEW YORK CHICAGO

H&R ARMS CO

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

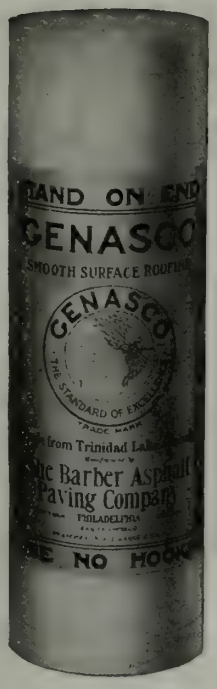


Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6⅛ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.



What is the cost by the year?

That's the way to value roofing. And your customers will find out sooner or later that roofing that costs less by the year is the only kind to buy.

Genasco

THE TRINIDAD-LAKE-ASPHALT Ready Roofing

costs about the same as ordinary roofing in the beginning, but the enduring life that Trinidad Lake asphalt gives it, makes it last and cost far less by the year.

Explain that to your customers.

Order Genasco from your jobber and be fully prepared to supply them.

The Kant-leak Kleet for smooth-surface roofings is the latest and greatest method of applying.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world

PHILADELPHIA
NEW YORK SAN FRANCISCO CHICAGO

Caverhill Learmont & Company, Montreal, Quebec. D. H. Howden & Co., Ltd., 200 York St., London, Ont., Canadian Distributors.





The "RENFREW" Handy Two-Wheel TRUCK SCALE

"A Convenience and Protection for Farmers"

This is a scale that pays the dealer A VERY ATTRACTIVE PROFIT—a scale that is becoming more and more popular every day with farmers.

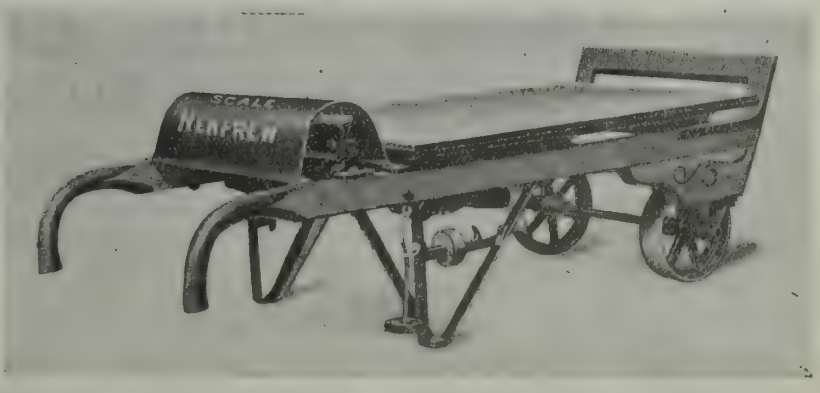
It is absolutely accurate and has many advantages over the common scale.

With this scale in his possession the farmer knows the exact weight of the products he is selling—he is armed against short weights.

The "RENFREW" TRUCK SCALES are GOVERNMENT TESTED and have been awarded their GOVERNMENT CERTIFICATE without question, and are backed by our WRITTEN GUARANTEE to be just as represented, and to give a long, reliable service. Capable of weighing anything from a single pound to 2000 pounds.

The "RENFREW" TRUCK SCALES are rigidly built and will stand all kinds of rough usage.

LET US SEND YOU ONE. Show it to every farmer who comes into the store, and see how many you can sell.



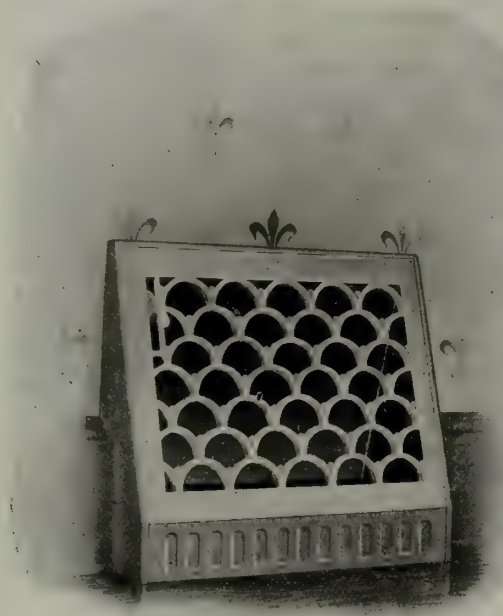
Write for Circulars and prices NOW.

Renfrew Scale Co.

RENFREW, ONT.

THE DEFIANCE

THE MOST POWERFUL
REGISTER IN THE WORLD



Fits a stack head EIGHT INCHES deep, and accommodates either a 12 in. or a 14. in. supply pipe. Write for prices.

Canadian Ferrosteel Co., Limited

BRIDGEBURG, ONTARIO

MAYMORE

INSIDE LOCK SETS A SPECIALTY



COMPLETE LINE OF BUILDERS HARDWARE

No 7968

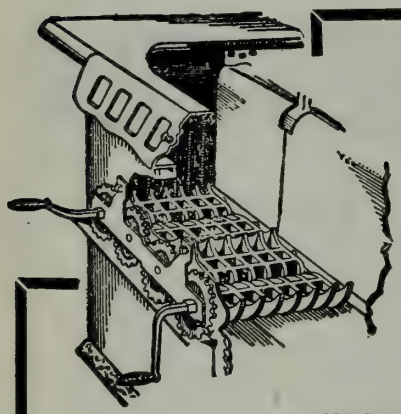
WRITE FOR PARTICULARS OF COMPLETE LINE TO

THOMAS. W. KIRBY

YONGE ST ARCADE TORONTO

MANUFACTURED BY

MAY & PADMORE LTD BIRMINGHAM ENG.



There's A Better Profit Awaiting YOU

Seize this opportunity and write us for catalog on

CHAMPION RANGES

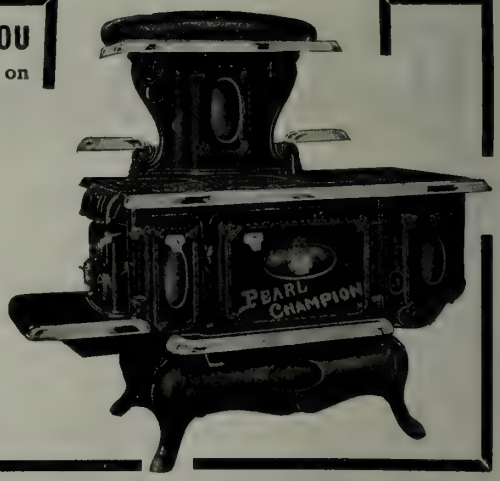
Ranges that are extremely popular wherever used—ranges that bring the dealer good profits.

The Champion Grate

is a grate which is patented and used only on this range. Crosswise, non-warping, easily shaken, more open surface and a clean fire.

Write for Catalogue NOW.

D. J. BARKER & COMPANY, - Picton, Ontario



THE "BEST" FUEL CHUTE

Is a Necessity to Every Up-to-date Home

This device will prove an effective seller in your locality. It costs very little more than a window sash and glass. Sets flush with the outside wall. An overlapping flange on top of the door prevents rain from entering chute and rusting it out. Adapted for any kind of fuel and absolutely burglar proof. This is certain to create a large demand.

Write us at once for full information and prices.

STERLING FOUNDRY CO., Sterling, Ill., U.S.A.



COME NOW, MR. DEALER!

Where will you find another Range which has all the Features of

The Enterprise Monarch Steel Range



Has the one you are thinking about

The Glass Oven Door?

or

The Heat Economizer?

or

The Patent Controller Damper?

or

The Removable Side Shelves?

or

The Detachable Towel Rod?

or

The Thermometer Guide?

In addition, the Enterprise Monarch is thoroughly constructed, made of the very best of materials, and each one backed by a reliable firm of manufacturers.

ARE YOU THINKING, MR. DEALER?

Do You Know of a Better Proposition?

ORDER A SAMPLE TO-DAY

THE ENTERPRISE FOUNDRY CO.

SACKVILLE, N.B.

Makers of High-Grade Stoves, Ranges, Furnaces and Fireplace Fittings

Distributing Agencies: VANCOUVER, EDMONTON, SASKATOON, CALGARY, MOOSE JAW, WINNIPEG

Quality Goods Make Business

McClary's

1912 GAS RANGES ARE FAMOUS BECAUSE OF THE QUALITY

ORDER TODAY



WRITE FOR CATALOGUE AND COOK BOOK

Style G. No. 258

You will find many customers who want this style of Range.
The large closed-in cabinet base with shelf and sliding doors is just what they want. Show it to them and you'll find it is so!
This range has numerous advantages that will at once be appreciated by the housewife. A large cooking Surface, griddle plate, lots of oven and broiler space and somewhere to keep pots, pans and other utensils.

"McClary" on Goods is a Quality Name.

McClary's

McCLARY'S SHIP QUICK.

Toronto, Montreal, London, Vancouver, St. John, N.B.
Hamilton, Winnipeg, Calgary, Saskatoon

Hamilton Jewel Gas Ranges

The illustration shows our No. 240 Gas Range. The additional working space provided on the top of the range by the raising of the side oven and broiler is a feature that commands interest everywhere. The oven and broiler are large and placed at a convenient height. The elevated shelf and steel under-shelf are additional space-providers, and combine to make this range one of our most popular styles.



Style 240

HAMILTON JEWEL Gas Ranges are crowded with real sale-producing features.

Simple in design.

Easily operated.

Excellent working and wearing qualities.

Unsurpassed in actual results obtained.

Equipped with the Graves' Patent Safety Lighter and Jewel Adjustable Needle Valves.

Economical in time, fuel and labor.

THE PRICE IS RIGHT

Make 1912 the best ever.

Buy from the Hamilton Jewel people—makers of Good Gas Goods

¶ **Our NEW 80-PAGE 1912 CATALOG of Gas Ranges, Heating Stoves and Gas Appliances is ready for mailing now.**

JEWEL TRADE MARK

¶ **There are many new features in our 1912 designs. Revised prices. Send for the New Catalog to-day.**

The Burrow, Stewart & Milne Co., Limited

Head Office and Works: HAMILTON, ONTARIO

Offices and Warerooms at TORONTO, MONTREAL and WINNIPEG

Western Customers please address all communications to 130 James Avenue, Winnipeg

High Quality



Conductor pipe and eavetrough, every length uniform and easily fitted together.

Corrugated iron, elbows, skylights, ventilators, ridge roll and valleys.



Wheeler & Bain
The Quick Shippers
TORONTO

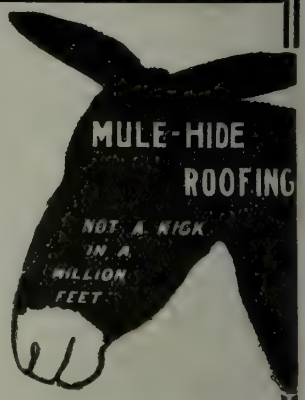
IF YOU BELIEVE IN THE UP-TO-DATE METHODS OF CONDUCTING BUSINESS

you should investigate our ORIGINAL ADVERTISING PLAN and GET ACTION SELLING SERVICE or

"MULE-HIDE" ROOFING

(NOT A KICK IN A MILLION FEET)

whereby we can increase your business 25% to 50%. This is not a claim but a fact that has been proved time and time again. Let us prove it to YOU. Get this proposition NOW. Quick action means dollars to you—do not hesitate.



The Dominion Roofing Company, Limited

31-33 FRONT STREET EAST, TORONTO

More About Sprinklers

McClary's

line of Sprinklers is the best because,



Japanned or Plain Sprinkler

The Top and Bottom are Double Seamed.

The Dome Shaped Top prevents loss of water by spilling over side, when sprinkling.

The Zinc removable, cleanable Rose is a great advantage.

Send Your Order Now to Our Nearest Branch



Galvanized Sprinkler

McClary's

"McClary" on goods is a quality name

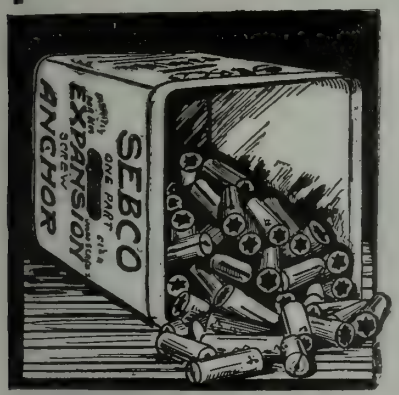
Toronto Montreal London Vancouver St. John, N.B.
Hamilton Winnipeg Calgary Saskatoon

McClary's Ship Quick

STAR EXPANSION BOLTS

Somebody's Going To Get It —It Might As Well Be You

We are receiving inquiries every day from people who have occasion to buy Expansion Bolts---these inquiries might just as well go to you---if you could see some of the letters from Dealers thanking us for sending them business, you would not hesitate to send for our 90 day Special Dealers' Proposition. We can refer inquiries only to those who have our goods.



It's easier to sell to a man when he's in your store than it is to get him to come. We are paying to get men to come to you. Can you supply them?

Star Expansion Bolt Co.

CATALOGUE DEPT. 36

147-149 Cedar Street, New York City

Bacon Bros., 377 St. Paul St., Montreal, Can.; Turner & Walker, 14 Bannatyne Ave., Winnipeg, Can.
H. F. McIntosh & Co., 28 Toronto St., Toronto, Can.



YOU CAN MOVE BACK THE HANDS, BUT NOT THE TIME

If you do not sell cement now, make it a point to stock an order at once.

Rogers' Portland Cement

pays a very attractive profit and the demand will continually increase.

Act quickly or you will be losing profits which you would otherwise have procured. you may not think so now but you will realize it in the near future. Then it is too late —you have lost money—your competitor may have the trade in your locality.

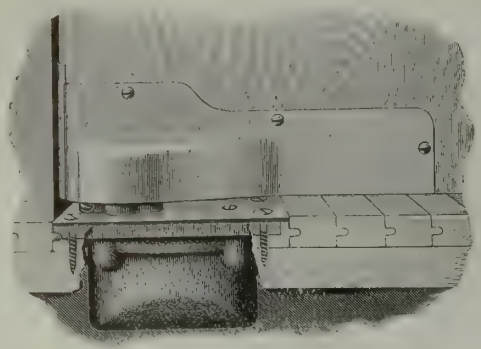
ROGERS' PORTLAND CEMENT is a product of unrivalled quality, greatest durability and highest efficiency, and is specified by architects for modern houses.

WRITE US AT ONCE FOR PRICES. QUICK SHIPMENTS GUARANTEED.

ALFRED ROGERS LIMITED

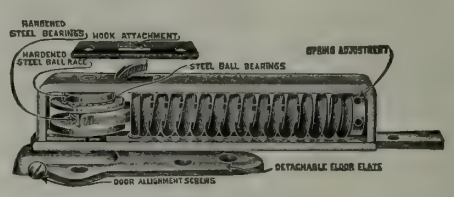
28 West King Street, TORONTO

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG



Standard DOUBLE ACTING SPRING FLOOR HINGES

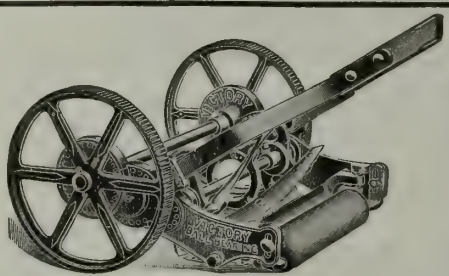
It is a door check and hinge combined.
It automatically closes the door without a slam.
It prevents children from being knocked down.
It prevents injury to hands if caught when door is closing.
It stops door exactly at center.
It holds door open automatically when desired.
It renders the action of door absolutely noiseless.
It will outwear three of the spring hinges now in common use.



REGULAR KIND

Patented—Canada, February 20, 1912.
" —United States, October 31, 1911.

THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

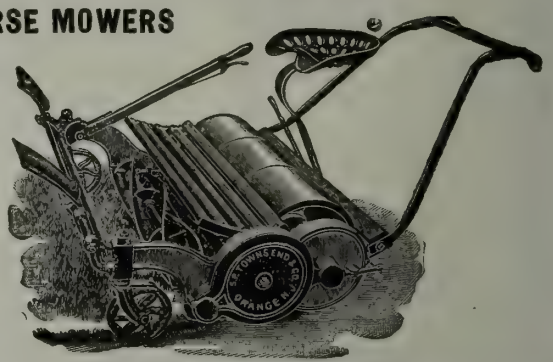


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

QUALITY and SERVICE



NAMCO milled parts have all the characteristics of first quality products, smooth edges, clean cut-off without burrs, accurate and straight tapped and die cut threads.

A complete line of Cap and Set Screws, with "V" or U.S.S. threads, and Nuts in all popular sizes, are carried in stock at our factory. Send in your order, if any of these parts are needed immediately. Or if you are using any of the standard products in quantities, let us talk with you on a contract basis.

Specials, made accurately to customers' specifications, can be had on short notice. Let us quote from your samples.

The National-Acme Manufacturing Co.,

MONTREAL, QUEBEC, St. Decourcelles St., ST. HENRI and G.T.R.



The Hardwareman

who is not handling our

"Metallic" Ceilings and Walls



is not making as much money as he might.

How about you?

There is nothing to touch "Metallic" for Kitchen Ceilings and Walls.

WRITE US FOR CATALOGUE AND PRICE-LIST.

THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

C 92

GREENING

Greening's Steel Wire Chain

If you are interested in chains examine carefully the perfect mechanical construction of "Greening's". It is the most perfect chain made. We make it in 13 sizes. We use it exclusively in all our Halter, Dog, Tie Out, Cattle, Trace Chains, etc. You will make no mistake in handling our line exclusively.

Correspondence solicited. **We send cuts with table of breaking strain.**

Samples etc. upon request.

THE B. GREENING WIRE CO. LIMITED

HAMILTON, ONT. :: MONTREAL, QUE.

MADE ONLY BY

YALE

YALE AND TOWNE



THE man who is looking for a good padlock is looking for one thing more—the name Yale on the lock he buys. And for this reason Yale padlocks are as much of a staple with the progressive hardware dealer as potatoes are with a grocer.

Yale Products sold in Canada are now made in Canada. We are backing our Canadian dealers with active advertising in the Canadian magazines. We offer free these further aids:

Newspaper Advertisements	Window Displays	Printed Matter
supplied in plate form, ready for you to use in your local papers.	that attract and convince, designed by our expert in show-window salesmanship.	describing and explaining Yale Products, for you to send or give to prospective customers.

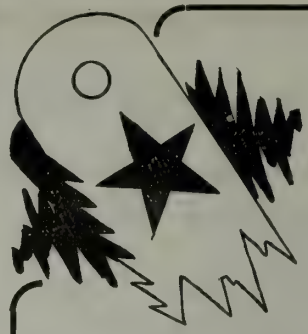
Dealers' Helps are shown and described in our booklet "Yale in Canada"
Have you received a copy? If not, write for it

Canadian Yale & Towne Limited

Makers of YALE Products in Canada: Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works, St. Catharines, Ont.

C54-3



Discovered 25 Years Ago

and becoming better liked and more universally used every day.

Star Hack Saw Blades

have earned their great popularity because of their quality and adaptability. The dealer who stocks Star Hack Saw Blades will be able to meet all demands without the necessity of carrying a stock of blades of varying widths and number of teeth to the inch. They are good to sell and good to use.

TWO STYLES FOR EVERY USE



Write us for our interesting proposition. Our FREE book "Tool Practice" is worth while sending for.

Millers Falls Co.

28 Warren St., New York City

"NORCROSS" CULTIVATOR-HOES & WEEDERS



MR. DEALER:

Do you appreciate **QUALITY** and **DISTINCTIVENESS**?

We have had 20 years' experience in the exclusive manufacture of this one line and guarantee our goods to out-class all imitations on the market.

We have nearly 300 regular jobbing customers in the U.S.

"WE MAKE NOTHING ELSE AND OUR GOODS SHOW IT"

Our 5-prong is the only one having detachable ferrule (Pat'd) providing for attaching Cultivator to Wheel Plows.

Our new 3-prong is a modification in size, weight and cost. cheap as the common hoe in price and pays a greater profit.

ANY WOMAN CAN USE THIS WITH EASE

Our Midget is the greatest of all Flower Weeders.
Our line is complete. Weights—3 lbs., 2 lbs., 12 oz.

Canadian Jobbers who handle the "Norcross" line are: J. H. Ashdown Hdw. Co., Ltd., Winnipeg; Merrick-Anderson Co., Winnipeg; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Lewis Bros., Ltd., Montreal; The Eureka Planter Co., Ltd., Woodstock, Ont.; Jas. Simmonds Co., Halifax and Dartmouth, N.S.

Write them for Circulars and Prices.

C. S. NORCROSS & SONS, - BUSHNELL, ILL., U.S.A.

Patentees and Sole Manufacturers.

Corrugated Iron Prevented Spread of Terrible Fire

The thousands who watched the terrible fire in Toronto a few days ago, when thousands of dollars' worth of property was destroyed, had a chance to see what corrugated iron would do to prevent the spread of flames.

In "The News" the next day it was reported that the firemen could not reach the flames on account of the iron coverings of the buildings, but as an official put it afterwards: "I tell you if it hadn't been for the iron coverings on those buildings this entire neighborhood would have been destroyed. Some of those buildings were huge furnaces and the last thing to fall was the metal sides."

And that is only one instance of the protection afforded by Corrugated Iron.

How about your buildings? Supposing some building near yours should burn, and the burning pieces fell on your factory, how many chances have you of saving it?

Use corrugated iron for your covering. Let us tell you about ACORN QUALITY CORRUGATED IRON—the iron with the trade mark—the kind that lasts practically forever.

If you intend building, write to us to-day for our prices.

MENTION HARDWARE AND METAL

THE METAL SHINGLE & SIDING Co. LTD

PRESTON ONT. MONTREAL QUE.

Cummer-Dowswell Products

THE SIGN



Power Washing Machines

Hand Washing Machines

Leader Barrel Churns

Egg Crates

Laundry and Power Clothes Wringers

Hand Clothes Wringers

Rotary Lawn Dryers

Mangles

ALL have Exclusive Features that distinguish them from other makes.

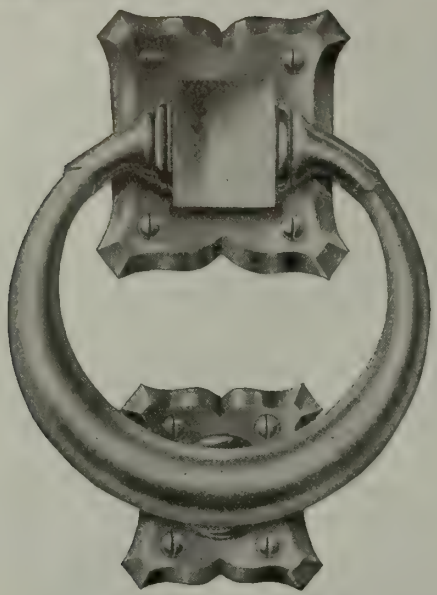
MADE BY

Agents:
W. L. Haldimand & Son, Montreal, Que.
H. F. Moulden & Son, Winnipeg, Man.

Cummer-Dowswell, Limited

HAMILTON, CANADA

Peterboro Hardware



Door Knockers add greatly to the appearance of a door. They are rapidly coming into vogue. Peterborough Door Knockers supplied to match any of our designs. A sample on your show cases will interest customers.

Peterborough Lock Mfg. Co., Ltd.

PETERBOROUGH, ONT.

A Battery Made in the West

is preferred by Western Consumers. The mere fact that it's made in the West would gain it the preference, all other things being equal, but—



—when the trade finds it to be the best battery made anywhere, they'll simply have no other. That is the position the

X CELL
Dry Battery

holds in the West to-day,

Western dealers who have recommended our No. 8 especially, for engine work, report doubled and trebled battery sales. Write us and we'll make you acquainted with the nearest jobber.

CANADIAN CARBON CO., LIMITED
WINNIPEG MAN.

E. W. HANNA, President and Managing Director



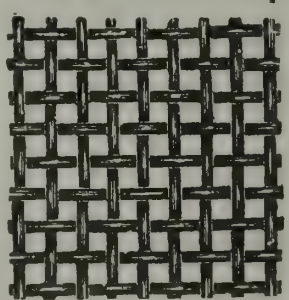
GOODS THAT LAST

WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

Perforated Sheet Metals
General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.



Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

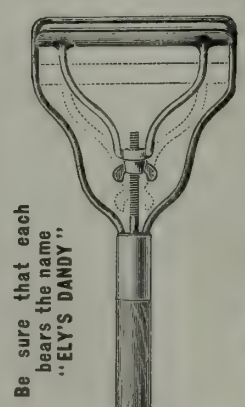
Canada Wire and Iron Goods Company
HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

ELY'S JANITOR MOP

No. 8 for men
No. 21 for women

Others are not just as good



ELY'S DANDY

Mop Wringer and Bucket

COMBINED

Others are not just as good.

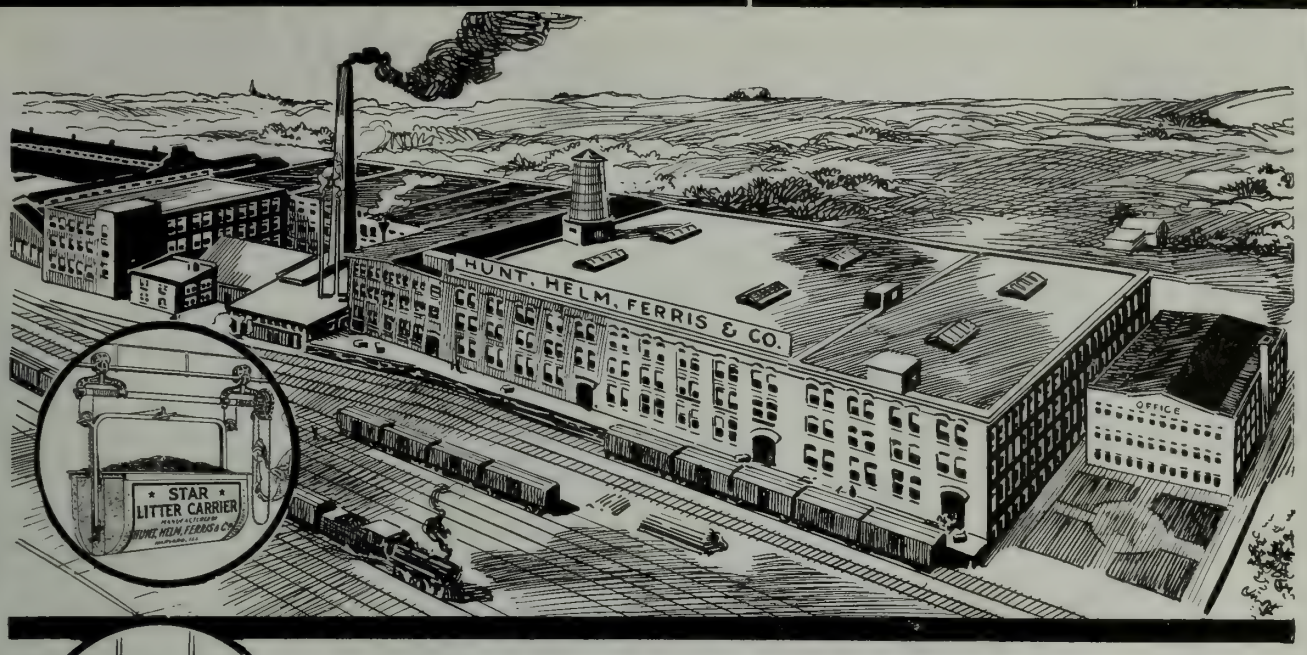
Be sure that each bears the name ELY'S DANDY

Made in three sizes, 10 qt., 14 qt. and 22 qt.; guides, posts and step of malleable iron; lever of wrought iron, finished in black enamel; cedar buckets, three hardwood rolls. The most popular mop wringer on the market.



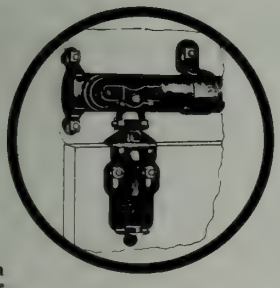
THEO. J. ELY MFG. CO.
ERIE, PA.

Get our catalogue of Mop Sticks, Mop Wringers, Brush Holders, Carpet Beaters, Broom Holders, Etc.





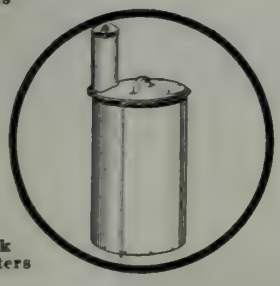
Stalls and Stanchions



Barn Door Hangers



Haying Tools



Tank Heaters

The Biggest People In The Business

OVER a quarter of a century ago this company began the manufacture of practical labor-saving devices for farmers' use. Star Haying Tools were our first product—a line well and favorably known wherever haying tools are sold. Next came our line of Wire Stretchers, followed shortly after by our lines of Tank Heaters and Door Hangers. A few years ago we began the manufacture of Star Barn Equipment, including a complete line of Litter and Feed Carriers, Stalls and Stanchions, with the result that our lead as Pioneers in this field is not to be overcome by anybody. Our competitors have been left far behind—both as to quality and quantity of output, and to-day

STAR Barn Equipment, Haying Tools, Wire Stretchers, Door Hangers, Etc., Etc.

are the STANDARD in their respective lines. But we're not resting on our oars. The policy of this company to-day is *more aggressive than ever*—the quality of output is watched just as closely.

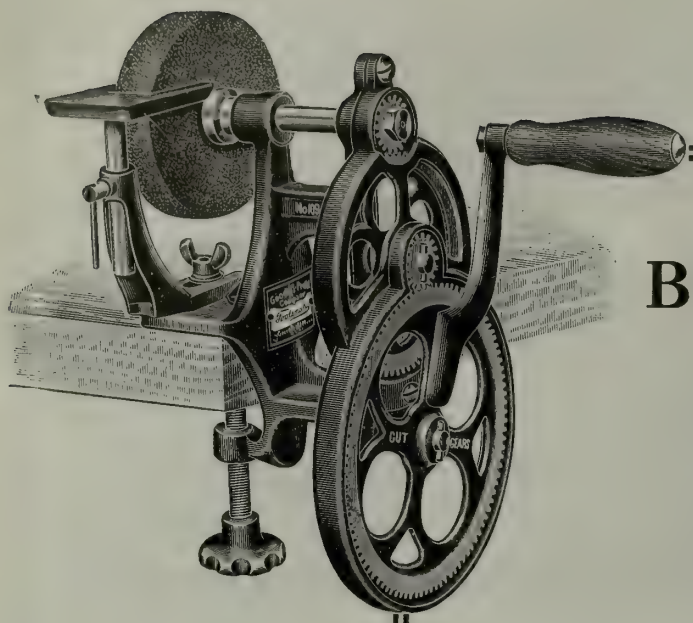
And that's why the Hunt, Helm, Ferris & Company dealer proposition has steadily been a winner. If you are interested in bigger, surer, steadier, better paying business, get in touch with us—*at once*. Our proposition will interest you because the demand has been created before you ever put the goods on display. A postal card will bring full details. SEND IT NOW.

HUNT, HELM, FERRIS & CO.

178 HUNT STREET, HARVARD, ILL.

McKENZIE BROS., WINNIPEG, MAN. MERCHANTS' HARDWARE SPECIALTIES, LIMITED, CALGARY, ALTA.
AGENTS (31 B)

Goodell-Pratt's



No. 109

When It Comes To BENCH GRINDERS

the best class of trade, including those people who carefully consider price in connection with design, construction and workmanship, prefer GOODELL-PRATT'S.

These Grinders are distinctive, they at once attract attention, and their "class" is apparent to every observer.

They are the kind that SELL, and sell at a PROFIT.

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.

"We must hope all things, believe all things, endure all things rather than lose that most precious of all earthly possessions—a trusty friend."—*Charles Kingsley*



THE ENGINEER must have a babbitt metal upon which absolute reliance can be placed. That is why he specifies

Harris Heavy Pressure

THE BABBITT METAL WITHOUT A FAULT

It is doubly copper hardened,
It is guaranteed not to crack or squeeze out.
It positively eliminates friction.
It runs cool at any speed.

Harris Heavy Pressure is the Engineer's Trusty Friend

OUR GUARANTEE IS BACK OF EVERY POUND

EVERY HARDWAREMAN SHOULD STOCK THIS LINE

WRITE FOR PRICES

The Canada Metal Co., Limited

TORONTO MONTREAL WINNIPEG



FOR

JUNE BRIDES

THE PLATED WARE THAT'S PLATED HEAVIER THAN TRIPLE.

ALL THE BEAUTIFUL DESIGNS STOCKED BY THE WHOLESALE DISTRIBUTING AGENTS

Caverhill, Learmont & Co.

MONTREAL

Quality in Cutlery

In No Other Line of Goods is Quality so Hard to Detect Without an Actual Test As in Cutlery

Boker's "Tree Brand" Has Stood the Test



You could obtain inferior cutlery which would, to all outward appearances, resemble "Tree" Brand and you could sell these inferior goods at fully one-third the prices asked for "Tree" Brand, but for actual use and practical value would not in any way resemble the "Tree" Brand line. The quality in cutlery is hidden to the average purchaser, as the value and cost lie in the material, tempering and grinding more than in the style and finish. Insist on having Boker's "Tree" Brand Cutlery if you wish to work up a profitable and a high-class cutlery trade.

For Sale by Every Wholesale Hardware Firm in Canada



DIRECT RESULTS

Can only be obtained through consecrated effort and intensive newspaper salesmanship.

Your advertising must first of all **AROUSE INTEREST** then **INSPIRE CONFIDENCE** then **PROVE YOUR PROPOSITION** then **FORCE IMMEDIATE ACTION.**

Our new business building service for Hardware dealers does this and more. Hundreds of Canadian merchants are now reaping the benefit—why not you?

Mail us a card to-day, and we'll tell you all about it.

EDWARD C. PLUME COMPANY, 417-421 So. Dearborn St., CHICAGO



Canadians Favor This Hinge

because doors mounted on them can be taken down or put up in LESS THAN A MINUTE. One quarter turn of the button on each hinge is all that is necessary.

Tools not necessary. No loose parts. Oil tempered springs and smooth strong castings. Retailers make more profits on this than any other hinge.

Ask your jobber for the No. 16 IDEAL DETACHABLE; if they cannot supply them write to us.

Stover Mfg. Co., 709 East St., **Freeport, Ill.**

Manufacturers of high grade hold back, non hold back and double acting hinges

The PILOT

SUCCESS FURNACE

Will Strengthen Your Hold Upon Your Furnace Trade



A Trial Will Convince You Of It's SUPERIOR SELLING QUALITIES

You cannot afford to overlook this ideal business-getter. It is a furnace with distinctive advantages over most other makes—advantages that the trade is quick to notice.

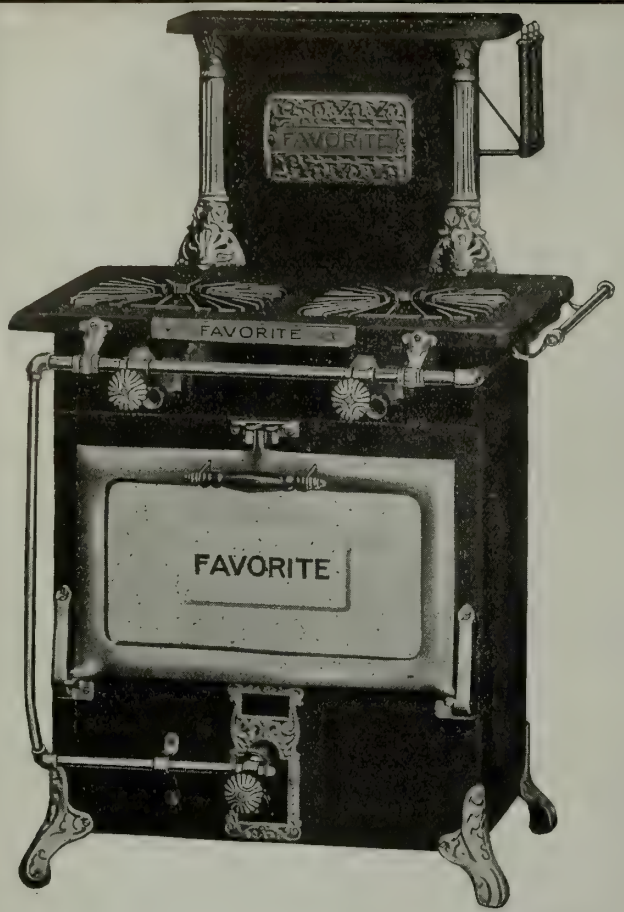
Write at once for our Catalogue and prices. We absolutely guarantee every "Pilot Success" that leaves our works.

Profit by the experience of others by writing for testimonials from "Pilot Success" dealers.

PROMPT SERVICE

The Hall-Zryd Foundry Co., Limited

Hespeler -:- Ontario



"FAVORITE" GASOLINE RANGES

ARE TRADE WINNERS FOR
THE SUMMER MONTHS

RELIABLY CONSTRUCTED SIMPLE TO OPERATE
SAVING ON FUEL

We also stock a full assortment of

JUNIOR GASOLINE STOVES,
WICK OIL STOVES,
WICKLESS OIL STOVES AND
PORTABLE OVENS

A PROFITABLE LINE TO HANDLE

WRITE US FOR ILLUSTRATED CATALOGUE

FINDLAY BROS. CO., Ltd.

260 Princess Street, Winnipeg

ENERGETIC CLERKS

who are willing to work after hours can add substantially to their salary by joining the MacLean Circulation Organization, the largest and most efficient in America.

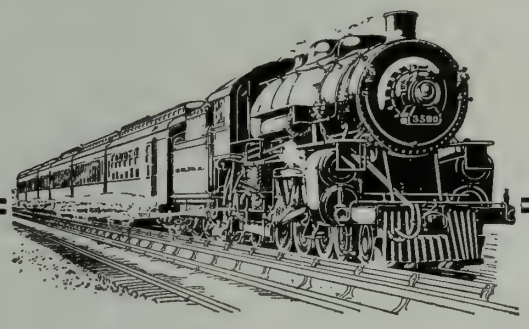
There are already over 400 circulation salesmen getting subscriptions for MacLean's Magazine, but there is scope for more. If you will take up the work in your district you will find it will pay you well.

Get started now—Don't wait.

WRITE FOR PARTICULARS TO

MacLean Publishing Co., 143-149 University Ave., Toronto, Can.

MAKE USE OF
THE "MADE IN CANADA" TRAIN



This train is coming **your** way. Round up all farmers who are prospective buyers and bring them to see our line of stationary gasoline engines. We will do our best to **help you make a sale.** We will point out clearly the **advantages** of having such an engine, and the **economy** that will prevail through its use.

Fairbanks-Morse Engines represent all that is best in design, quality and workmanship.

They allow a profit that is exceedingly attractive—a profit that you cannot afford to overlook.

Start to-day. Tell your customers about this train, and if they are interested be sure and bring them. It will pay you.

The Canadian Fairbanks-Morse Co., Limited

Montreal, Toronto, Saskatoon, St. John, Winnipeg, Vancouver, Ottawa, Calgary, Victoria

DOMINION
LESS PRICE---MORE FORCE
AMMUNITION

What you want, PRICE and QUALITY

We Have Both { Lowest Price / Highest Quality

You Save Money by Using Dominion Cartridges.
You Save Cartridges, Shooting Your Game with the Dominion Make.

DOMINION CARTRIDGE CO., LIMITED
MONTREAL, QUE.



The Remington Cubs demonstrate the only bottom ejecting pump gun.

PUMP GUN

Solid-breech. Hammerless. Safe

Bottom Ejection—empty shells are thrown downward—smoke and gases must go the same way, too—insuring uninterrupted sight—rapid pointing always. Solid Breech—Hammerless—perfectly balanced—a straight strong sweep of beauty from stock to muzzle. Three Safety Devices—accidental discharge impossible.
Simple Take-Down—a quarter turn of the barrel does it—carrying, cleaning, interchange of barrels made easy—your fingers are your only tools.

For trap or field work the fastest natural pointer.

REMINGTON ARMS-UNION METALLIC CARTRIDGE CO.

299 Broadway **New York City**

Remington-UMC Eastern Factory Loaded Shells now on Sale on Pacific Coast.

Making Window Displays Stand Out



A Display in store of A. Latham, Moose Jaw, which " Stood Out."

Originality is the Quality Most Needed to Attract General Attention to a Window—How Motion Device was Arranged in Window of Latham, Moose Jaw—Spring Millinery Opening Conducted by J. O. Cadham of Portage La Prairie —Displays Must Have Selling Force.

If there is any short-cut to success, there can be no doubt that the sign board pointing the way, bears the word "Originality."

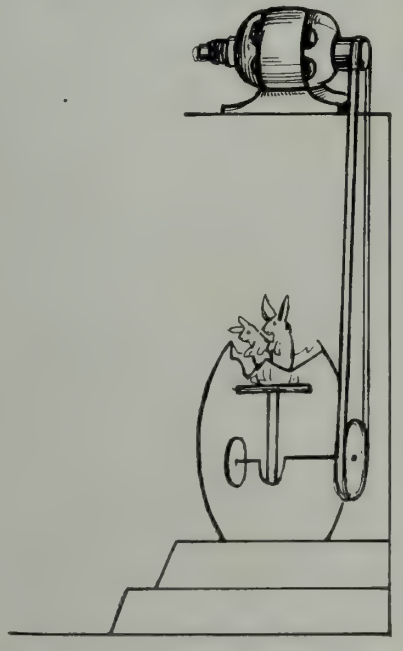
The man who can find something new and a little better than what had previously been known in any line, commands immediately the world's attention. Originality is the quality which goes largely into the making of authors, poets, artists, inventors, explorers, financiers; the men, in fact, who "stand out" from their fellows.

The window dresser who is most successful is the man who can make his efforts "stand out," who can put the indelible stamp of originality on his displays which will compel attention. The main retail street of a live town or city is lined with store fronts all more or less attractive and all presenting displays possessing a certain degree of merit. The pedestrian cannot give his attention to all of them. Life is too strenuous nowadays to allow of a careful scrutiny of all store windows. The public lends its attention, therefore, to the displays which "stand out" from the rest.

Original effects are eagerly sought by window trimmers. It has often appealed to the writer that the hardwareman has a most exceptional opportunity. The stock at his command is wide and varied, including everything from a brass tack to a coal range; practically everything, in fact, which is neither eatable nor wearable. He has articles of every size, shape and constituency. The facility with which the necessary parts can be secured to make up imitations of spring bonnets, trains, automobiles and airships is an index to the possibilities of hardware window dressing. An Ontario dealer once constructed a pipe organ out of articles in his store and it did not stretch his ingenuity to find the necessary parts.

Store Up Material.

No man is so prolific of ideas that he can find a brand new scheme for every window display that he arranges. Still, original effects can be obtained by adopting and improving the ideas of others. The best, and most original, window trimmers are those who keep closely in touch with the work of others engaged in the same line. Another man's idea may suggest something altogether different to you. The really capable man is always open to suggestions.



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Showing How the Mechanism in Window Display Worked.

Keep a Scrap Book.

It is wise, therefore, to keep a close watch on your trade paper. It is one of the functions of a trade paper to supply its readers with ideas and suggestions on window dressing. Readers of Hardware and Metal are given the benefit of the efforts of best window dressers in all parts of the country. Keep a scrap book, clip out all cuts of window displays and paste them in. Likewise clip out all reading matter relating to this important subject. If properly divided and classified, this information will be available at any time and it will be possible to secure ideas for any kind of window. For instance, this paper has published at least twenty photos of paint displays since the first of the year. If each one had been carefully clipped out, the possessor would now have a wealth of material to assist him in designing windows of his own.

Start this scrap book now.

Original Ideas.

"How can I make a window display stand out?" was the question recently asked by an ambitious hardware clerk.

There are innumerable ways. An original color scheme will frequently be sufficient to arrest the attention of passersby. A display on which particular efforts have been lavished in the matter of detail and effect will always succeed. A sure way is to have a motion device of some kind.

An Easter Display.

This plan was followed with great success in the store of A. Latham, Moose Jaw. An illustration of the display in

question is shown at the head of this article.

L. A. Phaneuf, who designed the window, showed considerable mechanical skill in the arrangement of the details. He first constructed a background of orange sateen material, suspending the frame from the ceiling. In front of the background at a distance of about 5 inches lattice work, made out of green crepe paper, was placed. Two steps were placed on the floor of the window and on top a huge egg was shown. It was made out of puffed cheese cloth, with a sufficiently large opening at the top to allow a nest of rabbits to be mechanically raised and lowered.

How it Worked.

The plan on the opposite page shows how the mechanism worked. An electric motor was placed on top of the window. The belt, connecting it with the wheel at the back of the egg was hidden from view by an "Easter Greetings" sign, shown in the photograph.



What was Revealed in the Window of J. O. Cadham when the Blinds were Drawn Back on the Morning of the Millinery Opening Day.

The window was a marked success and crowds watched it from early morning until late at night.

Held Millinery Opening.

A distinctly original idea, of a somewhat different order, was that adopted by J. O. Cadham, of Portage la Prairie, whose display of hardware millinery is shown herewith. "But," someone may object, "trimming up hardware bonnets is not original. It has been done for years." True, but not just the way that J. O. Cadham did it. Mr. Cadham held a regular millinery opening. He found the date of the regular spring opening of the milliners in town and started to advertise his own for the same time. It was done with all seriousness. People rubbed their eyes when they read his advertisements. Millinery in a hardware store! Were things in this old world becoming so topsy-turvey that the hardwareman, dispenser of everything made of metal, was actually dealing in the silks and fripperies which enter into the milliners' work?

On the morning when the regular millinery openings occurred, the blinds of the Cadham hardware store were drawn up, revealing a display of neat creations made up entirely of hardware and house-furnishing lines. The public caught on to the joke and enjoyed it to the fullest extent. The women did not leave Cadham's off the list of openings they attended. A majority of them probably did nothing else but laugh and walk away; but the general effect had been good. Mr. Cadham writes: "It caused considerable comment all over the city and was one of the best ads. our store has had for some time."

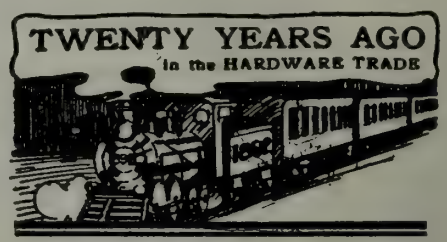
The window dressers should never lose sight of the fact that his windows should have "selling power."

An authority on window dressing makes the remark, "We will admit that a pretty girl dancing a jig in the window would attract everyone in sight. It would not cause any of them to come in and purchase as a direct result, however." It is well in designing a window which aims to attract general attention, to not neglect the selling end of the proposition. The display in the A. Latham hardware store is a good sample of a window which combines both objects. The motion device attracts attention in the first place. The bulk of the space is taken up, however, with a display of cut glass, chinaware, silverware, etc. After studying the moving nest, people would look over the rest of the window and, in a number of cases at least, become interested in the goods shown.

In the case of the millinery display, the window had a certain amount of selling force, inasmuch as nothing but hardware was used in trimming the hats. Saucepans, dusters and clothes pegs were very much in evidence.

One Way of Standing Out.

The surest way to make a window "stand out" is to give such attention to the subject that every display shown has merit. People will then come to realize that this particular store always has windows worth looking at. It will "stand out" permanently in the public mind and will be given regular attention. People will get the habit of looking at the store windows every time they pass.



The following items are taken from the issue of May 21,1892:

An interesting sketch is given of the J. B. MacLean Publishing Co., together with illustrations of the building, offices and officers. The publications put out were "Canadian Grocer, "Hardware and Metal," "Books and Notions" (now "Bookseller and Stationer"), "Dry Goods Review," and "Printer and Publisher."

Editor's Note.—The MacLean papers now number fourteen, including "Financial Post," "MacLean's Magazine," and "Farmer's Magazine," as well as the trade and technical papers.

* * *

TRADE NOTES.

"Dunsmore Bros., stove and hardware dealers, Stratford, have dissolved, J. J. Dunsmore continuing.

"Vanzant & Reesor, hardware dealers, Markham, Ont., have dissolved, Geo. F. Reesor continuing.

* * *

"The bull interest in the pig tin market still have matters their own way. There is no opposition apparently and no inclination to a contest. In the London market, prices have advanced to £97 15s. for prompt and £97 7s. 6d. for future delivery."

Editor's Note.—It is indeed interesting to note that at time of writing, the price of spot standard tin at London is £212 10s., futures at £207 10s. Is it necessary to add that the bulls are still in control?

* * *

"Linseed oil has been marked down another cent. Raw sells at 55c., and boiled at 58c. Turpentine is lower and weaker. The price is now quoted at 50 cents.

Editor's Note.—To-day the hardwareman pays $1 raw linseed oil and $1.03 for boiled, while turpentine is 70 cents at present—the lowest price in a long time. The last two decades has seen pretty steady advances in staple prices.

Turning the Stock---How Often?

Representative Hardwaremen Agree That the Stock in the Store Should be Turned at Least Four Times a Year — The Effect of Divergent Conditions — Larger Margin of Profit Should be Placed on Slow Turning Lines.

The question of the profit that a hardwareman should make depends very largely upon the number of times that he is able to turn his stock over in the course of a year. If one dealer marks his goods at a net profit of 8 per cent., but only turns his stock three times in the year he is not making as much money as the dealer who marks a 5 per cent. profit and turns the stock five times; supposing them, of course, to carry the same sized stock.

How many times should the hardware dealer turn his stock? This is a question of deep interest to the trade, on account of its important bearing on the problems of price marking and profit fixing. It is important that the dealer should know how often he is turning his stock over, for otherwise he cannot fix his margin of profit with the certainty required. Further, it is important that he should know how often other dealers are turning their stocks.

To secure accurate information on this point, Hardware and Metal has secured information from representative hardwaremen. Briefly summarized, the opinions secured give the following information:

The larger the stock carried the more difficult it is to turn it rapidly.

Dealers near source of supply should turn stock more rapidly than others farther away.

A general hardware stock should be turned at least four times a year.

Dealers who carry small stocks should have a turnover six times a year.

In dealing with a question of this kind, average conditions only can be taken into consideration. For instance, a hardwareman in business within a few blocks of a wholesale house could get along with a very low stock, because he could replenish his store without delays. A dealer in this position might turn his stock, say, twenty times in the course of a year.

The average dealer, however, does his ordering by mail or through travelers, and has to allow for a certain delay in getting shipments. He cannot afford to let his stocks get too low, therefore, and must carry many lines continually, which turn over slowly. In judging the question, conclusions must be based on these conditions.

A number of the replies received are appended:

A Table of Profits.

F. C. Lariviere, of Montreal, writes: "This very important question cannot be governed by any rule. A store situated near sources of supply can do a much larger business with a small stock than one situated far from jobbing centres. This will be readily understood, as delays in transportation are more frequent on a long distance than a short one. I will give you a table which shows the profits realized in turning over the stock.

"Let us suppose an investment in stock of $100, and the margin of net profit equalling a percentage of 20 per cent. on cost, after having provided for the cost of doing business. If turned over five times during ten years, that $100 would produce $148.83 of net profit; if ten times during ten years, $510.16; if twenty times during ten years, $3,733.60, and if turned over forty times during ten years—or every three months—$146,870.74. You at once see the productive difference of each different operation. Consequently, it should be the aim of every merchant to try and keep a stock as low as possible, so as to increase the percentage of his turnover. You must also remember that it is far easier to increase a percentage of turnover in a small business than in a large business. The more the business grows, the larger the stock you must have, and this often includes a large number of lines which are slow sellers.

"I know of a firm, very close to source of supply, who with a stock of $3,500, made a turnover of $40,000, or very nearly eleven and a half times the stock on hand. Three years after they had a stock of $19,300, and made a turnover of $110,000, or 5.69 times. Seven years later the stock had increased to $67,000, and the turnover to $270,000, or a little over four times. Since then, it is a hard proposition to keep the stock and turnover between three and a half and four times, although the volume has long passed the $500,000 mark. In consequence, would state that I believe a firm doing a large business who can turn over four times the amount of stock carried is doing fairly well. It should be the aim of smaller businesses to turn over their stock from five to seven times to have more profitable returns on investments."

Turn Four Times.

Magladery Bros., of New Liskeard, write:

"We would say that the number of times a stock should be turned depends entirely on the amount of profit you are making. For instance, on heavy goods, which carry a small portion of profit, we expect to turn six times a year; but, on the other hand, if we turn our shelf goods three times in the year, we are well satisfied. However, we suppose the question is, if a man is carrying, say, $20,000 worth of stock how much should his total sales be? In answer, we would say that, if it is a general hardware stock with the average expense, the total sales should be not less than $80,000."

A good point is raised here. On lines which turn over slowly, the hardwareman should expect a larger profit than he gets on quick moving goods, because his money is tied up longer. If a dealer is turning any particular line of goods very rapidly, he can afford to fix his percentage of profit at a smaller figure than he expects on other lines.

Where Profit Lies.

D. Cinnamon, of Lindsay, writes:

"The hardwareman should not lose sight of the fact that upon his profits depends the success of his business. It is not the dealer who carries the biggest stock or does the biggest business who always makes the most money.

"We think the average merchant should turn his stock over at least from three to four times a year, and as much oftener as possible."

Other letters bearing on this question have been received, and will be published later. They all bear tribute to the fact that rapid moving of stock is highly desirable and that the dealer who is not averaging a turnover of four times in the course of a year is not getting as good a return as he should on the money he has invested.

Rockland Slate.

H. Bedard, Brockville, Ont.—"Kindly give me address of firms handling Rockland Slate."

Roofers' Supply Co., Bay Street, Toronto; Douglas Bros., 124 Adelaide St. West, Toronto; Geo. Duthie & Son, 30 Widmer Ave., Toronto.

HARDWARE AND METAL

(ESTABLISHED 1888.)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES

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Toronto - - 143-149 University Avenue. Phone Main 7324.
Winnipeg - - 34 Royal Bank Building. Phone Garry 2313.
Vancouver, B.C. - - - H. Hodgson, 18 Hartney Chambers.
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234.
France John F. Jones & Co., 31bis Faubourg Montmartre, Paris.

SUBSCRIPTION

Canada, $2; United States, $2.50; Great Britain and Colonies, 8s 6d; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

MADE IN CANADA.

The sending of the Made-in-Canada train through the West is an interesting development of the desire evinced by Canadian manufacturers to convince the public that the products of home industry cover every field, and are as good as can be obtained anywhere. The train will tour as far west as the Rockies, making one hundred stops in all. Each of the ten coaches is filled with a well arranged assortment of goods of strictly Canadian manufacture, ranging all the way from fancy food stuffs to powerful engines. Thus the people of the hundred most important points in the West will have an opportunity to review the finished efforts of home manufacturers and to gain a realization of the rapid growth of industrial life in this country.

WITH REFERENCE TO ORDERING.

From stove manufacturers and large handlers comes a seemingly contradictory statement, namely, that the orders for coal oil stoves are exceedingly large, and that there is also evidence that a goodly number of dealers are holding back their orders—doing this, of course, with the intention of calling for immediate delivery when the coming of really warm weather brings out the large retail demand.

The position of the manufacturer is thus made rather difficult. He is busy now filling orders, yet he must prepare for a great rush later on—and even with all his preparations he knows that many who demand prompt delivery will have to wait.

The manufacturer, of course, would be delighted if the retailers would estimate exactly what they want, and would place practically their whole order at once. There are dealers who are doing this, and who are thereby avoiding all possibility of delays in shipment when delays in shipment mean losses in sales. But others feel they cannot order largely. They are not certain enough of the demand which they may expect.

It would seem though that even those who cannot estimate approximately what they will have opportunity to sell, may yet do much to avoid delivery troubles by going after the stove trade early. Proper advertising of coal oil stoves—proper demonstration, will bring these to the attention of probable buyers, and will bring early sales—early sales which, of course, will enable the early placing of supplementary orders, and the early shipping of these.

THE SLAVE OF THE COUNTER.

Man has been realizing of late years that it does not pay to overwork to such an extent as to hurt efficiency. The wisdom of the old adage that "all work and no play makes Jack a dull boy," is recognized.

It is an undisputed fact that the average merchant is the hardest worked man in this age of hard workers. If he does not belong to the comparatively small number, who have adopted the early closing plan, he works anywhere from twelve to fifteen hours a day. His labor is heavy and unremitting, requiring close attention and the exercise of all the faculties.

It may be that, in some localities, conditions are such that it is necessary to keep the stores open the greater part of the evening. Such cases, however, are exceptional. There is no reason why the public cannot do their shopping by 6 or 7 o'clock. If compelled to do so, people soon fall into that custom. It is very largely a matter of habit.

Why slave at the desk or the counter every evening in the week when such long hours are not necessary?

THE RESERVE DEMAND.

There are plenty of merchants who do nothing to change the even tenor of trade on account of their belief that demand is more or less of a fixed quantity, and that any unusual stimulation now must inevitably create a corresponding slackness later on.

This is, of course, an erroneous impression. There is a "reserve demand" which is reached by the merchant who conducts his business along aggressive salesmaking lines. A contemporary very aptly sums up this latent buying power as follows:—"It is a demand that is inactive until stimulated by some unusual call. That we are conscious of unfilled wants, and that we anticipate the time when those needs can be supplied, is a common human experience. This is one evidence of the reserve demand. The need exists, but its satisfaction tarries by the way, special circumstances only bringing this demand into operation. A great bargain sale, a fashionable bazaar, a salvage clearance, or a forced realization, all or any of these may attract the ready-money purchaser who in the normal course of events would remain quiescent."

People do not realize that they need a certain article until they see it in the store window or advertised in the paper. Had the dealer not been enterprising enough to make this effort, they might have gone on without the article indefinitely. Good salesmanship does not merely "hurry up" business; it creates it.

A good salesman is a man who can reach the reserve demand and stir up the latent buying power of the public.

WEDDING TRADE NUMBER.

In recognition of the importance of the June wedding present trade, next week's issue will be devoted to a thorough discussion of the retail problems in connection with the sale of the goods which will be in particular demand. Starting with the first week in June, there will be a steady call for silverware, cutlery, brass goods, cut glass, and all varieties of enamelware and household supplies. To capture a full share of this profitable trade, the hardware dealer must be wide-awake and aggressive. It will be our endeavor in next week's issue to present ideas which will be found useful and helpful in handling the June trade.

HUNDRED-TO-ONE SHOTS.

Another instance of insurance neglect which has resulted in a retailer's heavy loss has just come to light. It is not altogether a novel instance. There have been such cases before, but the pity of it is that there will be such cases again; ergo these paragraphs.

It was a week or two before last Christmas. A dealer in a Canadian city of about 50,000 people had just got in $15,000 worth of new Christmas stock. This, of course, was uncovered by insurance, which was a fortunate thing for an insurance solicitor who happened in shortly after the new shipment had arrived. From him the proprietor took a policy for $1,000. The solicitor urged that he take out more—pointed out that there was still $14,000 worth of goods uncovered.

The proprietor smiled—one of those superior smiles. "It is your business to get me to take a policy," he said, "it is mine to keep down expenses. This stock will only be here a fortnight or at most a month. I will sell practically all of it in that time. The thousand-dollar policy will cover what I do not sell immediately."

Whether the insurance agent said any more or not is not known, but it may reasonably be supposed that he was like the Irishman's parrot, and thought a lot. However, that is of little consequence. The point is that within a week that store was burned to the ground, with its $14,000 worth of uncovered stock. The proprietor, in his effort to keep down his expenses, had kept down his margin of safety.

This one man, who merely took what he considered an exceedingly small chance, was called to account. There are hundreds of others who wittingly or unwittingly make the same bet against fate. In doing this they run the chance of saving a few dollars or of losing several thousand. It is undoubtedly a hundred-to-one-shot in favor of the saving, yet is that saving worth the risk?

POINTED EDITORIALS.

Make your window displays stand out and there will be no doubt of the public showing an interest.

* * *

The "reserve demand" is what the aggressive salesman bids for.

* * *

The cry of the age for simplicity is reflected in advertising as in everything else. The fancy border and the old-time ornament are sadly out of date. May they always remain so.

* * *

The mails are being flooded with wedding invitations these days. Every one of those missives means the purchase of a wedding present. Ever look at it that way, Mr. Dealer?

* * *

The dealer who can turn his stock often is the one who makes a big profit on his year's work. Every time it is turned means another dividend on the original investment.

* * *

The lack of appreciation shown a prophet in his own country is felt in nearly every other line. The sending of the Made-in-Canada train through the West, is a bold bid on the part of the manufacturers to overcome any such prejudice which may exist.

The Gospel of Paint

THE hardware dealer is so often urged to "preach the gospel of paint" that it may be interesting to note down the points on which he might base his discourse.

First, the use of paint is the only way of protecting a building from the ravages of time and the elements. Everything, animate or inanimate, needs protection from the cold and the damp. Man wraps himself up in clothing, animals grow warm coats of their own, and buildings need to be covered with artificial preparations. Paint has been called by someone the "overcoat of the inanimate," and the name hits it off pretty well. A wooden surface soon cracks and rots if left exposed to heat, cold and damp. Covered with paint, it will resist as long as the paint lasts. Thus, the oftener paint is applied the longer the building will remain firm and strong. As one hardwareman, of an alliterative turn of mind, put it in an advertisement: "Persistent Painting Preserves Property." How would that do for a slogan during the more active painting seasons?

Furthermore, it is poor economy to postpone painting, for the longer it is left off, the larger the supply needed. "A coat in time saves nine."

Some men look on paint as purely decorative. "Spend money to decorate the barn!" snorts the farmer when the question of barn paint is broached. "Can't afford money for that any more than I can for diamond tiarys." He pays to insure his barn against fire; why not against decay? Property depreciation may not seem as real a danger as fire. In reality it is much more serious. Only a certain percentage of barns burn, while all decay. Paint checks decay more certainly than any other agency. Then, why not speak of it as "decay insurance," when you discover that the word "paint" suggests only a decorative substance to the mind of your prospective customer?

Point number two. Paint has wonderful decorative properties. It lends brightness and freshness. A pine frame can be given the semblance of marble by a few skilful touches of the painter's brush. Even the faded cheek of middle age can acquire the bloom of youth by the same process. Seriously though, the investment of a few dollars in paint will often add a few hundred to the value of a piece of property. Paint is a better salesman than the glibbest real estate man.

It is impossible to estimate the possibilities of paint for interior decoration. The modern home is a model of neatness and tastefully blended color, due largely to the comparatively recent discovery that paint makes a splendid covering for floors and walls. The days of mural monotony, when walls were merely necessary means of division, have passed.

Thirdly, and lastly, paint has a distinct value from the standpoint of health and sanitation. A painted wall can be kept clean with little effort. It resists dirt and damp. A well painted floor is a dry floor.

A talk in this strain will do much to convince people of a fact which has not reached many of them yet; viz.: that paint is a necessity, not a luxury. It may seem like exaggeration to claim such qualities for one commodity, but the claim is based upon facts. Paint is all that has been claimed for it—and then more. Sanitation, beautification and preservation are the three offices it performs; and in all three respects it is becoming a necessity.



The Made-in-Canda train photographed at North Toronto station.

Made-in-Canada Train Starts Out

A Big Effort to Advertise the Products of Home Manufacturers — Train Will Tour Through the West, Making 100 Stops in All—A Description of the Hardware Exhibits on the Train—Hardware Bulked Very Largely in the Exhibition.

The efforts of Canadian manufacturers to educate people to the use of home-made goods have culminated in the fitting up of a "Made-in-Canada" train, which is now on its way to the West. The train consists of ten cars all filled with interesting exhibits of goods made by Canadian manufacturers. It will stop at practically all important points through the Western provinces, and thus give the people an oportunity to inspect the goods. Lectures will be delivered at a number of the stopping places.

A tour of inspection through the train serves as an eye-opener to all who have not heretofore realized the growth of Canadian industry. Practically every line of manufacture is shown, and the products are in all cases of a high order.

The Itinerary.

The train started from Montreal on Thursday, May 16. On Friday it was at Ottawa, and on Saturday at Toronto. The Duke of Connaught paid a visit to the train at the latter point, and manifested considerable interest in the exhibits. On Saturday night, the train started westward, arriving at Port Arthur on Monday. On Thursday it had progressed as far west as Winnipeg. Altogether 100 stops will be made in the west. The itinerary will extend as far as Macleod, Calgary and Edmonton. It is not intended to enter British Columbia.

H. D. Scully, secretary of the Canadian Home Market Association, Toronto, has charge of the exhibition. T. H. Race is lecturer on the trip, and J. A. Ramsay is assistant to Mr. Scully. The exhibitors are represented on the train by men who are looking after the displays and pointing out their virtues, and in the various stopping places Mr. Race is illustrating his lectures by lantern slides. The party comprises twenty-five men, including electricians, car cleaners, handy men, etc. During a trip lasting fifty days and covering a distance of 6,500 miles, the party will live on the train.

The Hardware Exhibits.

A large percentage of the exhibits are by manufacturers of hardware lines. In fact, hardware predominated to quite a marked extent.

On entering the train, the first coach passed through was used as a model furnished house.

Handsomely equipped rooms were shown, evidencing that Canadian manufacturers are turning out goods calculated to appeal to the luxurious and aesthetic instincts. Each article shown had been supplied by a different firm. The hardware manufacturers who had contributed to the fitting up of this coach were: James Morrison Brass Mfg. Co., Toronto; Stauntons Limited, Toronto; Dominion Oilcloth Co., Montreal; Brandram-Henderson Limited, Montreal; Gurney Foundry Co., Toronto; Standard Sanitary Manufacturing Co., Toronto; Hamilton Stove and Heater Co., Hamilton; Imperial Glass Co., Toronto.

The nine other coaches were used for the exhibit of individual firms. Among those showing were:

The Gutta Percha and Rubber Manufacturing Co. showed their line of tires and rubber goods.

The Canada Cycle and Motor Co. showed bicycles, sporting supplies of various kinds and their heavier lines of manufacture.

The National Cash Register Co. had samples of various sizes of registers. Demonstrations were given for the benefit of interested spectators.

A handsome assortment of flatware and hollowware was shown by the Toronto Silver Plate Co. A number of handsome trophies made by the company, including the Hanlon Memorial Challenge Trophy added interest to the exhibit.

The Sheet Metal Products Co. had a striking display of some of their best known lines. Enamelware of all descriptions was shown. Icewater filters and lanterns were also features of the exhibit.

The Canadian Fairbanks-Morse Co. showed various types of engines connected up and ready for operation. Power was at hand for demonstration purposes, and some of the engines are in full operation at all times.

The Steel Co. of Canada had samples of all their products displayed on panels. The panels swung from one central support and the complete line of nuts, bolts, screws, etc., could be inspected conveniently.

The Ideal Bed Co. had an interesting display of iron, brass and silver beds, garden seats and swings. A silver bed, electric lighted, was the main object of attention.

The Gurney Foundry Co. had samples of their best known types of stoves and ranges. For demonstration purposes the various parts were open, and the entire working of the stoves could be shown. A large sized model of the Gurney Economizer occupied the centre position.

The Dunlop Tire and Rubber Goods Co. showed a complete line of their goods.

James Morrison Brass Manufacturing Co. showed samples of their brass products. Marine, plumbing, steamfitting and engineering supplies were included. A yacht telegraph apparatus drew the most attention in this exhibit.

The McClary Manufacturing Co. showed stoves and ranges, each stove being thrown open to facilitate inspection. A large hotel kitchen range occupied one end of the exhibit. Many of the smaller lines manufactured by the McClary Co. were also on display.

The Dominion Cartridge Co. showed their full line of ammunition and sportsmen's supplies. This exhibit drew a lot of attention.

Brandram-Henderson Limited had a large exhibit of their paint and white lead products. A model apparatus showing the process of manufacture of white lead was the centre of interest.

The Asbestos Manufacturing Co. showed their various lines of manufacture.

Literature Given Out.

At practically all the exhibits, printed literature was handed out. This will be done right through the West, and a great deal of information will be disseminated in that way.

Hardware Store Publicity

Chapter 9.--- Borders and Ornaments

A gaudy frame detracts seriously from the appearance of a picture. It is the same with advertising. No matter how forceful and well prepared an advertisement may be, a clumsy border will take away a part of the good effect, at least.

At one time the aim of the printer was to achieve fancy effects. The ornate border was much in favor. Little "curley-ques" were inserted at the ends of lines and in all available corners. The same was true of most everything else at that time. Furniture was judged by the profusion of ornamentation that it showed. Architecture leaned to the same order. Railroad coaches were almost barbaric in their splendor. Scroll and grille work were deemed "the last word" in decoration.

The pendulum of popular approval has swung to the other extreme now. Simplicity is the order of the day. Straight lines have superseded the intricacies of pattern once favored. Restful, comfortable effects are sought for. It is not surprising that the influence of this reform movement has made itself felt in printing. To-day the printer aims to set advertisements as simply as is compatible with the text, eschewing the fancy borders and ornaments. A distinct improvement has been wrought. Dignity has come with simplicity. A typical ad. of to-day has double the selling power of the kind so popular twenty years ago.

However, old fashions and styles die hard. Some people still love the highly ornamental and printers are not exempt. Skim through a few of the smaller newspapers and evidence will soon be found that some printers (or advertisers perhaps), have neglected to keep up with the times.

Criticism of Borders.

The accompanying illustration shows a number of borders clipped from hardware advertisements in Canadian newspapers. The large border at the top is not what might be termed a "stock" border. It has been made up to suit the advertiser, the panel being used for the name of the firm. The arrow has come to play a prominent part in modern advertising and in the present instance it can be used effectively to point out illustrations or statements which it is desired to make prominent. It is not always wise to seek original effects but this border can be used to good advantage.

Below are found a collection of the most common types. All these borders are still in more or less general use.

The four samples at the left are, we judge, of the Mesozoic age in advertising. These fancy fandangle borders are so old and obsolete that it is surprising they are met with so often. Nevertheless they are still affected and advertisers often ask for them. It is not uncommon for an ad. writer to say: "I want a good border, the fanciest you have in the shop." When the printer receives instructions of that kind, he rummages through a dust-laden case and produces some such pre-Adamite design as the four shown. The advertiser is probably satisfied but the public, who have achieved a pretty discriminating taste in advertising, are not slow in noticing the use of typographical relics.

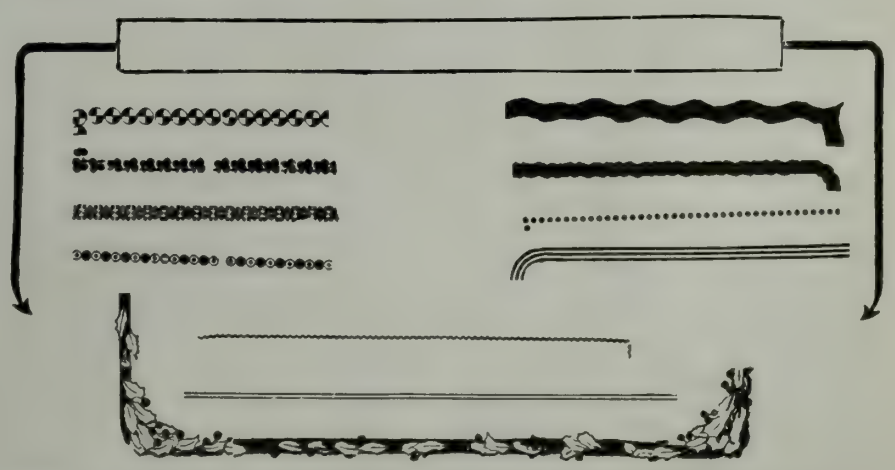
To the right are shown four more sample borders of a rather more recent date. The heavy waving lines are probably not as objectionable as the fancy samples shown to the left but they are not estimated very highly by good judges. The three-line border shown is used quite a lot and often with good effect.

At the bottom are shown two borders now used very largely—one, a single star line and the other a modest two-line rule. The star line is quite popular, but it does not rank as high as the two-line rule, which has simplicity and dignity in a marked degree.

Original Borders.

It is not unusual for a retailer who does considerable advertising to design a border of his own and use it continuously. This custom has many advantages, the chief of which is that the public soon becomes familiar with the border and associate it at first glance

(Continued on page 44)



Sample borders taken from hardware advertisements in Canadian newspapers.

Complete Course of Sheet Metal Work

By L. W. KOSER

Prob. 12 shows how to draw an equalateral triangle (triangle with 3 equal sides) and how to find the centre of same.

Make the line A B of Fig. 1 equal to one side of the desired triangle. Set the point of the compass at B, and with the lead at A, and describe the arc 1, 2. Set the point at A, and with the same raidus describe the arc 3, 4, cutting 1, 2, and from the intersection C, draw straight lines to A and B.

Fig. 2 shows method of finding the centre.

Set one point of the compass at A, and with a radius equal to about ¾ of the distance between A and C, describe the arc 1, 2, and 3, 4, with the same radius, and C as centre, describe the arc 5, 6, cutting 1, 2. Also draw the arc 7, 8.

Then with B as centre and the same radius describe the arcs 9, 10 and 11, 12, cutting 7, 8 and 3, 4.

From the intersections draw lines into the opposite corners, thus developing the desired centre.

Prob. 13 shows method of developing an octagonal pyramid.

Draw the outline A B C D E F G H of fig. 1, then draw lines into the centre O.

Draw the base line V U of fig. 2 equal to any one of the diagonal lines of fig. 1, as B O.

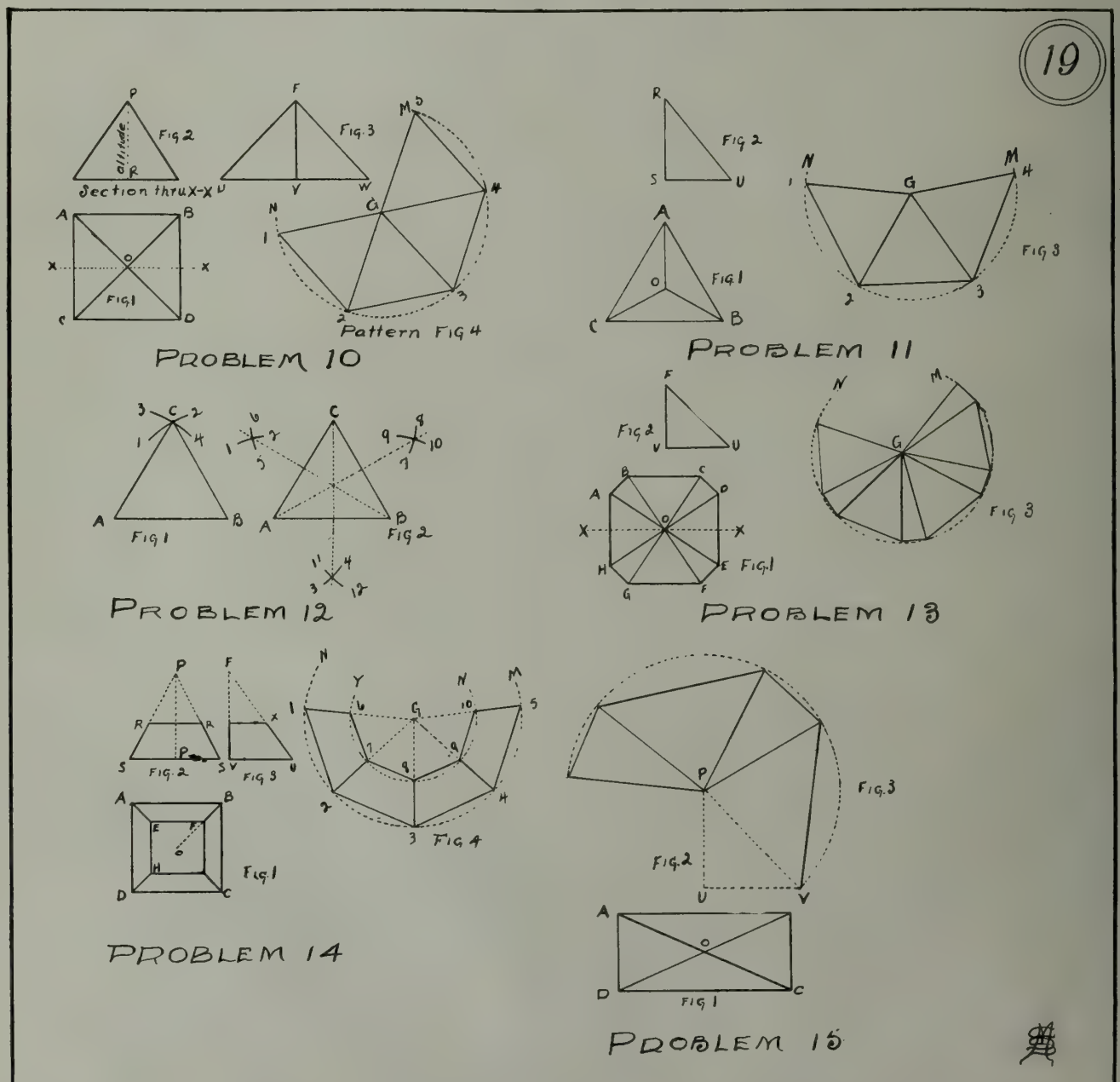
Erect the perpendicular line V F any height desired. Then a line drawn from F to U gives the true length of the hip.

Set the compass to the space F U, and with any convenient point as centre describe the arc N M.

Lay off on this the perimeter of fig. 1 and draw lines into the centre G.

Bonus to Firm.

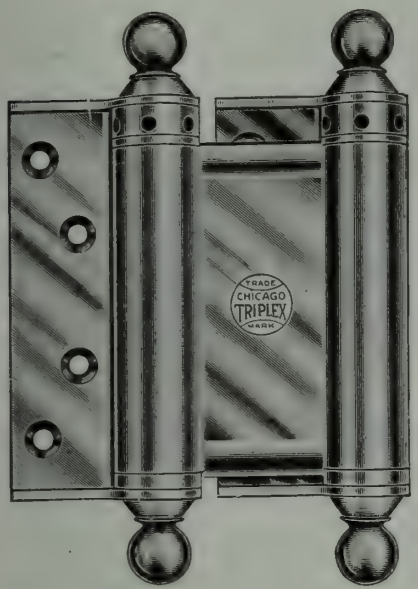
St. Catharines ratepayers have sanctioned a bonus of $4,000 to the Canadian Warren Axe and Tool Co.



New Hardware Goods

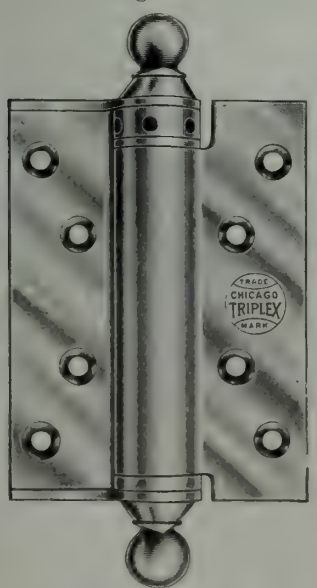
TRIPLEX SPRING HINGES.

The Chicago Spring Butt Co., Chicago, have placed their latest type of "Triplex" spring hinges on the market. The body of the hinge is made of one integral piece and of unique formation, per-



mitting the use of heavy metal in the entire construction with three-ply ("Triplex") of heavy metal at the end portions between the barrels.

The bearings are arranged to reduce to reduce friction to a minimum. The tension lug operates in a hardened steel bushing, providing a broad bearing surface for the weight of the door and



furthermore the spindle of the lug sleeves into a neck in the bushing.

The bronze and brass metal hinges have a specially constructed body of a seamless intact metal surface and interior steel construction, by which the possibility of wear or breakage is eliminated and the durability of the bronze or brass metal retained.

SURE-LOCK TIE ROPE.

The Canadian Rope Buckle Co., Hamilton, have put out a new tie rope which is herewith illustrated. It can be fastened at any point along the rope, making a loop that will not slip or give. Among the advantages claimed for it is that it has no springs or snaps about it; that it does not rust, being tinplated; that it does not break, being made of malleable iron.



The tie rope closed.



The tie rope open.

This tie rope can be used for other purposes. It is adaptable for use on boats and for swinging hammocks; the latter being a particularly important point from the standpoint of the hardwareman.

ROWBOAT MOTOR.

The Jewel Electric Co., Chicago, are marketing a detachable electric rowboat motor. This portable device weighs complete twenty-five pounds, and can be attached in a few minutes to any canoe or rowboat by means of adjustable clamps. One can pack this small rowboat motor under the seat of an automoblie or in a suitcase, and visit any summer resort, using any canoe or rowboat he may find there.

The electrical motor is mounted vertically on a supporting tube and has a maximum speed of twenty-five hundred r.p.m. Two six volt sixty ampere hour storage batteries connected in series supply current for the motor. The motor is direct connected to a vertical transmission shaft about two feet above the water line.

The power is transmitted to a pair of special gears, somewhat similar to the worm gear type. The circular gears operate in a gear housing below the water line and change the vertical power transmission to the horizontal propeller shaft.

The lower gear housing and the two blade weedles propeller are made of an alloy of aluminum which reduces the weight of the motor so that it can be carried with ease, packed in a suitcase. The entire outfit is highly nickeled.

The lower bearing of the motor is screwed into the vertical supporting tube, and the motor shaft slips into a groove socket in such a manner that when the motor is unscrewed the entire machine can be taken apart in a few seconds and packed in a carrying case.

The rowboat motor is used both as a propelling device, and also as a rudder. The slightest change in the angle of the propeller changes the direction of the boat. Direction of boat is reversed by simply turning the entire motor on the swivel arm.

Lesson 15---Course in Cardwriting

Presenting the Up-and-down Style of Roman Lettering Executed With the Round Writing or Square Pointed Pen—Favored Style of Lettering for Fine Show Card Work and Price Tickets.

J. C. Edwards. Copyrighted, Canada, 1911.

LARGE glaring letters make good signs, but not show cards for modern, refined advertising. Some stores, of course, want bold, black letters, but the up-to-date store that caters to the better trade does not want such screaming announcements with their display. This is where pen lettering comes in for a goodly share of recognition.

The Pen for Small Work.

For price tickets and for the finer grade of work the round writing or square-pointed pen, in its various sizes, is a prime favorite with up-to-the-minute card writers. There are two different makes, but practically no difference exists between them, so that a cardwriter cannot make any mistake in asking for the square-pointed pen for show card lettering.

It is Not Mechanical.

Pen lettering has not the mechanical appearance that the shading pen, that double-pointed impractical contrivance, has. Like other pens, the lettering pen is steel, but there is not the mechanical, ready-made look about the work that the shading pen work has, whether poorly or well executed.

The Pen and the Sizes.

In style this pen is made much the same as ordinary pens, with a fairly deep hollow of oval shape in the centre which retains the ink. The point of the pen is square, but not square across. It slants a trifle to the right as you hold it in position. This allows for the natural position while writing with the right hand. A left-handed person would find considerable difficulty in learning to operate the pen owing to this fact. The pen is made in about eleven sizes ranging from 1, the broadest, which is about one-eighth inch wide, to No. 6, a pen practically no wider than a narrow stub and of little use to card writers.

The Best Sizes to Use.

For the larger cards, where a letter stroke is needed about one-eighth inch wide, the No. 1 pen is the best; then I would suggest Nos. 1½, 2½ and 3½, and for very fine work a No. 4; anything smaller than that is little better than an ordinary pen. You will notice in the illustration the sizes of the work done by the different pens. This picture, of course, is greatly reduced, but you can get an idea of the comparative sizes of the strokes each pen makes.

Holding the Pen.

Take the pen holder (any ordinary holder with sufficient grip to insure against slipping) in your hand as illustrated above without cramping the fingers. Allow the hand to rest lightly on the side of the small finger, between the tip and the first joint. Let the pen rest firmly on the cardboard at the angle suggested by the illustration. Note the stroke and the position of the pen point. The fine line of the stroke is made by the edge of the pen and the wide part by the width. Don't turn the pen to accomplish this. Just practice. Practice a sure, quick stroke and you will get cleaner edges on your lines.

Eccentric Letters Not Practical.

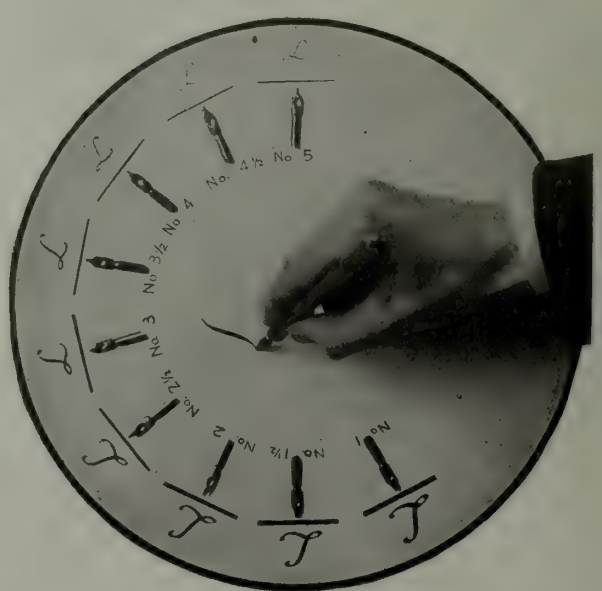
You will notice in the plate that the letters "L" and "X" are eccentric, or are carried beyond their usual face area, either over or under the line. This may be used to some extent, but it is not practical for all styles of show cards. The right hand strokes of "V" and "Y" may also be made the same as the "X."

The first or top ticket shows the inscription and the price of equal strength. In this case one is as important as the other and should catch the eye at one time. To do this, it is unwise to have a long catch phrase; something short and crisp is better. The second ticket gives prominence to the price, which stands out larger and is the first to attract one's attention. The lower ticket, while it quotes the price, does not tend to bring it out as the main feature, but rather invites your attention to style or quality of the article. A ticket like this is quite in keeping with the first style showing.

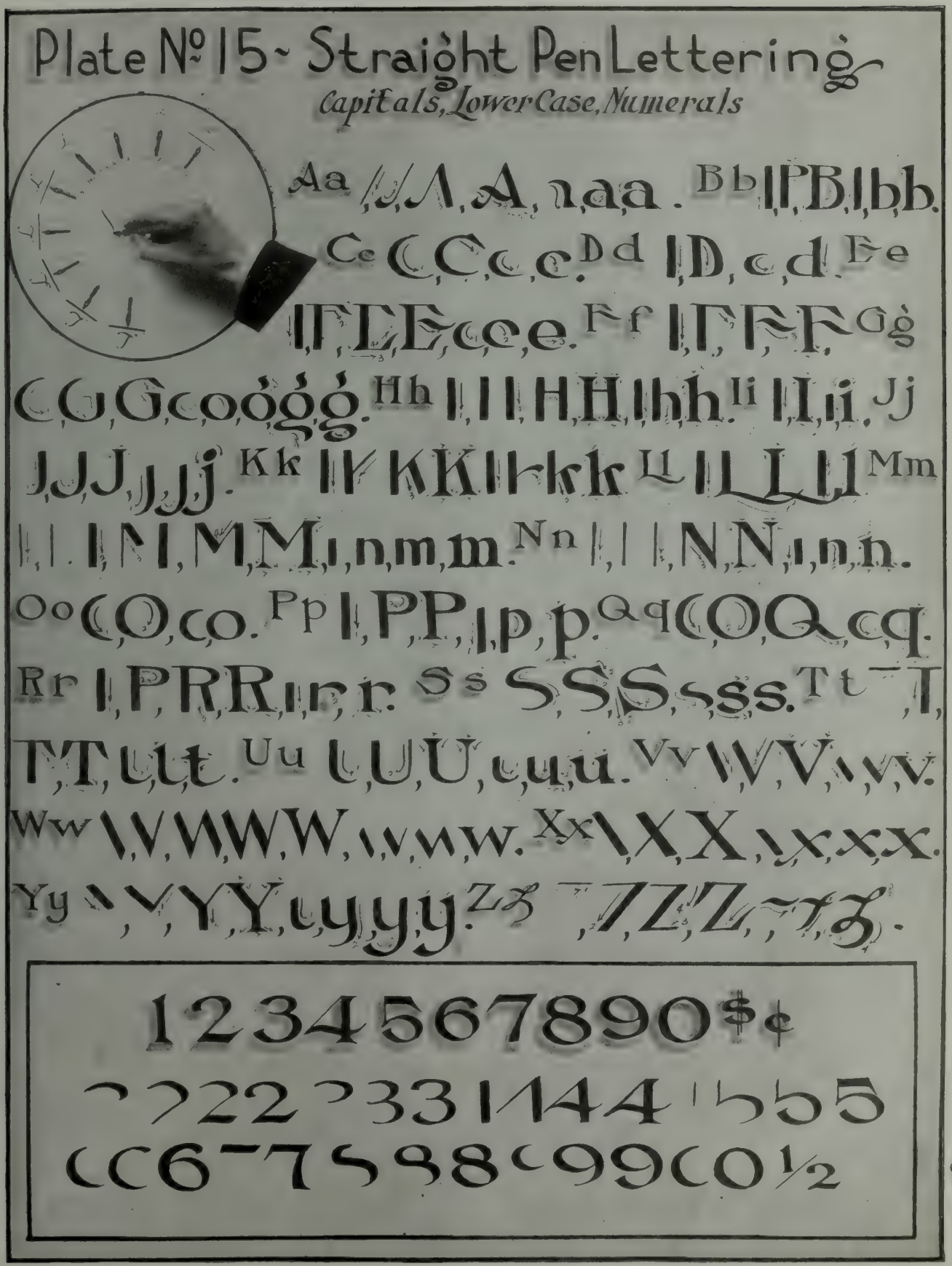
Many and varied are the styles and sizes of price tickets attached to articles on display, but the regulation ticket is made according to a scale. A full size sheet of cardboard measures 22 inches by 28 inches, a half sheet measures 14 inches by 22 inches, the longest way being divided in each case; the quarter size is 11 by 14 inches, eighth size is 7 by 11 inches, and the sixth, as shown above, is 5½ inches by 7 inches. The last named is the best size for ticket for large articles such as clothing. Every card writer should use his best judgment in selecting tickets for the various articles and it is often advisable to vary them by way of relieving monotony.

Always carry out one idea throughout an alphabet. When you commence to make one style of letter such as ending the first stroke of the lower case "a" with a spur, always carry this point out in such letters as "h," "d," "k," and so on; but if you make it rounding, do the same with the rest of the letters where a letter ends with a complete stop for it is one of the card writer's best friends.

Try this lettering with the square-pointed pen as shown above and practice it diligently until it is mastered, as the above mentioned.



The pens here shown with the size of each marked and the comparative width of work done by them. The proper position of the pen in the hand while lettering is demonstrated.



A practical useful letter for pen work is described in this cut. Note particularly sizes of pens to use for different grades of work.

Progressive Hardware Retailing

Maritime Firm Places Drinking Fountain at Main Entrance—John Fennell & Son Selling Out Retail Stock—Result of Guessing Contest—Notes of the Early Closing Movement—Going After the Binder Twine Trade.

RESULT OF CONTEST.

Guelph, Ontario.—Some time ago the Guelph Hardware Co. offered a $40.00 steel range to the person guessing closest to the number of tacks in a jar, which was placed in the window of the store. Guesses were allowed on all purchases over a certain amount. The firm were flooded with guesses, and a great deal of interest was manifested in the result. The number of tacks in the jar was 1,156, and the winner guessed 1,155.

SELLING OUT RETAIL STOCK.

Berlin, Ont.—John Fennell & Son have decided to dispose of their retail department and are holding a big sale to clear out the stocks. They are advertising the sale as follows:

"We have decided to dispose of the retail department of our hardware business, and to this end you will find our prices enormously reduced. We wish to convey to the public that this is no fake sale, but a downright real clean out of this branch of our business. The stock includes all shelf hardware, domestic and household goods.

"Farmers are asked to note that this sale includes all garden and field implements of which we carry a very large and complete stock. Let us also remind you that this offer covers only what we have in stock—there will be no replacing after what we have is sold. The first to come will have their wants best filled."

EARLY CLOSING MOVEMENT.

Wapella, Sask.—The merchants and business places are closing on Thursday afternoons during the months of June and July.

Winchester.—A by-law has been passed to provide for the early closing of places of business. From the first day of January to the 30th of November all shops must be closed at seven o'clock.

INSTAL DRINKING FOUNTAIN.

St. John, N. B.—With their usual up-to-date methods to the fore, the hardware firm of T. McAvity & Sons, King Street, have installed in the front of their store in order to attract attention and interest, a modern, latest design bubble drinking fountain. The font is a distinct advertisement, and it is also a means of displaying the advantages of sanitary methods about the home, the shop, or the factory, combining as it does the essential features of an ideal drinking fountain, namely, perfect sanitation, durability, and appearance. The fixture is designed with a porcelain-enameled pedestal, and is fitted with nickel-plated bubbling valve. In drinking the water is delivered from the source in all its purity, eliminating the use of public drinking cups and their attendant risk of contagion.

The unanimous verdict of dealers in hardware who conduct sporting departments in connection with their business is that never in the history of their commercial career have they had such a satisfactory spring in their lines therein carried, and they are decidedly well pleased with the showing made. All the St. John and Fredericton firms carrying sporting goods have featured them exceptionally well during the past few weeks, and are continuing to do so until the last of the month, and the run on the various lines, particularly fishermen's accessories, has been very encouraging.

Baseball supplies are another feature in which the sporting departments are having nearly as much as they can handle comfortably. In St. John, Moncton and Fredericton the sport is being boomed this year with major and minor leagues, and the demand for all articles used in this connection has been far above the average. The windows of the hardware houses show the trend of public taste in that they have carried extensive displays of baseball supplies and featured them attractively.

The firm of Emerson & Fisher, in Germain Street, St. John, this week attracted much attention in the manner in which they showed their stock of baseball lines, and much interest centred in their display. One of their large windows was devoted entirely to a nicely arranged showing of bats, gloves, balls, etc., and in the centre of the appliance were shown three pictures. One of these was a very long one showing a champion American team which used their lines of goods exclusively, another was a local champion team of recent date, and the third was a picture of an old-time aggregation in St. John, those who were really the fathers of the game in this city.

A DEMONSTRATION.

Harrow, Ontario.—On Wednesday and Thursday a demonstration of a varnish preparation was held in Richardson's hardware store. A lady demonstrator was on hand and good sized crowds attended.

Harrow merchants have decided to add another month to their daily half-holiday season, and the first half-holiday this year will be on the first Thursday in June. Practically the month of June offers as great inducements to the merchants and his clerks as the months of July and August.

THE BINDER TWINE TRADE.

Perdue, Sask.—Rideout & Sheck, hardware dealers, are making a timely bid for the binder twine trade in their vicinity. They are using the scarcity which existed last year as a reason for farmers buying early this year while supplies are good.

In order to meet the demand which they anticipate as a result of their advertising they are stocking up early in binder twine.

HARDWARE STORE PUBLICITY.

(Continued from page 39)

with that firm. Anything about an advertisement so distinctly individual as to compel immediate recognition is a great asset.

There are times when a merchant requires a special form of border. At Christmas time, for instance, it is well to use a border which has a suggestion of yuletide about it. The rules laid down for everyday practice go to the boards, to some extent, when special occasions arise. The holly border shown in the illustration is an effective one to use for Christmas advertising, even if it does lack the simplicity sought after for regular advertising work.

The use of ornamental effects is not now favored. Good display type, set with an eye to balance and effect and backed up by illustrations constitutes the commonly accepted idea of an effective ad. The use of ornaments detracts from the strength without adding anything to the appearance of an advertisement.

Current News of Hardware Trade

New Retail Store

Bawlf, Alta.—Paulson Bros., dealers in hardware and furniture, have opened a branch store at Cadogan.

Alterations in Office.

Alterations are being made in the offices of A. Ramsay & Son, Montreal, larger space for the executive staff having been rendered necessary.

Nearly Completed.

Guelph, Ontario.—The new factory of the Guelph Stove Co. is nearly completed. It is expected that it will be occupied in about six weeks. The staff will be about doubled then.

New Plumbing Firms.

The following new firms have started in the plumbing business in the West: Fred Read, at Prince Albert; James Brandon, at Saskatoon; Pierce & Scott, at Saskatoon; Charles Geiser, at Saskatoon; Seater & Parnell, at Saskatoon.

Underwent Operation.

Picton, Ont.—Major Milton Adams, of the firm of Adams & Vandusen, underwent an operation at the Toronto General Hospital during the last week of April. Since then he has sustained an attack of appendicitis, from which fortunately he has recovered. An operation may be necessary later, however.

A Plumbing Department.

Battleford, Sask.—The annex to the Battleford Furniture Co.'s store has been completed, and is now equipped with an up-to-date plumbing and steam fitting establishment. One feature of the newly-appointed store is a bathroom display.

To Play Baseball.

New Liskeard.—The hardwaremen of the town have entered the local baseball league. The team will take the field as follows:—T. Magladery, W. Magladery, Miller, Jewell, W. A. Taylor, Grills, Gibson, McLean, Cox, J. Taylor, F. Ferguson, Hardman and Horton.

To Move Store.

Trehern, Man. — An effort was made to move Harvie's hardware building on Tuesday, with a gasoline tractor, but the ground was so soft the skids became buried before the building could be moved any distance.

To Give Fixed Assessment.

Bridgeburg, Ont.—A by-law is being put before the people to set a fixed assessment for a number of years on the lands of the Tuttle & Bailey Manufacturing Co., who are establishing a factory here for the manufacture of registers, ventilators, grilles and screens.

Damaged by Fire.

Selkirk, Man.—A. B. Hill, tinsmith, of this place, had a serious fire, his stock being damaged. Quite a heavy loss was sustained.

Brantford, Ont.—Lightning struck the main building of the Farmers' Binder Twine Company plant, and in a few minutes the building and machinery were in ruins from the fire which resulted. The loss is estimated at $75,000. Two firemen, Fred Howarth and Ernest Wilde, went tumbling through the roof, a distance of twenty-five feet, and both sustained severe if not fatal injuries.

To Build 5-Storey Block.

The Edmonton Paint & Glass Co., are going to build a five-storey block on Fifth avenue, Edmonton. It will have a fifty-foot front and will extend back one hundred and ten feet. The cost will be in the neighborhood of $60,000. The excavation for the foundation has already been begun.

Engagement Announced.

Early in June will be celebrated the marriage of Miss Yvonne Lariviere, the only daughter of M. Frederic C. Lariviere, past president of La Chambre de Commerce, of Montreal, and president of the well-known hardware firm of Lariviere, Incorporee, to J. Arthur Villeneuve, merchant, son of Leondias Villeneuve, ex-mayor of the town of St. Louis, now one of the wards of Montreal; also president of L. Villeneuve & Co., Ltd., wholesale wood dealers.

Those who in 1909, had the advantage of taking part in the Montreal excursion of the Ontario Retail Hardware and Stove Dealers' Association will remember Miss Lariviere, who assisted her mother at the reception given to the members at Lariviere Incorporee's store.

Montreal Notes.

Richard Terrill, of Caverhill-Learmont's, Montreal, is back at business again, after having been laid up for the past fortnight.

George Caverhill, of Caverhill-Learmont's, has returned from a somewhat lengthy trip to Engalnd and the Continent.

New Retail Firms.

Darlingford, Man. — Coleman & Co. have started a hardware store here.

Norwood, Man.—The Glenwood Hardware Co. have started in business here.

Neville, Sask.—A. Armason has started in the hardware business here.

Viceroy, Sask.—The Viceroy Hardware and Coal Co. have started in business here.

Kamloops, B. C.—Mastlatt & McKenzie have started a hardware store here.

Staff Changes.

H. Fordham, formerly bookkeeper for the Sheet Metal Products Co., Toronto, has been engaged in the same capacity by Brandram-Henderson, Ltd., Toronto.

Sydney, C. B.—Bert McLean, who was manager of the McLeod Hardware until the merger of that business with the Thompson, Sutherland Co., has assumed the management of the Sydney Ice Co.

Harry Creed, of Fredericton, N. B., who for some time has been in the employ of R. Chestnut & Sons, has accepted a position with a hardware firm in Saskatoon, and has left for that city to take up his duties. Before leaving, Mr. Creed was remembered by his fellow employes and made the recipient of a handsome traveling bag, both from them and from the members of the firm, in recognition of the esteem in which he was regarded.

Willard O. Bagnell, who for nearly ten years has been a member of the staff of W. H. Thorne, Ltd., St. John, N. B., has severed his connection with that company, and taken a position with the Sussex Mercantile Co. His associates regretted his departure and showed their appreciation in the presentation of a suitable remembrance.

Business Changes.

Kamsack, Sask.—T. Miles, hardware, lumber and furniture dealer, has sold his hardware department to J. G. Hallson.

Moose Jaw, Sask. — The hardware business of J. H. Buchanan has been taken over by the Peart Bros. Hardware Co., of Regina.

Montreal, Que.—J. E. Germain has sold his hardware stock.

Miami, Man.—Lawrence & Campbell, hardware dealers, have dissolved partnership.

North Bay, Ontario.—The hardware store building owned by Purvis Bros. has been offered for sale. Five years ago Purvis Bros. sold their hardware stock to Mackie Bros., who afterwards sold out to the Cochrane Hardware Co. The lease has now expired. The North Bay store of Purvis Bros. was started by D. Purvis in 1888.

Weekly Market Report --- Metals

COPPER HIGHER.

The feature of the market is the continued firmness of copper. A further advance of 50 cents was recorded this week.

There is a tone of firmness noted all through the metal markets. Demand is extremely heavy in most lines.

MONTREAL.

Montreal, May 23.—The general good ordering, and the continued upward tendency of copper, features the metal market this week. True, there has been a slight decline in copper on the primary market, but this is only a temporary change. The movement of this metal seems to be upward—ever upward.

Tin, too, is high, though as so often happens before the Banca sale, a drop is noted. Of late there has been some speculation upon the question of the control of tin. Has the metal, it has been asked, got away from the control of any syndicate? The present drop would make it appear that the syndicate—be it new or old—still is able to influence prices to some extent. On May 30th, 2,700 tons will be added to stocks. Either the knowledge of this coming addition to the supply, or the desire to depress the market so that the Banca tin can be bought at a low figure, is affecting present prices.

Don't Look for Drop.

That this lower figure will endure long none seem to expect. Tin has risen rapidly of late, and as supplies are moderate, and the demand heavy, there does not seem to be any reason to expect a drop.

Iron at present is higher than it has been for years, but the jobbers have not yet advanced the prices to small buyers. That they will have to do this shortly seems certain.

Metals generally are fairly plentiful, with lead the exception. There is but little of this to be had.

Copper.—A months ago ingot copper could be secured for $17. Two months or a little more ago and $15 was the price. But now, so rapid has been the rise of the market, that handlers have been forced to make a further increase in their price, and present quotation are $18.50. Nor does there seem any likelihood of a lower level. Copper is in demand. Copper is none too plentiful, ergo people must pay for it.

Bars and sheets have not been further advanced locally, although the handlers are having to pay more for these. It is very likely, therefore, that there will be a higher price set upon them within a week or more. Indeed, should ingot copper go higher nothing can prevent an advance in the bars and sheets. When this comes it will probably be a cent a pound.

Tin.—Undoubtedly the temporary drop which there has been on the primary market is attributable to the Banca sale. This once over—and it will be over in a week—the metal will almost certainly retain its firm tone. That it will go higher is not certain, but the present is being regarded by many as a good time to buy.

The supply of tin is ample. Manufacturers can get about what they want, only they have to pay the price for it.

High Price of Iron.

Pig Iron,—While supplies are good the prices being paid for the metal are high—higher than they have been at any time since the high level of 1907. As has been said there has not yet been a change in prices quoted for buyers in fair-sized lots, but this change will come.

Spelter.—The arrival of some Belgian spelter has relieved the local situation. Supplies were none too large, but this importation enabled all orders being filled.

Lead.—Trail lead is exceedingly scarce. But there is some English lead on the market, so a famine is averted. Supplies, however, are not by any means sufficient.

TORONTO.

Toronto, May 23.—Business in metals has been very brisk. Transportation troubles have had some effect on the market but the general activity has not been checked to any appreciable extent by the slowness of deliveries.

The dominant tone of the market is firmness. Copper is higher and tin, though it has been a little uncertain, remains at the same high notch. Pig iron is very firm and higher prices are being asked than at any time last year.

The consumption of metals is reported to have shown a marked increase so far over the same period last year. Steel for structural and railway work is in heavy demand and the consumption of pig iron testifies to the activity in industrial circles.

Tin.—The market here was affected to some extent by the decline on the primary market. The proximity of the Banca sale is accepted as the reason for the drop, however, and it is believed that the former level will be regained immediately. There has right along been a feeling in the trade that the firm who represented the late Syndicate in tin, and who is certain to be the largest buyer at the Banca Sale, would take steps to weaken the market prior to the sale. It has been thought, however, that such a programme would probably fail, for the reason that it is claimed by the bull party that the situation of tin has got beyond the Syndicate control, in other words that pig tin is selling at the present high price on its merits, and on the very strong statistical position.

Copper is stronger.

There seems to be no stopping copper. A higher level was registered this week when the price was put at $18.50—a 50 cent advance over the previous quotation. The market is firm and quite active. In fact, the consumption is so steady that metal men are not anticipating any weakening in the price, despite the big advance which has been made in the last three months.

Copper is reported to be none too plentiful by some firms. The demand has been so continuously heavy that some stocks have been reduced.

Lead.—The price of lead has been firmer, any tendency toward weakness which may have been noticed recently having been most effectually vanished. That it will continue firm and high is the opinion here. The demand continues very heavy and stocks are said to be rather on the light side.

New Life in Spelter.

Spelter.—New life has been infused into the spelter market. Demand has been pretty brisk and rumors are heard of impending advances.

It is interesting to note that all talk on the American markets is of a decidedly bullish trend. A despatch from New York reads: "Market is very firm for early deliveries, prompt metal is scarce and strongly held. Some extraordinary statements are credited as coming from certain producing interests in the West in regard to the position of the market, prices at which sales are being made, and the advances in price that will take place in spelter later on. The advance in iron products, including galvanized iron, has slightly improved the situation of the galvanized sheet manufacturers as regards any new contracts they will make, but it is really very little relief, as these manufacturers are under contract to deliver for months to come at the previously low price.

Weekly Market Report --- Hardware

TRADE HANDICAPPED.

The weather has been distinctly unfavorable but the hardware trade has not suffered as much as might have been expected. Trade, though delayed, is showing signs of reaching healthy proportions.

The transportation problem is causing more worry than the weather. Quite a serious congestion has resulted.

An advance in copper goods has featured the market this week.

MONTREAL.

Montreal, May 63.—This unseasonable weather is not what is wanted to bring the best results to the hardware dealer. Nor is it the thing needful to make the goods move rapidly off the jobbers' floors. That business has been good is in spite of the weather and not because of it. Let the sun once become really warm; let the sight of the straw hat excite no amusement or sarcastic remarks, and business will experience a boom.

The week has not been without its price changes. Appropriately to the spring this is a season of changes. It is copper rivets and other copper goods which have advanced most rapidly this week, but for builders hardware too there has been a strong market. The prices of this line have not been definitely raised as yet, but this change is confidently expected.

Oh! For Warm Weather!

Household Goods.—Screen doors, refrigerators, washing machines and such lines are in demand. So are step ladders, pails, mops, and the many articles needed for housecleaning. A little warmer weather will do much to stimulate the demand here as elsewhere.

Builders' Hardware.—Here the unseasonable chilliness of the air has not had any great influence upon orders. The goods are needed for the buildings nearing completion, and the goods are being bought. A number of dealers, moreover, are ordering more than they need for immediate sales, appreciating the fact that the continued advance of ingot copper pressages a higher price being set upon all builders' hardware.

A Ten Per Cent. Jump.

Copper rivets were advanced during the week, the discount now being 35 and 7½ in place of 35 and 12½—a jump of something like 10 per cent.

Copper goods generally are quoted at 10 per cent. higher, and it is predicted by some that valves may advance still farther.

Harvesters' Tools.—Only some heat is needed to make the demand brisk. The dealers are going after business in the right way. They are displaying their goods in attractive forms, but a suggestion from the weather is needed to supplement the suggestions given by the windows and other forms of advertising.

Garden Furniture.—For lawn chairs, swings, and for awnings good-sized orders are being placed. This class of goods is becoming more and more popular—doubtless owing to the more moderate prices now asked. The business in this line has more than doubled in the last year or two. Dealers are finding here a profitable line.

Sporting Goods.—When the time for baseball, lacrosse and other summer games comes, these are going to be played no matter what the weather. But the chilly days and nights are having a deterrent effect upon sales of acquatic goods—paddles, canoes, etc.

TORONTO.

Toronto, May 23.—Wholesalers state that the unfavorable weather is not hurting trade as much at the present time as might have been expected. The effect was unfavorable earlier and demand was undoubtedly held back. Now, however, the dealers are ordering in good bulk in the anticipation of an immediate improvement.

On the whole business in wholesale hardware circles has been good this year. Jobbers state that they have made more or less substantial gains over last year in the face of the unfavorable weather conditions which have prevailed almost from the first of the year. If the spring had opened earlier, the result would have been a record trade for the first four months of the year.

The transportation problem is still worrying the wholesalers considerably. Not only is it difficult to secure supplies and make shipments but the conjestion has resulted in goods going astray. The situation has reached a serious stage.

Some Shortages.

The result has been a shortage in a number of lines. Many lines of manufacture secured from American points have been hard to obtain as a result of the slow freight service.

It is reported that at the present time there is a shortage in poultry netting. The manufacturers have been improving the output of wire netting for screens and doors in order to avoid the shortage which developed last year.

Seasonable Goods.—There is still a good demand for seasonable goods; "unseasonable" goods, as the jobbers now call them, in view of the weather conditions prevailing. Garden tools are selling briskly and orders are now being placed for awnings, shades, verandah screens, hammocks, lawn seats and other strictly summer lines.

Household Goods.—The demand in all lines has been heavy. Enamelware is being taken up in large bulk. The demand for refrigerators is, if possible, heavier than before. Orders are coming along so briskly that there is now some speculation being indulged in as to whether a shortage will develop. At present stocks are quite sufficient to meet the demand.

Builders' Hardware.—The general 10 per cent. advance in brass goods has resulted in an increase in the United States in all builders' hardware into which brass enters. There has been some speculation as to whether the advance would be followed in this country but at present it does not seem at all likely that this will be done.

There is a heavy demand all around for builders' supplies. Despite the atmospheric handicap, the builders have been keeping steadily at work and the dealers have been experiencing a consistent demand for hardware.

Heavy Hardware.—The manufacturers have been keeping well up with the demand this year. The demand has been extremely heavy in some lines.

Sporting Goods.—The demand has suffered to some extent as a result of the rain. However, the jobbers are not expressing any anxiety on this score as they are anticipating a big trade as soon as "the clouds roll by." The retailers have not been as busy as they might have been had conditions been better.

KINGSTON OLD BOYS.

The annual dinner of the Montreal branch of the Kingstan Old Boys, was attended by about forty-five. The decorations were blocks of limestone, covered with moss and pansies. The guests of honor were Mayor Hoagg, of Kingston, and Prof. Adam Short, chairman of the Civil Service Commission, Ottawa, both of whom spoke. The following officers were elected:—President, Courtlandt M. Strange, director of Lewis Bros., Ltd.; vice-president, L. L. Henderson, manager of the Montreal Transportation Co.; sec.-treas., Hugh C. Walkem, insurance broker.

Catalogues and Booklets

Empire Stoves.

The Canadian Heating and Ventilating Co., Owen Sound, have issued their catalogue number five, showing their complete line of Empire stoves, ranges, furnaces and registers. It contains over 60 pages of well illustrated matter, printed on coated paper. The descriptions are full and to the point.

There is a department in addition devoted to a description of the various parts of stoves and specialties, such as kitchen sinks, open sink strainers, sink couplings, sink bolts, cast sink brackets, basin brackets, cesspool with bell trap, boiler stands, plumbers' pots, hot plates, sweephole doors and frames, pots, bowls, fry pans, etc.

Banner Stoves.

The Baxter Stove Co., of Mansfield, Ohio, are sending out their forteith catalogue and price list. It is a handsome catalogue of over 100 pages, with a three-color embossed cover. Illustrations and descriptions are given of the complete line of stoves and ranges of the firm. Tre descriptions give full details, which will be found of undoubted value.

Stencils and Signs.

Walker & Campbell, 93 Bleury Street, Montreal, have just issued an attractive little booklet explaining the steel, rubber and brass stamps, as well as the stencils and brass signs which they manufacture.

Champion Hardware.

A catalogue has been received from the Champion Hardware Co., of Geneva, O., formerly known as the Champion Safety Lock Co. It is interesting to note that they have more than doubled their line of manufacture since their last catalogue was issued, a fact which is fully attested by the complete assortment of builders' hardware lines shown in the catalogue now to hand. The list includes everything from casement adjusters to window sets, considering them alphabetically.

The catalogue is splendidly printed on coated paper, is fully illustrated and contains full information with reference to each article.

Abrasive Specialties.

The Pike Manufacturing Co., Pike, N. H., have sent out a catalogue showing their complete line of sharpening stones and abrasive specialties. From every standpoint it is most comprehensive, containing a great amount of valuable information on the score of the line manufactured, which includes all varieties of sharpening stones, wheels, files, engravers' chucks, feet warmers, etc.

Typographically, it is very creditable, a colored frontispiece being particularly attractive.

BUILDERS' HARDWARE TRADE.

Saskatoon, Sask.—Isbister & Pretty, hardware dealers, are making a logical advertising appeal for the trade in builders' hardware. They say:

"The right material means that your building will last longer, will look better and that it takes less work, which means less money to build it, and in many cases by getting exactly what is necessary for each purpose, that you will buy the best materials even cheaper than you would the other kind somewhere else.

"If you are thinking of building, let us figure with you before you decide, and if you have decided to build, let us give you an estimate before you buy."

NO HALF HOLIDAY.

Sarnia, Ont.—The retail merchants have decided to discontinue the half holiday during the months of July and August.

CURRENT NEWS.

Winnipeg, Man.—Three frame buildings, owned by Tees & Persse, and situated between Higgins Avenue and the Canadian Pacific Railway tracks, one block north of Main Street, were completely destroyed by fire, the loss being estimated at about forty-five thousand dollars, mostly covered by insurance. The buildings were used for storage purposes, and contained stoves and furnaces belonging to the Waldron Company, wire, the property of the Pittsburg Wire Fence Company, glass goods owned by the Hobbs Manufacturing Company, and general merchandise of the Tees & Persse Company.

Kamloops, B. C.—N. S. Dalgleish, dealer in hardware, has taken A. Sinclair, of Portland, Ore., in partnership.

Brownlee, Sask.—C. W. Gimby, hardware dealer, has sold to John Douglas.

TO ERECT WESTERN BUILDING.

T. R. Scarfe, president of Scarfe & Co., varnish manufacturers, Brantford, has just returned from a tour of inspection of their branch in Winnipeg, and reports conditions there in a flourishing condition. Business at this branch has grown to such an extent that their present quarters are inadequate to meet their demands, and while there, Mr. Scarfe secured property on which he intends to erect a building suitable for the Western needs.

CREDIT MEN MEET.

The Canadian Credit Men's Association met at Winnipeg for their second annual banquet the evening of May 16 and elected officers for the ensuing year. The change of officers was occasioned by the resignation of H. H. Piggott, who resigned from the presidency to enter into business on his own account. Mr. Piggott was late credit manager for the J. F. Ashdown Co., and has entered into the brokerage business under the firm of H. H. Piggott & Co. At the banquet a purse of $500 was presented to Mr. Piggott as an expression of good will from his associates among the credit men.

W. S. Fallis, western manager of Sherwin-Williams, was elected new president, and R. R. Wilson, of Campbell Bros. & Wilson, vice-president. Henry Detchson was re-elected secretary-treasurer.

The main address of the evening was by W. J. Healey, of the Winnipeg Free Press, on the subject, "The fight for fair railway rates."

CACTUS PAINT.

In Uruguay the cactus is utilized in the making of a paint which is very white and very durable. Visitors to that country often comment on the apperance of most of the buildings, which are white even in the dampest weather, and the explanation of this is said to rest in the fact that the coating is made of the sliced leaves of the common cactus, macerated in water for twenty-four hours. To the creamy solution lime is added, and when applied to any surface a beautiful pearly white (wash!) is produced.

LOOKS FORWARD TO PAPER.

Brampton, May 19.

MacLean Publishing Co.

"Enclosed please find subscription renewal to Hardware and Metal. I always look forward to receiving your paper on Saturday, and would not like to be without it."

W. E. Anthony.

Better Than Ever.

New Liskeard, May 21.

"We were much pleased with your last number. In fact, we think we have read Hardware and Metal with greater profit than any year heretofore.

Yours truly,

MAGLADERY BROS.

Methods of Retailing Paints and Varnishes

Getting the Holiday Trade in Paint

Methods Adopted by Stanley Mills & Co., Hamilton—There is Always a Big Demand for Paint During the Week Preceding a Holiday—The After Demand is Frequently Nearly as Large.

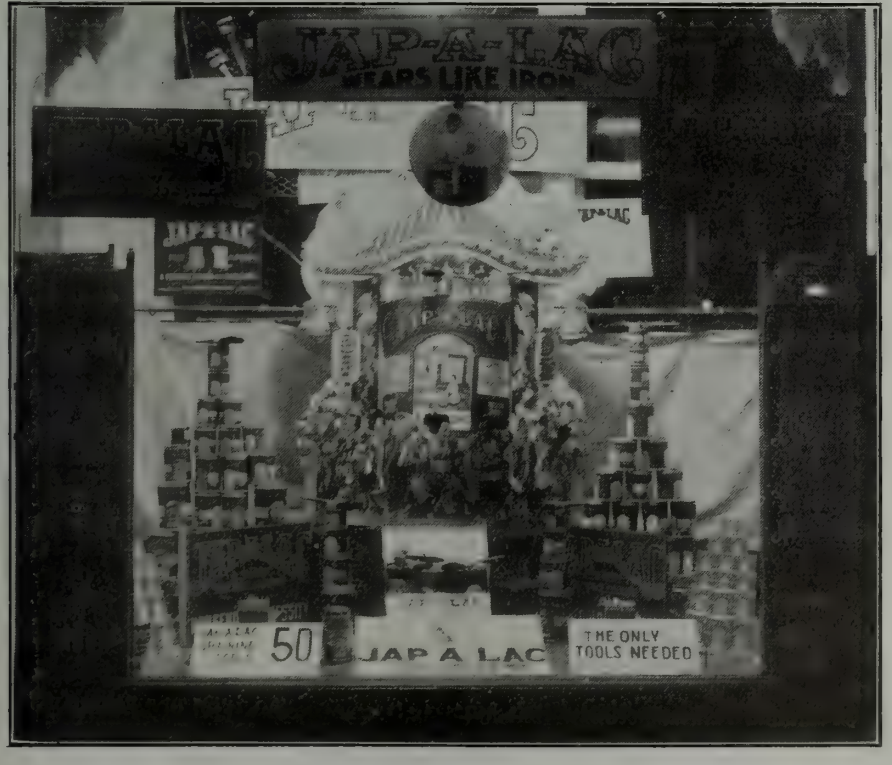
It is necessary for the retail dealer to watch for special opportunities to feature certain lines. For instance, every holiday means a big demand for paint during the days immediately preceding and following it.

To some men, a holiday means an opportunity to get out and have a good time. To others—and they are probably in the majority—it means an opportunity to do whatever "fixing" is needed around the house. Practically al men devote at least some part of the day to work around the house—nailing up boards, putting up shelves, painting, etc.

This is a fact established by custom and the hardware dealer knows that he is going to experience a good demand for supplies during the week preceding th holiday. What a good many do not seem to know is that this demand could be increased very materially if an effort were made to feature the lines particularly required.

The average man is not noted for any degree of foresight in small matters. He may decide that he is going to spend the holiday in attending to the countless little jobs which his better half has been calling to his attention for the six months preceding. It does not occur to him, however, that he will need more nails, a new hammer perhaps, a saw, a can of paint and a brush. When he settles down to work on the holiday morning, the deficiencies in his supply of tools becomes apparent. "Thought this old brush would do," he muses, as he looks at the tattered and hardened specimen, which he has just resurrected from a dusty shelf. There is just a trace of paint at the bottom of the old tin, the young hopeful of the family has used up all the nails and the hardware store is closed for the holiday. There is only one ending possible. The man puts away his tools and goes downtown for the day.

Now if the hardware stores had been featuring up just such lines during the days immediately preceding the holiday, with cards in the window calling attention to the fact that they would be needed, the chances are that many men of the absent-minded variety would have found out what they needed ahead of time and invested in the same.



Window display in store of Kingan Hardware Co., Peterboro.—See next page.

How It Works.

To prove this point, reference may be made to the methods adopted during the past week by Stanley Mills & Co., Hamilton, in featuring paints for the holiday. The better part of a full page advertisement in the issue of Saturday, May 18, was devoted to reminding men of what they would need in that line for the work they intended to do, or should do, on Victoria Day. The introduction read as follows:—

> For some, next Friday will be a day of rest and relaxation; others will have some odd jobs around the home that they've been "saving up for the holiday," others will be moving to the Beach for the summer months, and still others will be traveling out of town. But remember, whatever be your needs, this is the store to rely upon for best service, dependable merchandise and low prices. This page shows clearly how well we've prepared to supply the wonderful variety of merchandise which will be called for next week.

A forceful talk on paint follows, under the heading, "Are you going to be a painter on the holiday?"

The use of the store windows for paint displays helped the good work along and the result was an exceptionally large sale of paint this week.

Other firms, who had followed along pretty much the same lines, report that they have found business this week to be exceptionally brisk and that the sales of paint have gone away up as a result.

The After Demand.

The fact should not be lost sight of that the demand does not stop with the holiday. There is always a good-sized after demand. When a man starts in to do work around his home, he frequently discovers other jobs which need doing and which he postpones for a short time. More often still, he runs short of material and has to wait until the next day to get more.

A dealer who did a large trade in paint and varnish around Good Friday makes the statement that at least half of the men who made purchases before the holiday came back for more within a few days after. "Some had run short before finishing their work," he explained. "Others had only intended painting a certain part of the house

but, when they saw what an improvement they had effected, they decided to do the whole house. My sales after the holiday were almost as great as before."

Although the holiday will be over when this is read, it would pay every dealer to endeavor to secure a big share of the after sales. A neat window display and a timely advertisement will serve the purpose.

Scarcity of Cars Has Affected Linseed

The Flaxseed is to be Had, but Difficulty Has Been Experienced Bringing it to the Crushers—What About Next Year?

A little time ago there was talk of the various boards of trade taking up the question of car shortage—and of of transportation difficulties generally. What would have resulted from an agitation so started, is of course a question, but hardware dealers in all parts of the country will shortly be made to feel that some such consideration of this carrying problem is needed. The present shortage of linseed oil, is, it is said on good authority, the direct result of the transportation difficulties. What will be the outcome of the present situation can not be certainly said, but if a higher price is struck, as many predict, then the hardwareman looking for a reason will have to glance back toward the railways.

Plenty of Seed.

How serious the present situation is may be understood from the fact that with oil bring a high price one mill has been forced to close. There is not the seed on hand necessary to keep the crushers going. And it is not that the seed is not in the land. The trouble is that the seed is in a part of the land where the crushers are not.

Somehow the railways seem never to have caught up with the demand made upon them. Last fall they had not cars enough to carry the grain from the prairie provinces; since they have not been able to bring in the remaining grain and all the other goods which awaited transportation. And now, in the spring of the year, the railways have carried such a small part of the required flax seed that the mills find supplies low. Consumption this year, has, of course, been much greater than last. It does not seem indeed that the railways have not carried as much as in the past, but rather that they have not been able to carry enough more than usual to meet the greater call. With mixed paint orders coming from all parts of the Dominion; with manufacturies working holidays and nights, it is not hard to realize that the call for linseed oil and so for flax seed is much greater than in other years.

Shutting Down on Sales.

So much do paint manufacturers need oil, indeed; and so uncertain are they of the supply, that they have practically shut down on sales of oil. Their customers can get oil from them, but they are not anxious to sell. They are not sure enough that "there will be more where that came from."

That a linseed oil famine is imminent does not seem likely—at least not according to the word of a man closely connected with the production of linseed. "We have had great difficulty getting seed," he said. "Our supply has been reduced, although we have not been in danger of closing. Now, however, the boats are coming through and we will have fresh supplies—perhaps not all we want, but yet supplies which will enable us to produce rapidly."

A Significant Statement.

Regarding the effect which the present shortage is going to have upon the price of linseed oil it is hard to get an expression of opinion. Grinders and handlers alike, however, state that $1 and $1.03 does not leave a fair margin of profit. Rather a significant statement that.

There are those in the paint and oil business who are content to take things as they come; but others there are who seek to look into the future. Now these are asking themselves some such problem as this: If transportation facilities were such this year that flax seed sufficient to enable a sufficient production of linseed oil could not be brought forward, what will happen next year? What will happen next year when it is expected the general crop needing cars will be greater than in 1911? What will happen when the general freight of this fast growing country will have increased? What will happen in face of a paint demand which shows every sign of increasing in size?

Can't Get the Cars.

That is a big problem indeed—a problem which the railways are undoubtedly trying to solve, but which seems likely to give them great trouble for the simple reason that they can not get cars fast enough.

But the future perhaps can take care of itself. What will happen now is the point which is of great interest to many dealers. Just what will happen is far from sure, but it seems likely that oil will continue high. That anything like a famine will arise is hardly to be expected.

A PRACTICAL DISPLAY.

Peterboro, Ont.—A good paint display has been shown in a window of the Kingan Hardware Co. It was dressed by H. J. Hanwell, who exercised great care in arranging and carrying out the details.

As the object of the display was to demonstrate the value of the varnish shown, it was to include some practical evidence of the results which can be obtained. Accordingly the floor of the window was used for that purpose. It was given two coats of ground color and a strip was left that way. The rest was given a coat of graining color, another strip being left. The remainder of the floor was varnished and grained. Thus the whole process was shown clearly. A card was then placed in the window calling attention to the work which had been done on the floor. The necessary tools for graining were also shown, with cards calling attention to them.

Kingston Hardware Notes.

Kingston, May 21.—W. B. Dalton & Sons have just completed a deal for the purchase of the Ottawa hotel, at the corner of Princess and Ontario Streets, from the proprietor, James Norris, and will fit it up for a wholesale hardware. The firm will retire from the retail business, and go into the wholesale. The property they have secured is an ideal spot, as it is convenient to all the railways. The price paid was $10,000.

It will be remembered that the firm suffered a bad fire a few weeks ago, their fine big store on Princess Street being almost gutted. At the present time the firm have a store on Wellington Street, which is being used temporarily.

John McKelvey, Kingston's veteran hardware merchant, has been on the sick list for several weeks, but is now doing nicely, and will be back at work in the course of a few weeks. His partner, Samuel Birch, accompanied by Mrs. Birch, has returned home from an extended trip to Atlantic City, N.Y. Mr. Birch is much improved in health as a result of his trip.

The plumbers' strike, which started on May 1st, has not yet been settled, and as a result, some of the hardwaremen have been put to a great deal of inconvenience in getting out their work. The men have been getting $2.55 for nine hours, and they are asking $3 for an eight-hour day. The bosses had a great deal of the rush work on vessels done before May 1.

MAPLE LEAF WINS

Carry M-L Paints and 'win out.' It makes good with your customers. A full line—full of profit for you. Indoor and outdoor finishes—flat walls colors—varnishes.

Write the DECORATIVE AID DEPT. for the booklet. This free department helps you to get business

Imperial Varnish & Color Co., Limited

108 Princess St., Winnipeg | 6-24 Morse St., TORONTO | 365 Water St., Vancouver



DELIGHTED! IT'S M.L. PAINT.

KING'S PLATE WINNER

The historic race run at the Woodbine Track in Toronto last Saturday is just another example of the fact that quality wins.

The thoroughbred quality stock back of the Dyment colt "Heresy" was the winning beginning. After this came the superior training of the colt by men who knew their business. The result was the production of a plater that won handily.

The Hardware Dealer, who would " win out", must plan his race in advance. He must make a winning beginning by selecting lines of tried and proved quality,—lines backed with thoroughbred pedigree.

We are in the race—not for the King's Plate, but for the Favor of Discerning Merchants—men who know that thoroughbred qualities in a product win custom and keep custom.

The thoroughbred qualities of Lowe Brothers "High Standard" Liquid Paints are easy working qualities, fineness of texture, greater and more uniform covering power and durability.

"Heresy" won Saturday, but the Paint with the "Little Blue Flag" wins favor every day for "High Standard" Dealers.

Lyon-Monkhouse Limited
171 James Street
Winnipeg, Man.

Lowe Brothers LIMITED

TORONTO
Dayton Boston
Kansas City
Chicago New York

Weekly Market Report --- Paints

THE UPWARD TREND.

Advances and rumors of advances have featured the paint and oil market this week. Oil and turpentine have advanced. A rumor of an advance in white lead has been contradicted, but it shows the tendency there. It is now stated that an advance in prepared paint is coming.

Through it all business continues wonderfully brisk. The manufacturers can barely meet the demand.

MONTREAL.

Montreal, May 23.—With metals soaring, and with linseed oil so scarce that handlers are advising their travelers not to sell, the paint situation becomes speculative. Will a rise in mixed paints be the result? A careful consideration of past events and of present conditions leads to the belief that such a rise will come—will, moreover, come shortly.

Only a fortnight ago white lead was advanced—an advance which resulted directly from the high price of pig lead. Now there has come an advance in linseed oil, and a flaxseed scarcity that makes future advances seem likely. Labor, too, is high, and rent has reached almost an unheard of height.

All these things make it seem necessary that there should be a higher price put upon mixed paint.

Oil Goes Up.

While the future of paint hangs in the balance, linseed oil has been put upon a new price basis. The price of this is of small consequence, however, for linseed oil is practically not upon the market. Concerns are husbanding their supply, for since production has been interfered with, none dare risk a famine.

The demand for paint and lead continues. The manufacturers are now facing a new difficulty, namely to secure cans. Some have exceeded their orders, and are having to call upon the manufacturers for greater supplies than these had been expecting to fill.

Linseed Oil.—While the coming of boats will likely bring relief shortly, there is yet great scarcity of flaxseed at the present time. Some of the mills have been forced to close, and for this reason supplies of oil are small. Paint houses have instructed their travelers not to push this class of goods; indeed, some are hesitating to fill even small orders. Prices generally are quoted at $1.00 and $1.03, but these are really nominal. An easier condition of this market may be expected. The present would not seem a good time to buy.

Turpentine.—There is an abundant supply of this commodity, and though the demand continues large, prices remain unchanged at .70 in barrel lots.

White Lead.—The recent advance is having no deterrent effect upon orders. Rather is the reverse true. Dealers appreciate that they are facing a period of high lead, and are ordering now to avoid paying the still higher price which it is predicted will come. Pig lead, upon which the price of white lead so largely depends, still continues on its upward course.

Putty.—Orders are large. Manufacturers are being hard put to it to keep up with the demand and to prepare for the larger demand which experience has taught them may be expected in the fall. There is a possibility that the next few weeks will see an advance here.

Glass.—For this time of year the demand is good. Dealers whose supply ran low during the winter and early spring are now taking advantage of the lower rates afforded by the opening of navigation, and are laying in good supplies. But the rush which may be expected when buildings near completion has not yet started.

Mixed Paints.—The demand is large—so large, that factories are working overtime. What will be the result if the price is advanced about ten cents—as seems likely—cannot certainly be said. It will hardly result in any falling off in demand, however, ten cents a gallon is not a great advance after all.

TORONTO.

Toronto, May 23.—The paint and oil situation is extremely interesting at the present time from many standpoints. Linseed oil is scarce and high, white lead may go higher. As a natural result, there is now some talk of an advance being declared in the price of prepared paint. The air is thick with rumors to this effect, and it would not cause any surprise if an advance were made.

"It is quite possible," said one local jobber. "The only thing preventing it, to my mind, is the fact that the manufacturers are too busy to pay much attention even to so important a question. They are working night and day to meet the demand."

Linseed Oil.—The local price has been advanced three cents, making it $1.03 for raw and $1.06 for boiled. This advance is due partly to the high price of English oil, mostly to the scarcity being felt here. While the shortage is not felt here as keenly as at Montreal, supplies are comparatively light and demand continues as strong as ever.

It is now stated with certainty that linseed oil will be high all summer, and it is not thought that the present price will be the high water mark by any means. Further advances seem not only possible, but highly probable. Since the last advance has been declared, reports of further advances on the English market have been received.

Advance in Turpentine.

Turpentine.—There has been an advance of 1 cent declared in turpentine, making the local quotation 71 cents. The price has been low recently, in view of market conditions, and the advance is probably due to an effort toward readjustment.

No Advance Yet.

White Lead.—The market received the report a few days ago of a further advance in white lead of 10 cents. This was promptly denied and the price is still $7.15. However, the widespread nature of the rumor and the fact that it received pretty general credence can be accepted as evidence of the way the market is tending. It seems reasonable to assume that there will be another advance in white lead and that before very long. The demand is brisk.

Glass.—Trade is exceptionally good for this time of year. Firmness is noted in regard to price.

Putty to Advance.

Putty.—Although the oft-predicted advance has not yet come, it cannot be far off now. The continued advances in linseed oil and white lead make an increased scale for putty obligatory. Present prices are:—Standard bulk in casks, $2.20; in 100-lb. drums, $2.40; in 25-lb. drums, $2.50; bladder, in barrels, $2.65. Pure putty prices are as follows:—Bulk, in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.

The Paint Situation.

Prepared Paints.—The rumor of an impending advance in prepared paints is received with no incredulity here. The high cost of white lead and oil has been making the market tend in that direction for some time. Just when the advance can be expected is impossible to say at present.

In the meantime business is extremely brisk. The manufacturers are being rushed to the limit to meet the demand.

MADE-IN-CANADA TRAIN

The only White Lead corroders and grinders and manufacturers of Paints, Varnishes, etc., to exhibit in Made-in-Canada Train are

BRANDRAM-HENDERSON LIMITED

Our exhibit, showing full line of B-H "ENGLISH" Paint, Varnish and Lead Products will be found in coach No. 2 of the train. The exhibit is in charge of Mr. Smith, of our Halifax branch. Booklets, color cards, etc., describing the various B-H products, will be distributed to all visitors at each stopping point throughout the Western Provinces.

You and your clerks are especially invited to our exhibit.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb..8 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 20	2 20
Heads, per 100 lb.	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ in.	9 50	9 00
" " 2 "	8 25	8 50
" " 2½ "	10 50	10 00
" " 3 "	12 00	12 10
" " 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge... 0 24
Rods, base ⅛ to 1 inch, round.. 0 20
Tubing, seamless base, per lb... 0 23
Tubing, iron pipe size , 1 inch base 0 23
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot	$18 50
Cut lengths, round bars, ½ to 2 in.	24 00
Plain sheets, 14 oz., 14x48 inches, 14x60 inches	26 00
Copper sheet, tinned, 14x60, 14 oz.	27 00
Copper sheet, planished, 14x60, base,	34 00
Braziers', insheets, 6x4	26 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto
Canadian foundry, No. 1		19 50
Canadian foundry, No. 2		19 00
Middlesboro, No. 3 pig iron	18 00	19 00
Summerlee, No. 2 pig iron	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles $ base	2 50	2 50
Common bar, per 100 lb.	1 90	2 05
Forged iron, per 100 lb.	2 05	2 20
Refined iron, per 100 lb.	2 15	2 30
Horseshoe iron, per 100 lb.	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

Cold Rolled Shafting.

9-16 to 11-16 inch		0 06
¾ to 1 7-16 inch		0 05½
1 7-16 to 3 inch		0 65

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal.	Toronto
10 gauge	2 30	2 50
12 gauge	2 30	2 55
14 gauge	2 20	2 35
17 gauge	2 20	2 45
18 gauge	2 20	2 45
20 gauge	2 20	2 45
22 gauge	2 25	2 55
24 gauge	2 25	2 55
26 gauge	2 35	2 65
28 gauge	2 40	2 80

CANADA PLATES

	Apollo	D. Crown	Ordinary
Ordinary, 52 sheets	2 90		2 90
All bright, 52 sheets	3 70		4 00
Galvanized—			
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
20x28x80	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 gauge, per square	5 00
26 gauge, per square	3 85
28 gauge, per square	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	345
26 gauge, American	3 85	3 50
28 gauge, (26 English)	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜-inch	$ 5 50	66 p.c.	51 p.c.
½-inch	8 50	71 p.c.	60 p.c.
¾-inch	11 50	75 p.c.	65 p.c.
1-inch	16 50	75 p.c.	65 p.c.
1¼-inch	22 50	75 p.c.	65 p.c.
1½-inch	27 00	75 p.c.	65 p.c.
2-inch	36 00	76½p.c.	66½p.c.
2½-inch	57 50	76½p.c.	66½p.c.
3-inch	75 50	76½p.c.	66½p.c.
3½-inch	95 00	75 p.c.	65 p.c.
4-inch	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00.

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15x24, $2; 18x30, $2.35; 18x36, $3.50.

HEATING APPARATUS

Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50, 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers' buying prices:

	Montreal	Toronto
Heavy ocpper and wire, lb.	0 11	0 11¼
Light copper bottoms	0 09	0 09¾
Heavy red brass	0 10	0 10½
Heavy yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	0 02	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb.	4 95	5 05
Imported pig, per 100 lb.	4 95	5 05
Bar pig, per 100 lb.	5 20	5 30
Sheets, 2½ lb. sq. ft, by roll	5 50	5 30
Sheets, 3 to 6 lb., ft.	5 25	5 55

Cut sheets ¼c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE.

Lead Pipe and Waste, 20 p.c.
Caulking lead, 4¾c. per pound.
Traps and bends, 45 per cent.

SOLDER.

	Per lb. Montreal.	Toronto
Bar, half-and-half, guarant'd	0 27	0 27½
Wiping	0 24	0 25

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks	8 50	8 50

SPELTER.

Foreign, per 100 lb.	7 50	7 25

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lb...$52 00 $50 00
Redipped Charcoal Plates—Tinned M L S, Famous (equal Bradley)

	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I. X., 14x20 base	5 50
I. X. X., 14x20 base	6 50

Bright Cokes Bessemer Steel—

I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates. Cookley Grade—

XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 00
XX, 14x65, 50 sheet bxs.)	

Tinned Sheets.

72x30 up to 24 gauge, case lots	8 00	7 35
72x30 up to 26 gauge, case lots		7 85

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.
High Carbon, No. 9, $2.00 in cars.

Fine Steel Wire.
Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c.; oiling, 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

Hay Wire in Coils.
$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

Galvanized Wire.
From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55 14, $3.15. In car lots straight or mixed.

Poultry Netting.
2-in. mesh, 19 w.g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

Smooth Steel Wire.
No. 0-9 gauge, $2.25 base; No. 10 gauge, 5c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c. spring wire $1.25, bright soft drawn 15c. charcoal (extra quality) $1.25, packed in casks or cases 15c, bagging and paperings 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks, 50c, in ½-lb. hanks, 75c., in ¼-lb. hanks, $1.

Wire Cloth.
Painted Screen, in 100-ft. rolls, $1.85 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

Wire Fencing.

Galvanized barb		2 45
Galvanized, plain twist		2 75

Car lots and less.
Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

Wire Rope.
Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5, 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized	2 80
Plain	2 50

Paints, Oils and Glass	2 50

Barn Paint.

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

Beeswax.

Per lb.	0 40

Chemicals.

	In casks	per lb.
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of Lead		0 09

Colors in Oil.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow, pure	0 13
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb. irons	0 05

Enamels.
Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.

	Per lb.
French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" solder sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c, ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL.	0 11½
CL.	0 12
C.	0 11

Paris Green.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 16¼	0 16½
Packets, 1-lb., 100 in case	0 18½	0 18¾
" ½-lb. "	0 20½	0 20¾
Tins, 1-lb., 100 in case	0 19½	0 19¾

Paris White.

In bbls.	0 90

Pigments.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

Prepared Paints.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 60
Ramsay's paints, Thistle	1 30
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	
Jamieson's Crown and Anchor brand	1 60

Plaster of Paris.

Per barrel	0 30

Pine Tar.

Half-pint tins, per dozen	0 60

Putty.

	Standard
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders, in bbls.	2 75

Red Dry Lead.

Genuine, 560 lb. casks, per cwt	4 75 4 75
Genuine, 100 lb. kegs "	5 25 5 25
No. 1 casks, per 100 lbs	4 25 4 25
No. 1 kegs, per 100 lbs	4 75 4 75

Shingle Stains.

In 5-gallon buckets	0 75

Turpentine and Oil.

	Montreal	Toronto
Can. Prime white petroleum, gal.	0 14	0 12
U.S. Water white "	0 15½	0 13½
U.S. Pratt's astral "	0 19	0 15½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal. single bbls		0 15½
Pure Turpentine, single bbls	0 70	0 70
Wood Turpentine		0 60
Turpentine, second run		0 60
Linseed Oil " raw	1 00	1 03
" " boiled	1 03	1 06
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

Varnishes.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00

HOW is your paint stock? Does it hang fire, and stick on your shelves?

The full margin of profit in your paint department can only be realized by handling a good clean-cut, quality stock, of known reputation and backed by common sense help in direct support of your business.

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HOW ABOUT YOUR PAINT OIL DEPARTMENT?

If you could find a way to increase the profits in your paint oil department you would at least investigate it, wouldn't you? Then why not take the time during the winter months, NOW, to investigate the

BOWSER PAINT OIL SYSTEM

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The Bowser not only prevents all waste and over-measure, but it gives your store tone and attractiveness. It draws trade because you can give better service and cleaner oil. The pumps measure the oil directly into the customer's can—no measures nor funnels. It computes the charge and counts the gallons.

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For Twenty-seven Years Manufacturers of Self-measuring Pumps, Gasoline and Oil Storage Systems, Self-registering Pipe Line Measures, Dry Cleaning Systems, etc.

Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" Union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps, brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish.	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Ltd. "Gold Medal," in cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange shellac varnish, in barrels	1 60
No. 1 orange shellac varnish, in barrels	1 30

Window Glass.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 25 p.c.
Montreal prices, no discount.

Size United Inches	Star
Under 26	$ 3 05
26 to 40	3 25
41 to 50	3 65
51 to 60	3 90
61 to 70	4 15

White Lead Ground in Oil.

	Montreal Per 100 lb.	Toronto
"Anchor," pure	7 00	7 15
Brandram's B.B. Genuine	8 00	8 15
C.P.C. decorators, pure	7 00	7 00
Crown and Anchor, pure.	7 00	7 15
Elephant Genuine	7 25	7 35
Essex Genuine (Windsor).	....	6 75
Island City Decorators' Pure	7 00	7 15
Lily Pure	7 00	7 15
Moore's Pure White Lead	....	7 15
Monarch (Windsor)	....	7 25
Munro's Select Flake White	7 25	7 40
Purity, C.O. Co.'s Ltd.	....	6 75
Ramsay's Pure Lead	7 00	7 15
Ramsay's Exterior	6 75	6 90
Sterling Pure	....	7 15
Tiger Pure	7 00	7 15

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

White Zinc (Dry)

Extra Red Seal, V.M.	0 07½

White Zinc in Oil.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2 " "	0 05¾

Whiting.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE.

Adzes.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

Axles and Hatchets.

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	5 00
Barrell hatchets	5 50	6 85

Anvils.

Buckworth, per lb.	0 10¼

Ammunition.

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust, $7.50 per 100 lbs. Discount 25 per cent.; cash discount, 2 per cent. 30 days; net extras as follows, subject to cash discount only; Chilled, 40c; buck and seal, 80c; no. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

Augers and Bits.

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	
Tobin's High Speed, 50 and 10.	
Tobin's Never Choke, 60 and 10.	

Barn Door Hangers.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, dozen sets	....	6 50
Standard jointed hangers, dozen sets	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.). 3 25

Barn Door Latches.

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Bells.

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

Belting.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 80c; cut laces, 85c.

Bird Cages.

Brass and Japanned, 40 p.c.

Bolts and Nuts. Per cent.

Carriage Bolts, common, new, $1 list.	
Carriage Bolts, ⅝ and smaller	70
Carriage Bolts, 7-16 and up	
Carriage Bolts, Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less..	60, 10 & 10
Machine Bolts, 7-16 and up..	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 and larger	55 and 05
Coach Screw, new list	7
Nuts, square, all sizes, 4¼c per lb.	off.
Nuts, hexagon, all sizes, 4½c per lb.	off.
Stove rods, per lb., 5½ to 6c.	
Stove Bolts, 80.	

Building Paper, etc.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, " "	0 27
Tarred Fibre, No. I, per 400 ft. roll	0 55
Tarred Fibre, No. 2 "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain and tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs.	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32' & 60', per 100 lb.	3 00
2 Ply Ready Roofing, per sq.	0 70
3 Ply Ready Roofing, per sq.	0 95
2 Ply complete, per roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, brls., per gal.	0 15
Liquid tins Cement	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb.	0 06
Nails, per lb.	0 05
Mop cotton, per lb.	0 15

Butts.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent.

Cement and Firebrick.

Canadian Portland, bags, per bbl.	1 55 1 70
White Bros. English	2 00 2 05
"Lafarge" cement, in wood.	.... 3 40
Fire brick, Scotch, per 1,000	23 00 28 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	.... 5 50

Chalk and Pencils.

Carpenters Colored, per gross	0 65 0 80
" lead pencils, p. gr	2 40 6 75

Chisels.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

Chain.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

Churns.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

Clamps.

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

Conductor Pipe.

2 inch, in 10 foot lengths	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

Cotter Pins.

Cotter pins, 90 p.c. Montreal.

Copper and Nickel Ware.

Copper boilers, kettles, 47½ p.c.
Copper tea and coffee pots, 42½ p.c.
Copper pitts, 27½ per cent.
Foundry goods, hollow ware, 45 p.c.

Door Knobs.

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

Door Sets.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

Door Hangers (Parlor)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

Door Springs.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

Draw Knives.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

Drills.

Bit stock drills, 2-32 in., doz.	0 67

Escutcheon Pins.

Steel, discount 50 per cent.
Brass, 55 per cent.

Eavetroughs.

8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c per 100 ft. O.G. Round Bead Trough.

Factory Milk Cans.

Milk cans and pails, 35 p.c.
Hand delivery and creamery cans, 40 p.c.
Railways cans, 45 p.c.
Cream cans, 40 p.c.
Creamery trimmings, 75 and 12½ p.c.

Faucets.

Common, cork-lined, 35 per cent

Farrier Knives.

Buckworth, 50 p.c.

Files and Rasps. Per cent.

Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62 2-3
Jowett's (English list)	27½
Spear & Jackson (English list)	35

Forges.

Blacksmiths portable, 135 lbs.	9 85

Galvanized Ware.

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

Grindstones.

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

Hammers.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09

Harvest Tools.

50 and 5 per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

Halters (Snap and Ring).

Jute Rope, ⅜-inch, per gross	8 00
" " ½-inch, per gross	10 50
" " ⅝-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1¼-inch, per doz.	5 20
Web	2 45

Sisal Halters (Snap and Ring).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

Hinges.

Blind, discount 50 per cent.

Heavy T and strap, 4-in., 100 lb. net	7 25
Heavy T and strap, 5-in., 100 lb. net	7 00
Heavy T and strap, 6-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 50
Heavy T and strap, 10-in. and larger	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge— under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50

Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

Hinges (Spring)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro., $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

Hooks.

Wrought iron hooks and staples— ¼ x 5, per gross	2 25
5-16 x 5, per gross	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 & 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

Horse Nails.

M.R.M. cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

Horseshoes.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

Horse Weights.

Taylor-Forbes, 4¼c.

Ice Cream Freezers.

White Mountain, 5c per lb.

Knives.

Hay knives, net list.
Clauss, 50 and 25 per cent.

Kitchen Enameled Ware.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial, and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 40 per cent.

Kitchen Sundries.

Asbestos mats, 50 p.c.	
Can openers, per doz.	0 40 0 75
Mincing knives, per doz.	0 50 0 90
Potato mashers, wire, per doz.	0 60 0 70
" wood, per doz.	0 50 0 80
Vegetable slicers, per doz.	2 25
Universal meat chopper, No. 1	1 15
Enterprise chopper, each	1 30

Spiders and fry pans, 50 and 5 per cent.

Star A1 chopper, 5 to 32	1 35 4 10
" " 100 to 103	1 35 2 00

Kitchen hooks, bright 0 60
Toasters, 50 per cent.
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

Ladders.

3 to 6 feet, 12c per foot; 7 to 1 ft., 13c.
Extension ladders, 15c per foot up.

Lanterns.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast, per doz. 6 75
Lift Tubular and Hinge Plain, per doz. 5 00

BLACK DIAMOND
ALEX·McARTHUR & CO·
LIMITED.
MONTREAL.
REGISTERED TRADE MARK

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"READY" ROOFING AND "BLACK DIAMOND" TARRED FELT

When handling roofing and building papers it is to your advantage to supply your trade with the best, even if your profits are not so large, as a satisfied customer is your best advertisement—an advertisement that will greatly increase your business.

Our products can be easily laid by any ordinary workman, and are guaranteed to meet the requirements of every buyer. We also make a full line of Wrapping Papers.

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WINDOW
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BENDERS
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THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

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The High Quality of Our HEINISCH TINNER SNIPS

has made them the tinners' favorites. This quality is due to the great care taken in selecting materials and the tempering which is done by experts.
The "Vulcan" Snip is designed especially for cutting curves, all irregular shapes, cornice work and small circles down to 3 inches in diameter.

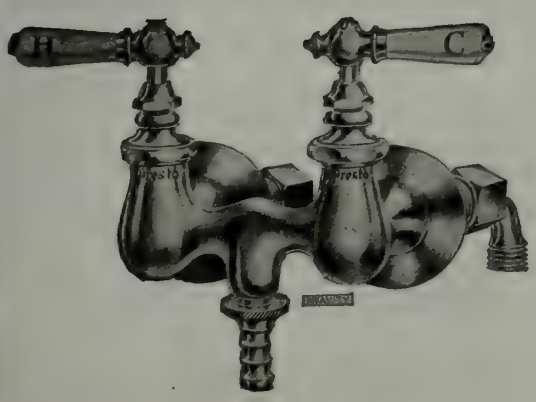
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R. Heinisch's Sons Company
Newark, N.J., U.S.A.

TAILORS' SHEARS
TRIMMERS' SCISSORS



"Presto" Double Bath Cocks

Nickel Plated. With China Index Handles

"A QUARTER TURN GIVES A FULL OPENING"

Tails (Finished) Screwed for ½ in. Male I.P.

GOOD { METAL, PLATING, FINISH, DESIGN

We can quote you an attractive price. Write Dept. P.

T. McAVITY & SONS, Limited, ST. JOHN and WINNIPEG

Japanning, 50c per dozen extra.
Prism globes, per dozen, $1.80.
Lamp wick, 50 per cent.

Lawn Hose.

Competition grade lawn hose, 10 and 5.

Lawn Mowers.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25; 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

Locks and Keys.

Canadian, 45 and 10 per cent.

Lumbermen's Supplies.

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

Mallets.

Tinsmiths', 2½x5½ in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00

Mats.

Wire door mats, standard, 16x24, doz.	9 00

Metal Polish.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkge	6 50

Miners Supplies.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lb., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

Mops and Ironing Boards.

Mops, per doz.	1 20 1 50
Folding ironing boards	16 25 18 00

Nails.

	Wire
1—1¼ inch	3 35
1¼ inch	3 00
1½—1¾ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 3 85

Oakum.

Plumbers....per 100 lb.	4 50

Oilers.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
Tinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

Plated Goods.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

Pieced Ware.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

Planes.

Wood bench, Canadian, 40, American, 25 per cent.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

Pliers and Nippers.

Button's genuine, 37½ to 40 per cent.

Plough Lines.

Russian snap	per gross 36 00
Indian snap	" 25 00

Pumps.

Berg's wing pump, 75 per cent.

Razors.

	per doz.
Boker's	7 50 11 00
Boker's King Cutter	15 00
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 p.c.	

Rope and Twine.

Sisal rope	0 06½
Pure Manila Rope	0 10½
"British" Manilla	0 09
Cotton, 3-16 inch and larger	0 24

Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.
Jute, ⅝ and upwards, 9c; under ⅝, 9½c.

Lath yarn, single	0 08
Lath yarn, double	0 08¾
Sisel bed cord, 45 feet, per doz.	0 65
Sisel bed cord, 60 feet, per doz.	0 80
Sisel bed cord, 72 feet, per doz.	0 95

Cotton clothes line, 15 per cent. off.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb.	0 45
Staging " "	0 35

Refrigerators.

Sanderson-Harold, 40 per cent.
Galvanized, 45 per cent.

Rivets and Burrs.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.
Copper Burrs only, 22½ per cent.
Extras on Coppered Rivets, ½-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned Rivets, net extra, 3c per lb.
Coppered Rivets, net extra, 2½c per lb.

Rivet Sets.

Canadian, 35 to 37½ per cent.

Rules.

Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

Sad Irons.

Mrs. Potts, No. 55, polished, per set	0 80
Mrs. Potts, No. 50, nickel-plated, per set	0 85
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

Sand and Emery Paper.

Sand and emery paper, 40 per cent.

Sash Weights.

Sectional, 1 lb. each, per 100 lb.	2 25
Sectional, ½ lb., each, per 100 lbs	2 40
Solid, 3 to 30 lbs.	1 55

Sash Cord.

No. 8, per lb.	0 33

Saws.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

Saw Sets.

Canadian discount, 40 per cent.

Screen Doors and Windows	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

Scales.

Gurney Standard, 35; Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45, Weigh Beams, 30.

Scythe Snaths.

Canadian, 40 per cent.

Screws.	Per cent.
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

Screws (Machine).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

Screw Drivers.

Sargent's, per dozen	0 65 1 00
North Bros., No. 30, per doz.	16 80

Scissors and Shears.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

Shelf Brackets.

No. 140, 65 and 10 per cent.

Skates and Hockey Sticks.

Starr skates, 37½ per cent.
Boker, hockey, 30c upwards; spring
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

Shovels and Spades.

Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.

Scoops.

Grade 1, 2, 3, 50 and 5 per cent. off.
Grade 4, 50 per cent. off.

Squares.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

Snaps.

Harness, 25 per cent.

Soldering Irons.

Base, per lb., 28 cents.

Stamped Ware.

Plain, 75 and 12½ per cent.
Retinned, 75 and 5 per cent.
Tinners' trimmings, 75 and 5 p.c.

Sap Spouts.

Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00

Staples.

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	0 12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

Stable Fittings.

Dennis Wire & Iron Co., 33 1-3 p.c.

Stove Boards.

Lithographed, 60 and 10.

Stovepipes.

5 and 6 inch, per 100 lengths	7 62
7 inch, per 100 lengths	8 18

Nestable, 40 per cent.

Stovepipe Elbows.

5 and 6-inch, common, per doz.	1 22
7-inch, per doz.	1 35

Polished, 15c per dozen extra.
Thimbles, 70 per cent.

Stocks and Dies.

No. 20 Beaver Die Stock	18 75

Stones—Oil and Scythe.

Washita	per lb.	0 25 0 37
Hindostan	"	0 06 0 10
" slip	"	0 18 0 20
" Axe	"	0 10
Deer Creek	"	0 10
Deerlick	"	0 25
" Axe	"	0 15
Lily white	"	0 42
Arkansas	"	1 50
Water-of-Ayr	"	0 10
Scythe	per gross	3 50 5 00

Tacks, Brads, Etc.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

Tape Lines.

Universal, ass skin, No. 714, 66 ft., doz.	3 60
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 254, 66 ft., each	3 50
Chesterman's linen, No. 1823, 66 ft. each	1 10
Chesterman's Metallic, No. 1821	1 95
" Steel, No. 1840, 50 ft.	

Trowels.

Disston's, 10 per cent.	

Thermometers.

Tin case and dairy, 75 to 75 and 10 p.c.	

Tinners' Snips.

Discount 35 per cent.

Tinners' Trimmings.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

Traps (Steel Game).

Newhouse, 30 per cent.	
Hawley & Norton, 40, 10 and 5 p.c.	
Victor, 60 and 5 per cent.	
Oneida Jump (Star), 50, 10 and 5 p.c.	

Traps (Rat and Mouse)	Doz.
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

Vises.

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

Washing Machines.

New Ontario	41 25
Round, re-acting, per doz.	51 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

Wringers.

Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

Wheelbarrows.

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

Whiffletrees.

Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

Wood Handles.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent.

Wrenches.

Agricultural, 67½ per cent.

Wrought Iron Washers.

Canadian, 50 per cent.

WE WANT A MAN

of good character, in each city, town and village in Canada, where we are not already represented, to act as our

SPECIAL CIRCULATION REPRESENTATIVE.

Work is dignified and educative. Previous experience unnecessary. Duties at first need not interfere with your present employment.

WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT FOR LIFE.

If you are making less than $100.00 a month, and are trustworthy and ambitious to learn and become competent to handle our business in your vicinity, write us at once for full particulars.

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COPALLINE

For use on anything that needs varnish.

The best varnish for general purposes that fifty years of experience can produce.

The only thing it won't stay on is your shelves.

In lithographed cans of assorted sizes. Ten gallons to the case.

R. C. Jamieson & Co., Limited

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MOORE'S MURESCO—The Best Wall Finish.
MOORE'S SANIFLAT—A Washable Flat Oil Paint.
MOORE'S T-45—An all-round Interior Varnish.
MOORE'S HOUSE COLORS—A Pure Linseed Oil Paint.

Write us for color card and prices.

Benjamin Moore & Co., Limited
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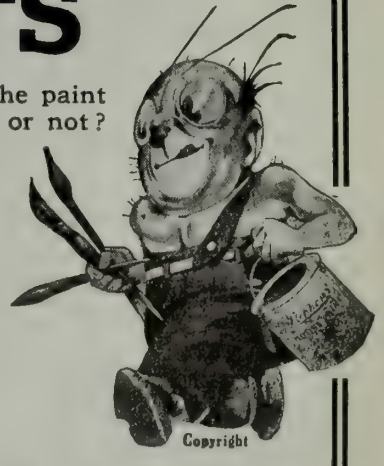
NEW YORK CHICAGO CLEVELAND

It's RESULTS That Count

"Stephens" Barn Paint is unsurpassed
The best on earth—its widely classed,
Manitoba Oil and Colors rare,
Make it a Paint beyond compare.

Stephens

BARN, ROOF AND ELEVATOR PAINTS



Have you ever stopped to think whether the paint you handle is increasing your paint trade or not? The dealer who sells **Stephens Barn, Roof and Elevator Paints** can absolutely rely upon them to give a trade-winning satisfaction. We are receiving many repeat orders from all railroads and by all leading Elevator Companies throughout the West for their buildings.

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It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

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FOR SALE—2 500 CANDLE POWER INCANdescent arc lights, first-class condition; cost $19.00 each, will sell for $10.00 each. Binns' Hardware, Newmarket. (21)

FOR SALE—ACETYLENE GAS BURNER ½ ft. and ¾ ft., $1.30 doz., post paid. W. Bourque, Sherbrooke, Que. (21)

BUSINESS CHANCES

CENTRAL ALBERTA—GOOD HARDWARE business for sale in one of the best towns, mixed farming and dairying community, stock and fixtures about $5,500, in first class shape, one opposition. Box 648, Hardware and Metal, Toronto. (11tf)

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

HARDWARE BUSINESS FOR SALE IN live town of 1,500 in Saskatchewan, on main line of C.P.R. Stock and fixtures, including shop tools, $12,000.00. Turnover last year $52,000; net profits over $6,000. Building is 130 x 20 ft., with basement. Can rent for $55.00 per month. Reason for selling, poor health. Box 663, Hardware and Metal, Toronto. (23)

FOR SALE

HARDWARE, TIN AND FURNACE BUSIness in Toronto. Snap, $5,000. Turnover, $12,000. Box 671, Hardware and Metal, Toronto. (21)

THE PURVIS BROS. STORE AND STORE houses—centre of town. No stock. Suitable for wholesale or retail. Immediate possession. Apply to D. Purvis, Box 23. North Bay, Ont. (22)

FOR SALE—HARDWARE AND FURNIture business on Goose Lake line, Sask. New store and new stock. Stock fifteen thousand dollars. Yearly profits $6,500 to $7,000. Box 670, Hardware & Metal, Toronto. 24

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 15 cents postpaid, or two sets for 25c while they last. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

SITUATIONS WANTED

HARDWAREMAN REQUIRES POSITION. At liberty after June 15th. Nine years' Western experience, wholesale and retail. Road job preferred. Box 670. Hardware and Metal, Toronto. (23)

HARDWARE SALESMAN DESIROUS OF making a change—good stock-keeper, salesman and window dresser; over seven years' experience; good references; age 25 years. Apply Chas. Byford, Newmarket P.O., Ont. (22)

TRAVELLER HAVING PROVED HIS ABILity by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668. Hardware and Metal, Toronto. 18—21t

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CHEAPEST PRINTING ON EARTH—BOOKlets, Catalogues, Price List, Handbills, and any other fine Printing for the Hardware trade at fiercely competitive prices. Russell Smart, 40n, Chancery Lane, London, England. (15tf)

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white card marked 25c, 50c, 75c, $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set 25 cents postpaid. Technical Book Dept., 143 University Avenue, Toronto. (tf)

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ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

SITUATIONS VACANT

WANTED—MANAGER, FOR RETAIL DEpartment, by old established wholesale and retail hardware house. Reply by letter to Box 675, Hardware and Metal. Montreal. 19TF

WANTED—ONE OR TWO FIRST-CLASS hardware clerks. Will pay good wages to experienced and reliable men. Apply, giving references, etc., to Saskatoon Hardware Co., Saskatoon, Sask. (24)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED—AN ACTIVE AND PROGRESSIVE man to take the entire charge of city hardware on the Pacific Coast, must have from 8 to 10,000 to invest, a permanent position, and remunerative salary in connection. Proposition will stand full investigation; turnover $100,000. Box 678, Hardware and Metal, Toronto. (21)

Interested ?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches
All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal
MONTREAL TORONTO WINNIPEG

Look For This Trade Mark Then Buy The "White" Mop Wringer









WHITE MOP WRINGER CO.
FULTONVILLE, N.Y.

High Quality Screen Goods

Wabash Screen Doors and Windows are acknowledged to be the Highest Quality Screen Goods made.

Their construction is of the strongest.

Only well seasoned and kiln-dried lumber is used.

The durable black wire cloth is stretched by machinery:—Drumhead Fight.

We carry a large stock and can ship promptly. Write for illustrated circular and price list.

THE WINNIPEG PAINT AND GLASS CO. LIMITED
EVERYTHING FOR A BUILDING

WINNIPEG EDMONTON

NEW ERA PAINT

IS THE ENSURANCE OF PAINT SATISFACTION

This paint has lasting qualities that are greater than many highpriced paints.

It cannot be excelled as a surface cover and will resist all extremes of the weather.

A trial will be most convincing. Try it.

New Era Paint is absolutely guaranteed.



Standard Paint and Varnish Co., Ltd.
Windsor, Ontario



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.,

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

AN IDEAL BUNGALOW at $3,500

Those people who have ever erected houses only to find in the end that their plans were unsuitable and expenditures beyond the estimates, will be interested in an important task which MACLEAN'S MAGAZINE has undertaken in presenting an ideal type of bungalow which may be erected at a cost of about $3,600. A great many different styles were considered, but in the June number of the Magazine what is considered as the ideal style is presented together with exterior and interior illustrations, an architect's plan of the floors and a descriptive article. It is likely that many of these bungalows will be erected in Canada. Beyond question the style is most striking and it would appear inexpensive.

Paint Knowledge

and knowledge of paint cannot be obtained promiscuously or in a short time. It takes years of experience to *really know* paints so it will pay you to remember, that in offering you an agency for

RAMSAY'S PAINTS

we are offering you the result of seventy years experience, and knowledge gained by the close adherence to *one* principle—the making of "the right paint to paint right"

Let us put our agency proposition before you.

A. Ramsay & Son Co., Montreal

Paint Makers since '42

Western Distributors:—

A. McBride & Co., Limited, Calgary; Revillon Bros., Limited, Edmonton; Bogardus, Wickens, Begg, Limited, Vancouver.



87 Years' Varnish Selling Behind this Dealer's Testimony

The following letter is from a house established 87 years—a house which, in its time, has seen plans for selling varnish for the dealer come and go. When such a house comes out with the statement that the "P & L" Line is the *best* proposition they have ever had from both *quality and selling standpoint*, that means best of not one or two lines but perhaps of almost every line of varnishes on the market. It is your opportunity now to profit by the 87 years' experience of this firm by investigating the Pratt & Lambert Proposition from every standpoint.



Window Trim, P & L Varnishes, Booth & Law Co.

House Established 1825.

THE BOOTH & LAW COMPANY

VARNISHES PAINTS BRUSHES

Office and Salesrooms:
69 Crown Street.
Warehouse
Water and Olive Sts. New Haven, Conn.

Lyman M. Law, President
Walter B. Law, Vice-President
J. Harold Law, Secretary
Charles Weiss, Sales Manager

MESSRS. PRATT & LAMBERT Dec. 1st, 1911

Gentlemen: We want to say that your line is the **best** proposition we have ever had, from **both quality and selling** standpoint. Our future efforts, we can assure you, will be **centered** on the P & L Line.

Thanking you for your kind co-operation, we are,
Respectfully yours,
THE BOOTH & LAW COMPANY

There is no reason why you cannot duplicate the success of this and other Pratt & Lambert Dealers in all parts of the United States and Canada. Pratt & Lambert advertising is creating the same kind of a varnish selling demand. This Spring this demand should be greater than ever, owing to the tremendous Pratt & Lambert Spring Advertising Campaign. Do not let this Spring go by without at least investigating what we can offer you in increased varnish sales and profits.

WRITE NOW FOR P & L DEALERS' PROPOSITION

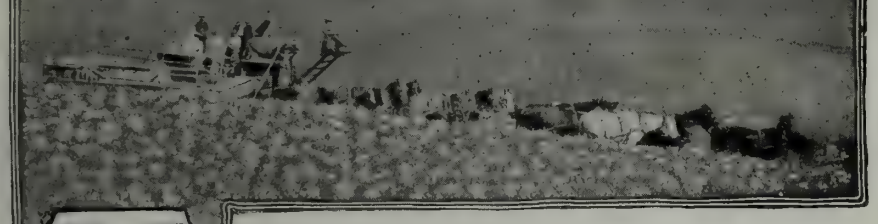
PRATT & LAMBERT-Inc.

VARNISH MAKERS, 24 COURTWRIGHT STREET, BRIDGEBURG, ONTARIO

FACTORIES:— BRIDGEBURG, CANADA NEW YORK BUFFALO CHICAGO LONDON PARIS HAMBURG

The use of an absolutely pure Linseed Oil in the manufacture of paints and varnishes is all-important. In order to obtain an oil of such purity, The Sherwin-Williams Co. manufactures its own.

THE BEST SEED



THE selection of Flax-Seed is of first importance in the manufacture of pure Linseed Oil. We use nothing but the Choicest Seed, cleaned and recleaned, eliminating the foreign substances.

THE BEST OIL



WE are, in consequence of our exclusive "Screw Press Process" of crushing the seed, our methods of filtration and ageing, able to produce a Linseed Oil of guaranteed quality. It is *this* Oil which forms the foundation of S-W Prepared Paints and Varnishes, making them much appreciated by Dealer and Consumer alike.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.
OFFICES AND WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.

The Discount Discounts The Terms

Glidden

Discounts

Don't be deceived by the salesman who talks terms instead of discounts.

Ask yourself this question:

Isn't the argument that some salesmen make of long terms after all a cheap argument?

Remember, eventually you pay the bill.

N. B.

Never turn a Glidden salesman away. He talks Discounts—and Discounts make profits.

UNDOUBTEDLY you can get longer terms from other varnish houses, but you can't get as good a discount, and *the discount discounts the terms.*

Read that sentence again and think it over.

If profits are what you are looking for, you must get the discount or you are cheating yourself. Could any terms you ever heard of—two months, three months, six months, or seven years induce you to cheat yourself?

That Glidden discounts are the best, *you* can demonstrate. That Glidden Green Label Varnishes, Endurance Wood Stains and Endurance Colorspar are the best, *we* can demonstrate.

That Green Label Varnishes, Stains and Specialties are most profitable to you, your customers will demonstrate.

Let us send you full particulars of our unequaled proposition to the trade.

The Glidden Varnish Company

Factories:
Toronto, Canada
Cleveland, Ohio

Branches:
London, Chicago
New York

GREATER SALES-GREATER-SATISFACTION-GREATER—PROFIT



It is the quality the manufacturer puts into his paint that gives the greater satisfaction — that makes greater sales possible, and returns the greater profits to the paint dealer. The dealer who handles

Martin-Senour Paint
100% Pure

finds his business growing as a result of the presence of the quality of *lasting service, non-fading color, luster, free flowing, surface covering capacity* put into paint by its makers. If you want the greater sales and the greater profits that come as a reward for greater satisfaction, sell Martin-Senour Paints. Don't put off writing for the agency

THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paint

Montreal **Chicago** **Winnipeg**

Do You Do Business Near The Water?

In other words, is there any boating or sailing done in your vicinity?

If there is, your customers will be needing varnish. This is what we want to talk to you about.

DOUGALL MARINE VARNISH is different from any other varnish made. It is prepared from a special formula, and contains ingredients which make it the most desirable for use on boats. It is very hard wearing. The sun will not blister it, it will not crack or peel, spray or wind will not affect it, and it will not turn white.



If you want your customers to get the very best obtainable recommend DOUGALL VARNISH.

Tell them that it is

THE VARNISH THAT LASTS LONGEST

THE DOUGALL VARNISH COMPANY, Limited

305 Manufacturers Street, - Montreal

J. S. N. DOUGALL, President — Associated with MURPHY VARNISH CO., U.S.A.

Sterling Prepared Paints

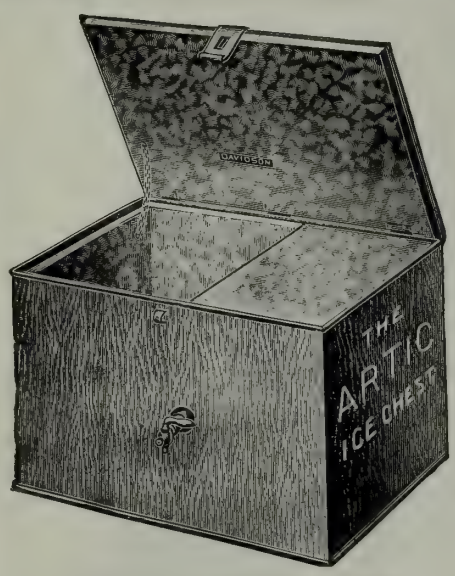
OUR BEST SELLING HELP IS THE QUALITY

It's the reasonable price that interests your customer, and the contents of the can that holds his trade.

CANADIAN OIL COMPANIES, LIMITED

TORONTO

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA



MADE IN THREE SIZES

"ARTIC"

No. 20—19 x 13¼ x 13¼
" 30—23 x 16 x 16
" 40—27 x 19¼ x 19¼

"POLAR"

A cheaper line with single walls
TWO SIZES

Small—20¾ x 14⅜ x 14⅜
Large—28 x 16½ x 16½

The "Artic" Ice Chest

Portable, Handy and Compact

Refrigerator

MADE ON SCIENTIFIC PRINCIPLES

Double walls of galvanized iron. Japanned in oak. Separate chamber for ice, with nickel-plated tap for the drip water.

The most suitable refrigerator for yachting and picnic parties, summer residences, bachelors' quarters, camping, etc. A positive boon in the sick room. Perishable requisites for the invalid can be kept close at hand—sweet and fresh at *all times.*

PRICES ON APPLICATION

The Thos. Davidson Mfg. Co., Limited

MONTREAL TORONTO WINNIPEG

TRADE MARK
KEYSTONE
BRAND
REGISTERED

Through a little effort at advertising and a big effort at producing the best article that skilled mechanics and A-1 materials could produce, our

Klondike and Jubilee Brooms

have become known as the most reliable in the market. Just now we are devoting special attention to **perfecting the handles** of these lines by a new system of polishing—making them **"smooth as glass"** Try a sample lot, you'll be delighted.

Manufactured by

Stevens-Hepner Co., Limited
PORT ELGIN - ONTARIO

If you want Strictly Pure Turpentine at the right price, get our quotation before placing your order.

TURPENTINE PRODUCERS' AGENCY

Independent Distributors

Office, 140 Victoria St. **Phones:**
Warehouse, Macdonell Ave. **Main 4391**
C.P.R. & G.T.R. Sidings **Park 2781**



For Finishing Floors—and Nothing Else



For use on any kind of floor—old or new, painted or unpainted, stained or unstained—the one best floor finish is

TRADE
ELASTICA
MARK

FLOOR FINISH

It dries hard over night, and gives a beautiful, permanent lustre that is waterproof, marproof, and will not heel-mark.

Equally effective for finishing and preserving oilcloth or linoleum.

Feature this well-known line and reap the benefit of our remarkably forceful consumer publicity.

Every can contains full Imperial Measure.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

Canadian Factory of Standard Varnish Works

NEW YORK CHICAGO LONDON
BERLIN BRUSSELS MELBOURNE

Largest in the world and first to establish definite standards of quality

L27



No Dirt
Can Lodge
in the
"All-Metal"

The Way to Satisfy Customers

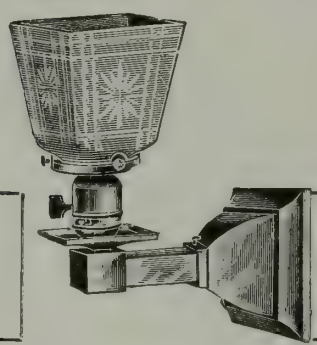
There are several ways to attract people to your store, but there is only one way to make regular customers of them, and that is by selling them only satisfaction-giving goods.

MEAKINS' SANITARY WASHBOARDS

are the masterpieces of washboard making. Made of one piece, of all metal and have no joints or wooden parts in which to hold the dirt to breed disease, therefore they are sanitary. **Meakins Sanitary Washboards** will appeal to every woman on their merit alone.

Get prices to-day.

MEAKINS & SONS, HAMILTON, ONTARIO



We carry a large stock of Tungsten Metal Filament Lamps, also Carbon Lamps, and a general line of Gas and Electric Fixtures and Glassware.

The Rochester Lamp Co.

120 Church St., TORONTO

If you want to handle

WIRE NAILS

of superior quality, consult us at once.



We are in a position to meet every requirement, as we have the latest machinery which turns out perfect nails—these nails are guaranteed to be full weight.

For baling purposes, we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

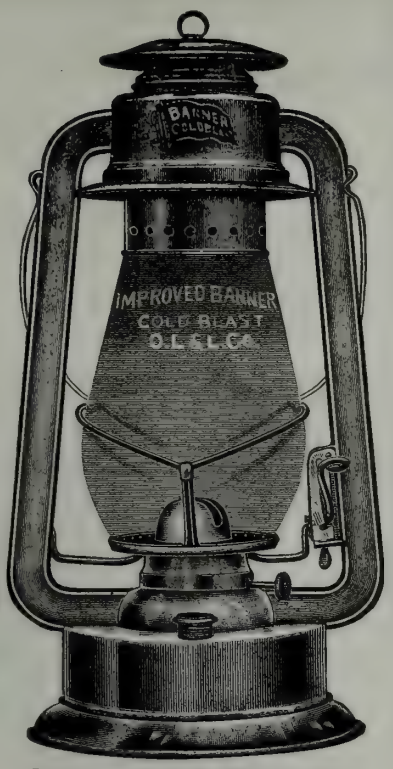
SEND US A TRIAL ORDER

THE LAIDLAW BALE-TIE COMPANY, LIMITED,
HAMILTON - ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

BANNER
TRADE MARK.

WE SUSTAIN YOUR GUARANTEE



Use it freely in selling

"BANNER" COLD BLAST LANTERNS

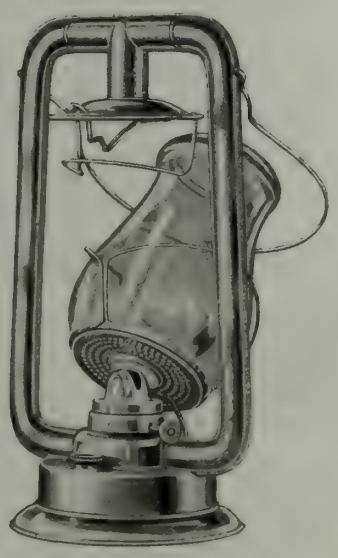
Every duty that a lantern can perform is done by the BANNER a little better than by any other kind, and—

It costs no more than the inferior lantern.

"CLIMAX" TILT LANTERNS

Hot Blast or Tubular Lantern

Carries the same careful workmanship and attention to detail that is found in the higher priced article. An exceptionally good lantern at a low price.



Ontario Lantern & Lamp Co.
LIMITED

Hamilton - - Ontario

Branches:

MONTREAL, P.Q.,
30 St. Dizier Street

WINNIPEG, MAN.,
56 Albert Street



The best varnish advertising you can put inside your store is this Berry Label.

It is the one label that the buying public KNOWS at sight.

It is the one that looms large in the pages of the leading magazines.

Wherever we advertise the varnish we show the label.

It has a trade-mark value that makes every Berry Can on any dealer's shelves a quick index to the high-quality standard of the store.

You can't put any better advertising than that in your store.

Berry Brothers' Business Builders

The Big-4 with which every dealer can most easily satisfy the quality-demands of his trade.

TRADE LIQUID GRANITE MARK
For finishing floors in the most durable manner possible.

WOOD LUXEBERRY FINISH
For the finest rubbed or polished finish on interior woodwork.

ELASTIC INTERIOR FINISH
For interior wood-work exposed to severe wear and finished in the full gloss.

ELASTIC OUTSIDE FINISH
For front doors and all other surfaces exposed to the weather

Berry Brothers, Ltd.

The World's Largest Varnish Makers
WALKERVILLE, ONT.

The "IDEAL" LAWN FENCE

"An Attractive FENCE Which Pays An Attractive PROFIT"

The Ideal Fence appeals to the public because it is neat and ornamental, very strong and not expensive. Has a close mesh which keeps chickens and small animals out of the yard.

The Ideal Fence not only affords protection to the lawn, but adds greatly to the appearance of any place in which it is erected.

One very important feature about Ideal Lawn Fence is that it is made of No. 9 hard steel evenly galvanized wire. No soft or cabled wire is used, so that when once erected it does not stretch, but maintains its original appearance without bagging or sagging.

This fence can be put up quickly, and at a small cost, by anyone, and will accomplish the same result of efficiency and appearance as an iron fence costing many times as much.

Write for our catalogue and prices now and catch the Spring trade.

THE

McGregor, Banwell Fence Co., Limited

WALKERVILLE, ONTARIO

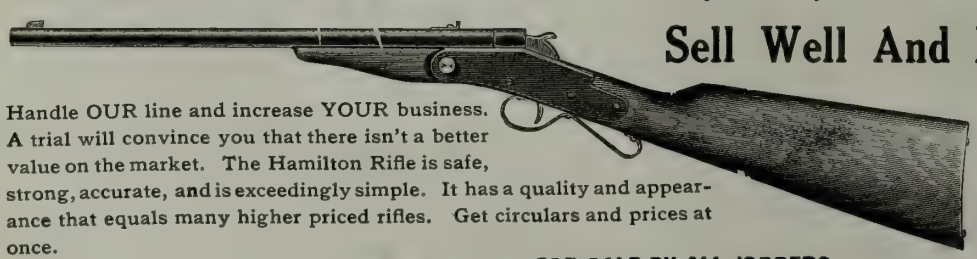


SIMONDS SAWS ARE THE BEST

Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

HAMILTON (22 Calibre) RIFLES



Sell Well And Bring Good Profits

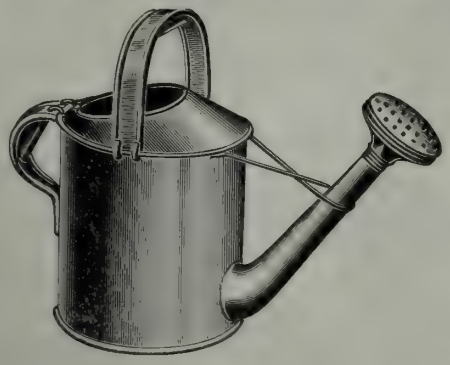
Handle OUR line and increase YOUR business. A trial will convince you that there isn't a better value on the market. The Hamilton Rifle is safe, strong, accurate, and is exceedingly simple. It has a quality and appearance that equals many higher priced rifles. Get circulars and prices at once.

We began manufacturing these rifles with the aim to build our business on their reputation and we have more than succeeded. The old as well as the young have always been highly pleased with the "HAMILTON" Rifle Service.

FOR SALE BY ALL JOBBERS

C. J. HAMILTON & SON, PLYMOUTH, MICHIGAN

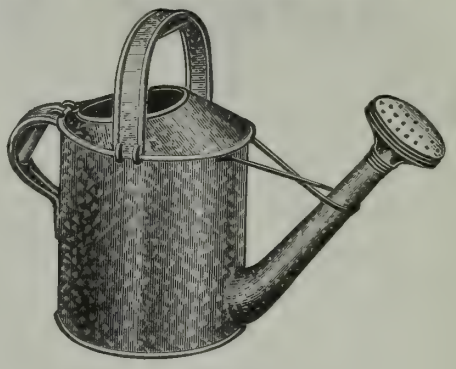
PLAIN, JAPANNED AND GALVANIZED SPRINKLERS



UNDISPUTED LEADERS FOR 1912

Large Sprinkler Roses, attached to cans by a *thread, so they cannot drop off.* Oval Filler Opening, Reinforced Pressed Spouts.

Have you our "SUMMER SALESMAN"? If not, ask for it



Quarts	1	2	3	6	10	14	16
Diam. ins.	4½	5⅜	6¼	7	8½	8¾	9¼

IF YOU HAVE NOT ALREADY ORDERED FROM US, DO SO NOW

E. T. WRIGHT & CO., (H. G. WRIGHT) - - **Hamilton, Canada**

Agencies at Vancouver, Winnipeg and Toronto



WANTED—Live Dealers

TO HANDLE OUR COPPER COVERED STEEL CENTRE LIGHTNING ROD

The Oldest Established Business of this kind in Canada.

Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

WRITE TO-DAY FOR SAMPLES AND FULL PARTICULARS

Hamilton Brass Manufacturing Co.

(Successors) Limited

Hamilton, ∴ ∴ Ontario

MAPLE LEAF



"Improved Racer" Cross Cut Saw

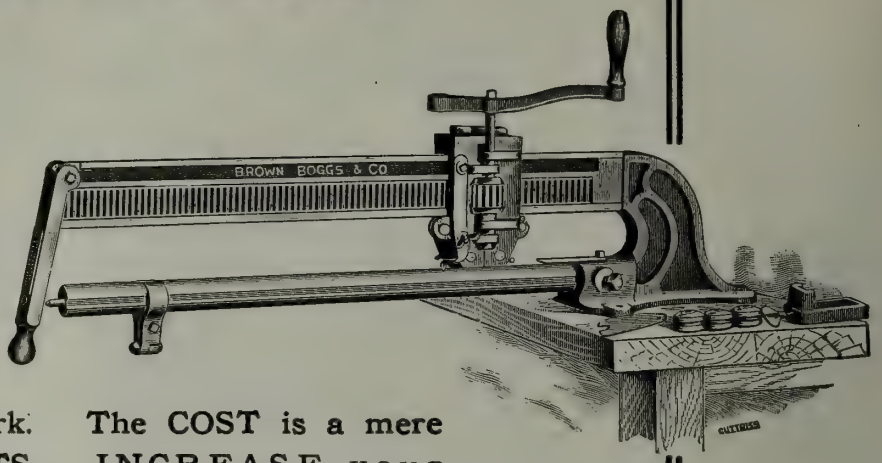
This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

YOUR TIN SHOP



is not complete without a NOYES GROOVER. It will GROOVE the work and close the seam down in one operation. It is good for INSIDE or OUTSIDE seaming. The standard size has been 32 in. long. We are also making the "NOYES" for 36 in. work. The COST is a mere trifle compared with RESULTS. INCREASE your PROFITS by adding one of these machines to your equipment.

The Brown-Boggs Company, Limited

HAMILTON, CANADA

Tinsmiths' Tools, Presses, Dies, Sheet Metal Workers' Tools, Canning Machinery

PATENT

LEAD HEAD



Roofing NAILS

Wherever Corrugated Iron is used these are wanted.

Galvd. Cone Head Roofing Nails and Washers, Galvd. Hoop Iron or Steel, Galvd. Plates, Bars, Angles.

LEAD COATED SHEETS AND HOOP IRON

McHUTCHEON & CO.,

82-94 Lancefield St., Glasgow

Not an Enterprise for the "Quitter"

"If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom

"He must know before he begins it that he must spend money—lots of it.

"Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

"Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

SHEET COPPER

Prompt Shipment

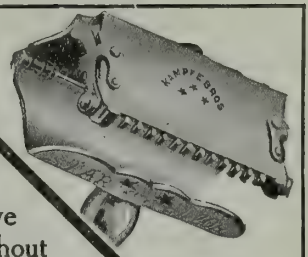
Stock or Import

B. & S. H. Thompson & Co.

LIMITED

MONTREAL, QUE.

STAR
Safety Razor

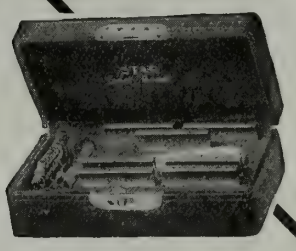


The only safety with a barber's blade. It will give satisfaction for years without additional cost.

We are receiving many inquiries from Canada for STAR goods. We give these to our dealers whenever possible. Our national advertising is making the demand greater daily.

Many dealers are dressing their windows with STAR goods and display matter. It draws to their stores the purchasers of STARS created by our advertising. Are you one of these dealers?

Write us for display matter of all kinds and for 1912 Catalog of



STAR Safety Razors
STAR Shaving Brushes
STAR Diagonal Grooved Strops
STAR Automatic Stropping Machines
STAR Safety Corn Razors

Your jobber will supply you

Kampfe Bros.
12-14 Reade Street
NEW YORK CITY

"Absolute Quality"

is a thing to be considered when buying axe handles.

STILL'S
AXE HANDLES

are now specified by leading hardwaremen who have given them a trial.

"Still's" Handles have been time-tried, and have not been found lacking in quality or durability.

The selection of the wood is made by skilled workmen—men who know their business.

Before placing your order, write us.

J. H. STILL MFG. CO., Ltd.

ST. THOMAS, - ONT.

American
Sickle Grinder

Sells on sight to FARM TRADE.

This grinder is of the Enclosed Machine-Cut Gear Type and is especially adapted for all kinds of grinding, such as Plow Points, Axes, Scythes, Sickles, etc.

The selling price will appeal to the farmer, the profits will appeal to you.

Every Grinder is guaranteed.

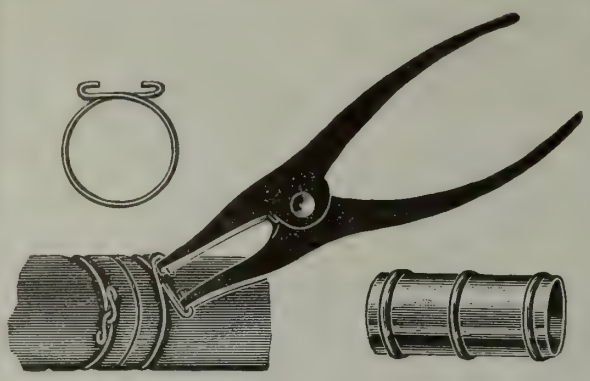
No. 4



Write for Circulars and Prices NOW.

American Grinder Mfg. Co.
Milwaukee, Wis., U.S.A.

Merchants Hardware Specialties Co., Ltd., Calgary, Alta., (Agents for Western Canada.)



MONARCH HOSE MENDER

(HUDSON PATTERN)

Simplest and Best on the Market for Repairing Garden Hose.

Packed in paste-board boxes, each containing 1 pair pliers nicely japanned, 6 brass mending tubes, and 20 brass wire bands. 1 gross in a case. Weight per case, 100 pounds.

JOBBERS—Write for prices on this good seller. We will give exclusive selling rights to one jobber in each province.

Monarch Hardware Company

Buffalo, New York, U.S.A.

STANDARD CHAIN COMPANY



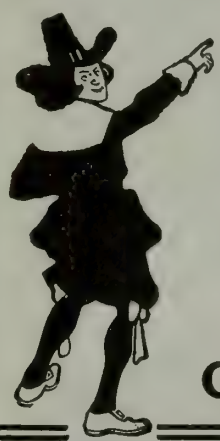
COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL



HINGES, BUTTS, HASPS, ETC. and BUILDERS' HARDWARE

With a Long Retained Reputation for High Quality

It is the best policy to supply your builder trade with the highest grade hardware. Nothing but quality will bring repeat orders.

Our hardware is the best that can be made and is absolutely guaranteed.

Write for Catalogue

COWAN & BRITTON, GANANOQUE, ONT.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
Ontario—Baines & Peckover, Toronto
Manitoba — Bissett & Loucks, Limited, Winnipeg

Reliable QUALITY

"MILL"

FILES OF QUALITY

That Assure RE-ORDERS

To make certain of re-orders you must sell files that completely satisfy the most critical of users.

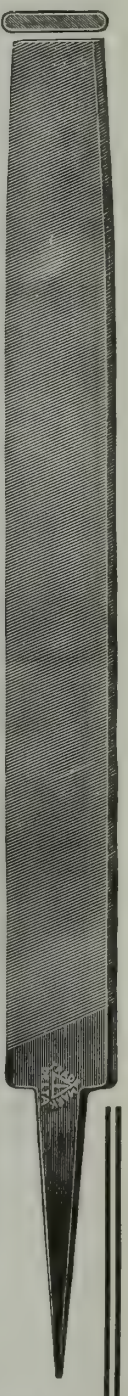
The "Delta" Mill File has been on the market for years and has never failed to give satisfactory results.

Do Not Take Our Word For It.

Send us a trial order—put the files to a comparative test—that's the way to be convinced as to their quality and durability. If unsatisfactory return at our expense.

Our mill files have reached the highest point in file quality and **are drawing trade for other dealers** — why not investigate.

Write for description circulars and prices



TRADE MARK
DELTA

DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:
H S Howland, Sons & Co., Toronto; Stark, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax.



Learn wisdom by the follies of others

Many dealers dazzled by the prospect of a big first profit recommend a certain article regardless as to whether or not that article will give a customer the greatest possible satisfaction.

This short-sightedness has proved fatal to many a dealer. Unless a customer is thoroughly satisfied, your chances for his future trade are small; but the greater his satisfaction the surer you are of his steady trade.

It's the cumulative value of a sale that counts—that's why.

It pays to sell the FORD

Auger Bit in preference to all others. It gives **maximum** satisfaction every time in every way. Your profit may not be quite as large on the first sale —**but sure repeat sales** will boost the total profit way over and above **that** obtained by "One time—large profit" sales.

If you, Mr. Dealer, are following on this latter plan in your Auger Bit trade, just try pushing the **Ford**, and note carefully the result. It will convert the occasional buyer into a steady customer and make every buyer a satisfied customer.

Dealers who have tried this know it to be a fact. Will you be the next?

Write us for catalog and circulars.

FORD AUGER BIT CO.,
Holyoke, Mass.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

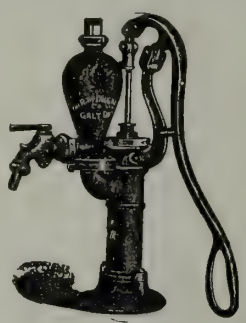
43 EXCHANGE PLACE

NEW YORK CITY

Make Money From Good Pumps—Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

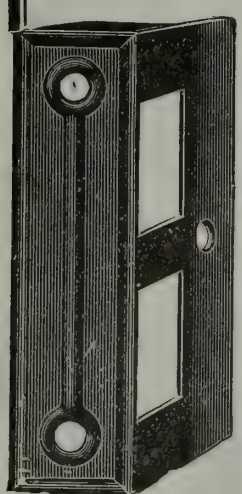
All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., LIMITED
GALT, CANADA

STOCK
"PEERLESS"
ORNAMENTAL FENCING
It pays good profits



Durability - Service

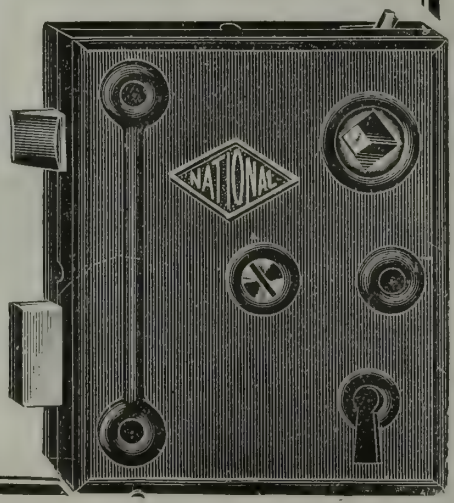


These two essentials of a really satisfactory lock are combined with others in

NATIONAL STEEL RIM LOCKS

The locking mechanism is entirely pivoted on a central pin, and is simple in the extreme—a great advantage over other styles.

For strength and fine finish our locks are unequalled.



Write for particulars to

NATIONAL HARDWARE CO., Limited
ORILLIA, ONT.
CANADA

Utility and Elegance

Are Notable Features of our

HIGH-GRADE URNS



Suitable for Hotels, Restaurants and Cafes. Great care is taken in their design. so that the finished product is besides an efficient heating appliance an artistic addition to the furnishing of the room in which it is placed. The satisfaction of our customers is the best proof of our claim that our urns are the most satisfactory obtainable.

THE BUFFALO MFG. CO., Buffalo, N.Y.

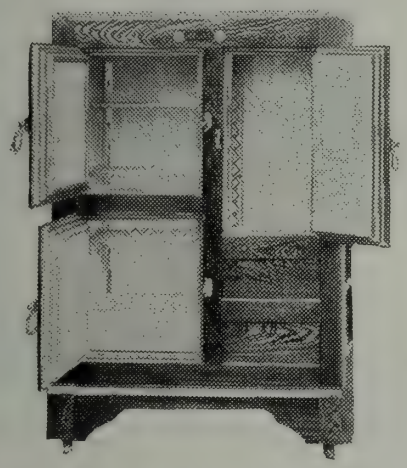
Canadian Representatives
H. F. McIntosh & Co.
28 Toronto St., Toronto

NOW Is The Time

that every progressive dealer should stock refrigerators. But when doing so he has to select a trade-winner that produces a reliable profit.

You cannot get better results than those produced by the

"BARNET" Refrigerator



Contains Many Good Selling Points

This is a refrigerator that has strictly up-to-date features — a refrigerator that has been endorsed by experts. It has been subjected to every practical test, and we know that it is the choice of those who want the best.

Other dealers are reaping splendid profits—why don't you? Investigate at once.

Write us to-day for catalogue. Study it. Then you will realize **"BARNET" superiority.**

The Barnet Manufacturing Co.

LIMITED

Renfrew, Ont.

This is to remind you

that all the machine shops, woodworking plants, laundries, printing plants, etc., in your town are continually buying

Leather Belting

and we yould suggest that YOU get after YOUR share of this business, Mr. Hardwareman, by handling our widely advertised brands of

The Belting "Which Costs Less Per Day of Service"

"Climax" "Reliance" "Amphibia"

(WATERPROOF)

Better write us about a stock while the idea is fresh in your mind.

Sadler & Haworth

Tanners and Manufacturers

MONTREAL
511 William St.

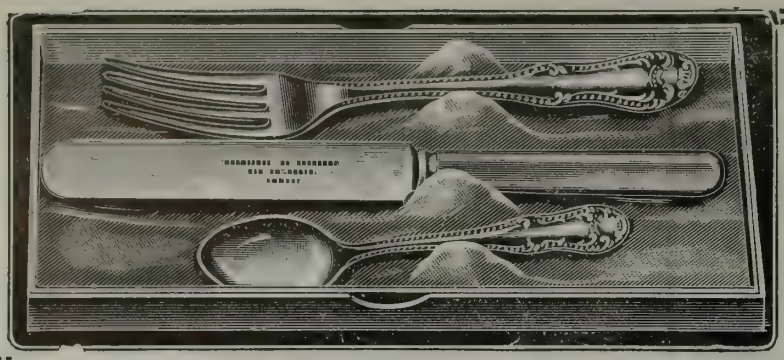
TORONTO
27 Melinda St.

ST. JOHN, N.B.
89 Prince William St.

VANCOUVER
217 Columbia Ave.

WINNIPEG
244 Princess Street

For over 30 years the makers of the best leather belts



Just the Thing for Gift Hunters

These three pieces in a neat satin-lined box, are the very thing you should handle as they are certain to attract the attention of gift hunters.

This ware is heavily plated with pure silver. It is very artistic and durable and makes an excellent set for a child.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Ont.

AGENTS:—J. Mackay Rose, 88 McGill St., Montreal; N. F GUNDY, 61 Albert St., Toronto; David Philip, 291 Portage Ave., Winnipeg
Benj. Rogers, Charlottetown, P.E.I.

Get Our Prices and Get to Thinking, That Is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.





YOUR sales will be materially increased by handling the Aylmer Metallic Ring Sprayer, the best hand pump made in Canada. No soft packing to give you trouble, a pump that gives perfect satisfaction to your customer in every instance.

Write for Prices and Discounts.

The Aylmer Pump & Scale Co., Limited

AYLMER, : : ONTARIO

Chances for Business

In these days of prosperity large public buildings are constantly being planned in all parts of the country.

These are your chances for getting business.

Good air is a necessity in all buildings, but more especially in those built for public use.

The best way to get good air is by the use of our

J. W. HARRIS Ventilators



They have been tried all over Canada, and have never failed to give complete satisfaction.

St. John, N. B., February 8th, 1909

J.W. Harris Mfg. Co., Ltd.,
Montreal

Gentlemen:

We have had no complaints from any of our customers regarding your "J. W. HARRIS ROTARY VENTILATORS" we purchased from your Company.

Yours truly,
J. E. Wilson, Limited

Write us for terms

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal



There's a Big Demand Among Miners and Sportsmen

for a lamp that gives high lighting efficiency at low cost and that will stand up under long hard service with minimum of breakage or loss of parts.

Maple City Acetylene Lamps

fill this demand. They have many strong selling features to be found in no other acetylene lamps and every lamp is thoroughly guaranteed. Our broad advertising campaign is creating a specific demand for Maple City Lamps that you can easily turn to profits. *Write to-day for our special Selling Proposition.*

MAPLE CITY MANUFACTURING CO.

MONMOUTH, ILLINOIS, U. S. A.



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Plumbers and other mechanics **will** have

FLUXITE

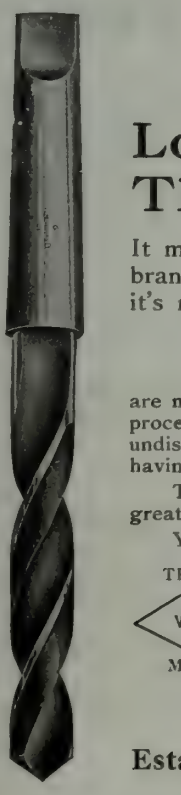
the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use. Easy to sell.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.
Made by the AUTO-CONTROLLER CO., 212 Vienna Rd., Bermondsey, Eng.
General Representatives: SAYWELL'S SALESMEN, 61 Albert Street, Winnipeg.







Long Service Is A Natural Result Of The "Twisted-While-Hot" Process

It must be annoying to the average drill user to have drills made from well-known brands of steel fall down on the job. He wants efficiency and can't get it because it's milled or ground away in the process of manufacture.

"Hercules" High Speed Twisted Drills

are made from a High Percentage Vanadium High Speed Steel under the only "twisted-while-hot" process that retains all the strength of the steel in the finished drill. The grain of the steel is undisturbed, insuring longer edge-holding and greater resistance to the strains of the metals having different degrees of hardness.

The taper shanks, usually one size larger than ordinary, prevent tag troubles and give a greater driving power because the drill fits into the chuck firmly and in the center.

Your jobber will supply them or you can send order direct. Send for Catalog 74-B.

TRADE W&B MARK

Tools of Quality Bear These Marks

TRADE W B MARK

The Whitman & Barnes Mfg. Co.

Established 1854 **ST. CATHARINES, ONT.**

STOCKS CARRIED AT WINNIPEG AND MONTREAL

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



"ONE MINUTE" Washers & Wringers

Imitated in Construction—Unequalled in Quality

This machine will increase your washer profits.
It contains all the qualities that are essential to make it the most satisfactory to both dealer and user.

Communicate with us NOW and get full particulars. It will pay you.

ONE MINUTE WASHER CO., TORONTO

MacKENZIE BROS., Winnipeg, Man., Sask. and Alberta
CANADA STOVE & FURNITURE CO., Montreal



Maxwell's "Blue Belle" Washer

is easily the best of its type. The upper rubbing board revolves in one direction while the tub, with its rubbing surfaces, turns the opposite way, making it wash very fast. Powerful coil springs underneath the tub keep it going with very little effort on the part of the operator. A feature of the "BLUE BELLE" is that there is nothing about it which can possibly tear the clothes. Tub made of Red Cypress and finished in fine style.

DAVID MAXWELL & SONS, ST. MARY'S, Ont.



Open Ring Cow Ties

ELECTRIC SWELL WELD CHAIN



Closed Ring Cow Ties

25% more { WELD STRENGTH WEAR } { MADE IN CANADA AND SOLD BY JOBBERS } 25% more { ORDERS SALES PROFITS }

Made by

Office: BUFFALO, N. Y.

McKinnon Chain Company

Factory: ST. CATHARINES, ONT.

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE 

MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

Iron and Steel

ALL GRADES

M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

TORONTO

We want you to try the

NEW TORREY HONING STROP

We'll send you one absolutely Free—then you can tell your customers how good it is.

WE want you to know how good the New Torrey Honing Strop is. We want you to use one and know by actual experience the perfect shape in which it keeps a razor. Then you can tell your customers that you know the New Torrey Honing Strop is the best on the market—that you have tried it yourself and know what it can do.

Many dealers accepted this offer last season and have built up a good business in these wonderful strops. Now we want every dealer who hasn't already received one of our strops free to write for one at once. Tell us the name of your jobber and we'll send you a strop at once. All you'll have to pay will be the duty.

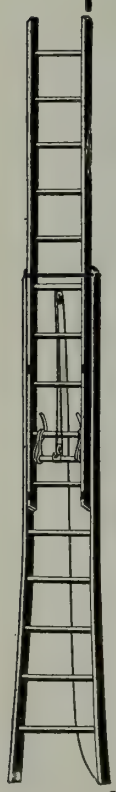
We will also send you our new proposition to dealers. It is worth your serious consideration.

Write for free strop to-day to our home address, Worcester

J. R. TORREY & CO., Dept. F., - - Worcester, Mass.

Sole Canadian Representatives:

HENDERSON & RICHARDSON (Formerly J. A. Henderson), Board of Trade Bldg., Montreal



Common Pulley Extension Ladder

SUITABLE FOR FRUIT PICKING AND GENERAL USE

This Ladder can be instantly taken apart, making two single ladders. The ladder is self hooking and self releasing, is very light and strong, being reinforced with wire cable on the back.

Made of Clear Norway Pine, Malleable Iron Castings, Hardwood Rungs, and nailed together.

STOCK SIZES

20, 24, 26, 28, 30, 32, 36 and 40 ft.

Average Weight, 2¼ lbs. to the Foot

SEND FOR CATALOGUE

McFarlane Ladder Works

158 and 160 River St. :: Toronto, Ont.

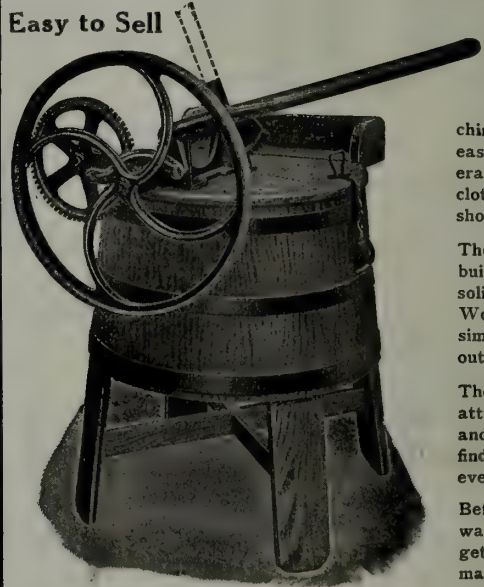
Tel. Main 2038

"THERMO"

The Washer

That makes the Washday Bright

Easy to Sell



Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial, Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices. Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON, CANADA

Edwin Schofield (Eastern Agent), Canadian Express Bldg., Montreal; F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

NOTICE THE TEETH
OF NICHOLSON-MADE FILES

They are all uniform in height. This is one of the features that makes them such rapid cutters. All teeth take hold of the work at once, and then, the steel used in every Nicholson-Made File is made up to our own strict specifications and differs in grade according to the purpose for which different files are to be used. And our machinery is designed especially to make the tooth in different Nicholson-Made Files the best shape for each different purpose.



These are the favorite Nicholson-Made lines in Canada

"American"
"Arcade"
"Great Western"
"Globe"
"Eagle"
"McClellan"
"Kerney & Foot"
"J. B. Smith"

These are the lines that you can stake your reputation upon. Ask your jobber about it.

Nicholson File Co.
Port Hope Ontario

HEADQUARTERS

LAMP BLACKS

Sixty-two Years In Business

Sixty-two years' experience, enabling us by dint of superior quality in building up the largest business of bulk and package Blacks, not only in England and America, but in the world.

In order to be sure of the best and most economical, look for the Red Seal on every package.

Manufacturers of Old Standard, Eagle, Globe and Pyramid Germantown Brands.

WHY BUY THE NEAR BRAND WHEN THE BEST IS PROCURABLE?

LAMP BLACKS

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A

WHY NOT SELL THE DECORATOR STEP LADDER?

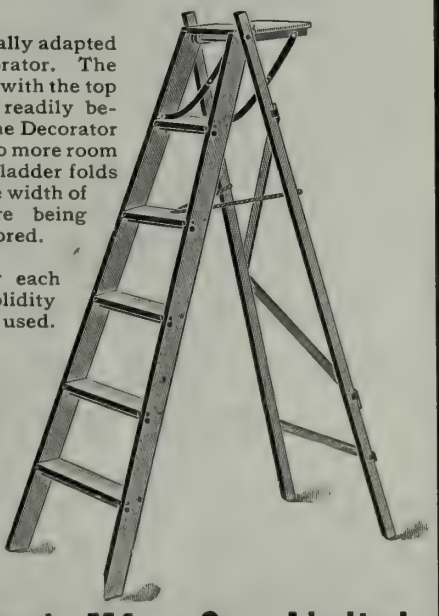
It Pays Good Profits and Gives Satisfaction

This ladder is especially adapted for use by the Decorator. The Shelf is nearly level with the top step and folds down readily between legs so that the Decorator with shelf takes up no more room than without. The ladder folds compactly within the width of the risers, therefore being easily carried or stored.

A rod passes under each step, assuring solidity and the rope lock is used.

Shelf is extra.

Put this ladder in stock at once—The result will surprise you.



Write for complete catalog on ladders.

The Stratford Mfg. Co., Limited
STRATFORD - - CANADA

This Mark is the Ensurance Of LAMPBLACK QUALITY

Consistent High Quality has so increased the demand for our Lampblacks that we have been forced repeatedly to increase the size of our plant. We are now the World's Largest

Manufacturers of Pure Lampblacks, and aim to retain the same good quality as before.

1 lb Germantown Lamp Black

Before placing your next order, write for OUR samples and prices. After this we are confident of your trade. BETTER WRITE NOW.

Wilckes Martin Wilckes Co., New York, N.Y., U.S.A.
Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.



STEP LADDERS
4 TO 12 FEET

The Best Ladder at the price.
Clear Norway pine sides.
Hardwood Steps --- malleable iron clamp.

We also make
Curtain Stretchers, 3 styles.
Tub Stands, Clothes Bars,
Ironing Boards, Etc.

Send for catalogue

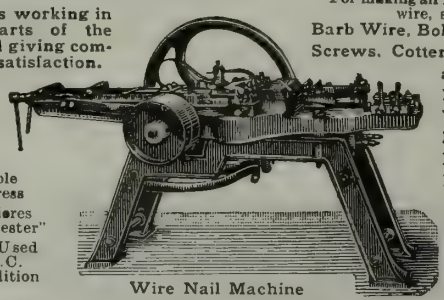
OTTERVILLE MANUFACTURING COMPANY, LIMITED
OTTERVILLE - - ONT.

ED. BRAND

Specialist tn the Wire Trade for 15 years.
472 Moss Lane East
MANCHESTER, ENG.

Plants working in all parts of the world giving complete satisfaction.

Machinery for
Wire Drawing Wire Netting
Wire Cutting Wire Weaving
Wire Testing
AUTOMATIC MACHINES
For making all kinds of articles from wire, such as:
Barb Wire, Bolts, Buckles, Coach Screws, Cotter Pins, Cut Nails and Tacks, Door Mats, Electric Welded Chains, Furniture Springs, Hinges, Hooks, Locks, Nails, Rings, Rivets, Screws, Staples, Wire Nails, Wood Screws, Etc., Etc., Etc.



Wire Nail Machine

Cable Address "Filieres Manchester"
Code Used A.B.C. 5th Edition

Cap Screws, Set Screws, Studs
Special Milled Work
Gold Pressed Nuts

Uniform Product, Accurately Machined

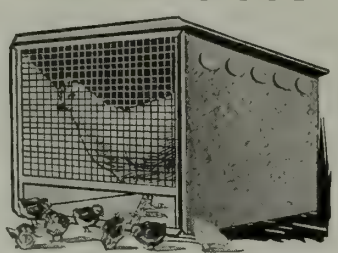
Canada Foundry Company
LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

CUT THIS OUT

Compare This Coop With Others

Storm Front Not Shown



Folds Flat
Roof Slides Back
Perfect Ventilation
Rat, Rain and Vermin Proof
Steel Throughout

SPECIAL INTRODUCTORY OFFER:—To every dealer who sends us this ad. with a One Dollar Bill we will ship at once one Tri-Angle All-Metal Coop. The regular retail price of this coop is $1.90. Money must reach us by June 4, 1912.

This coop displayed in your store will sell six dozen more. And there's a good profit.

The Tri-Angle Manfg. Co., 75 Grand St., Freeport, Ill., U.S.A.

HARDWARE BUILDERS' **SPECIALISTS**

Buyers and Exporters for Hardware, Metal, Heating, Paint and Oil Trades.

STRACHAN, OSWELL & CO.
22 St. Mary Axe, LONDON, E.C.

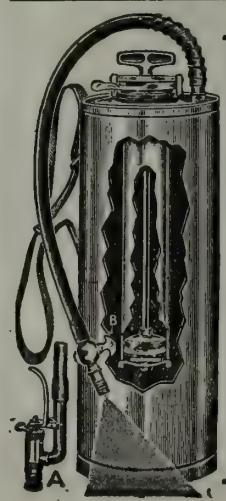
Correspondence Invited.

BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.



The Demand

for Sprayers of all sorts is growing rapidly. We claim to have the best **AUTOMATIC COMPRESSED-AIR SPRAYER** on the market at the price.

It is light, easily handled, does the work quickly and well and is cheap.

It will pay you to have it in stock.

Send for description and prices.

CAVERS BROS., Manufacturers
GALT, ONTARIO

UTICA PLIERS

UTICA PLIERS can be depended upon to DO the work. Each Plier is tested before leaving the factory, and guaranteed to give ABSOLUTE satisfaction.

Any tool bearing the Utica trade mark has our "MONEY BACK IF NOT SATISFACTORY" guarantee behind it.

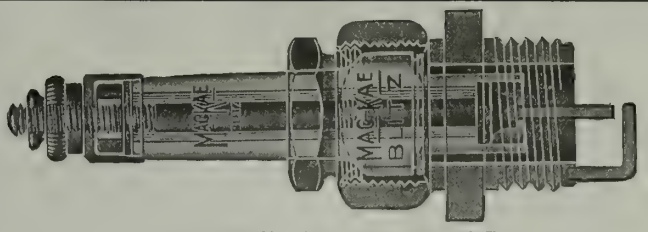
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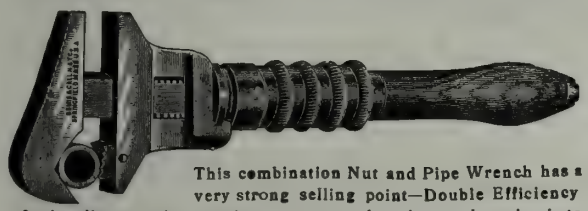
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cannot short circuit; the inner wire, through the porcelain being protected by a mica tube. The porcelains are imported, and the plug in general is assembled of parts of the highest quality throughout. Made in all sizes.

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HANDY

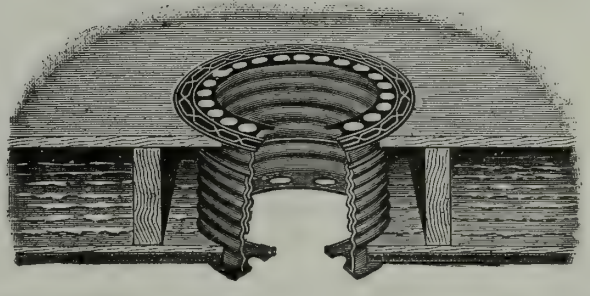


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¼-lb tins—
3 doz. in case.

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PRESTON & MONTREAL

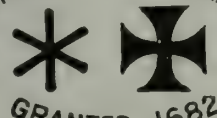
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REGISTERED TRADE MARK



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By seeing that this exact mark is on each blade.

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Battery Zincs, Fuse Wire, Wire Solder

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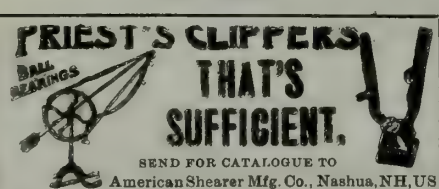


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for COMPRESSION and EXTENSION.

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SCREW DRIVERS AND SMALL TOOLS

PIONEER TOOLS

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Star Brand Cotton Rope

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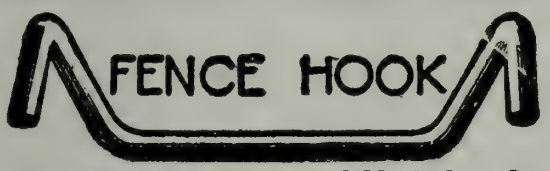
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are unequalled for cutting and wearing qualities.



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WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

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"ACME" are the strongest and sharpest low-priced Shears and Scissors on the market.

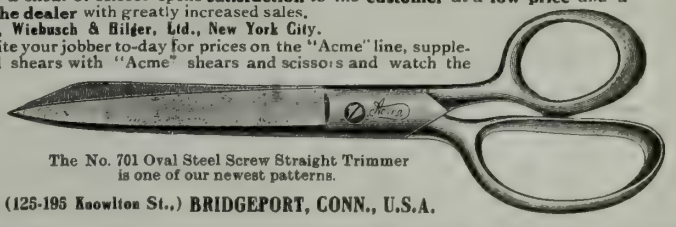
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Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.



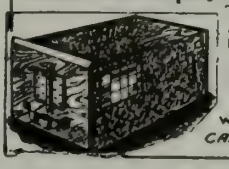
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Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

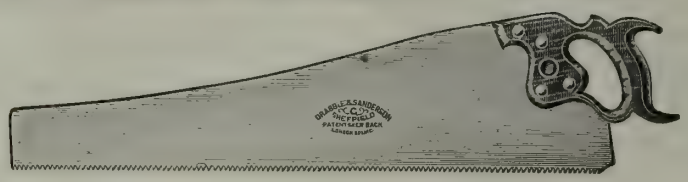
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DRABBLE & SANDERSON

Ebenezer Works, SHEFFIELD, England. Established 1816

SAWS for all purposes



SAWS The finest quality obtainable

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THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

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"Comet Brand"

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

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Used in factories of all kinds for hurried machine repairs.

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Bridge builders, track layers, and structural metal workers have constant use for it.

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Winnipeg, Calgary and Branch Houses



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Progressive Hardwareman

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THE ERMALINE SYSTEM

of Cooking with Paper Bags

is the logical solution of the kitchen problem

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LOW TANK CLOSETS
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GUARANTEED IN EVERY RESPECT



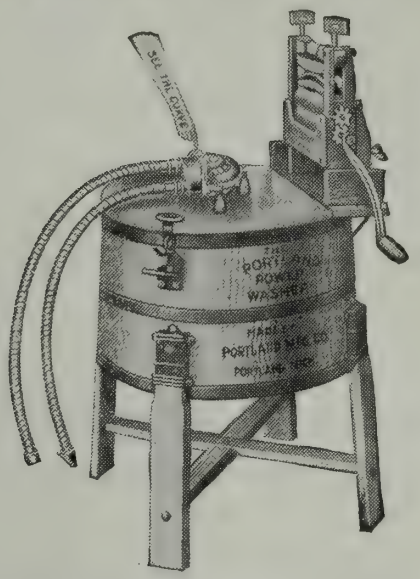
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This is strictly a high quality LOW DOWN TANK CLOSET. Its selling price, combined with its attractiveness, is certain to appeal to prospective buyers.

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Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

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Made complete in our own factories—washer, motor, and furniture finished tub.

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Board of Trade Building, MONTREAL

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Montreal, Canada

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CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR JOBBER FOR

TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

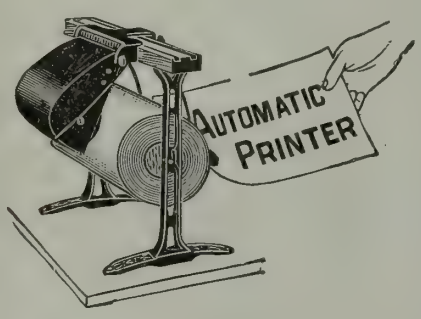
Also NIPPLES
Black and Galvanized
All Sizes.

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works: Lachine Canal

The
Condensed Ad.
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will interest you

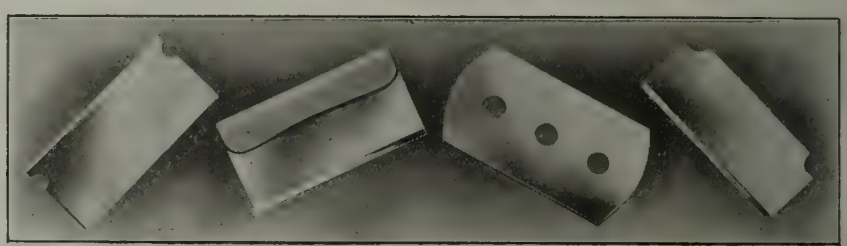
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Needs no care or watching just give it a little ink occasionally, that's all. The type matter can be changed just as often as you desire with very little trouble. Write for further particulars.

Utilities Limited
Bank of Ottawa Bldg.
MONTREAL



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Manufacturers of Safety Razor Blades

Made from the finest grade of Sheffield Crucible Cast Steel.
Highest Quality as regards Cutting Power and Durability.

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AN ALL-YEAR ROUND SELLER!

Western Agents
Jas. Stewart Mfg. Co., Ltd.
Winnipeg - Man.

ARE YOU SELLING
BUSTER BROWN
Children's Express Wagons?

They are the strongest and handsomest line of Toy Wagons on the market. In four sizes at popular prices. Handy around the store, farm or home. Just the thing for boys.



Write for Prices

The Woodstock Wagon & Mfg. Co., Ltd.
WOODSTOCK, ONTARIO

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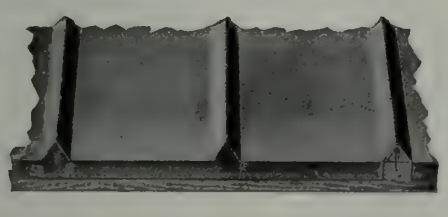
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National Acme Mfg. Co., Montreal.
Steel Co. of Canada, Limited, Hamilton.

Screws, Wood
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.

Scythe Stones
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.

Shelf Boxes
Cameron & Campbell, Toronto.

Shellacs
Berry Bros., Walkerville.

Shovels and Spades
Spear & Jackson, Sheffield, Eng.

Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silverware
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.

Sprayers
Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.
Spramotor Co., London.

Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

Spring Hinges, Etc.
Chicago Spring Butt Co., Chicago, Ill.
Standard Mfg. Co., Shelby, Ohio.

Stains, Shingle
Berry Bros., Walkerville.

Stains, Wood
Berry Bros., Walkerville.

Staples
B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton.

Steel—High Speed
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops
Steel Co. of Canada, Ltd., Hamilton.

Stencils
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont.
Herod Machine & Stamping Co., Brantford.

Store Ladders
Hamilton Brass Mfg. Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.

Tacks
The Steel Co. of Canada, Ltd.,Hamilton.

Tapes
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Armstrong Bros. Tool Co,, Chicago.
Robt. Sorby & Sons, Sheffield.
Stanley Rule & Level Co., New Britain.
International Tool Co., Detroit.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.

Tool Grinders
American Grinder Mfg. Co., Milwaukee Wis.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont.
Renfrew Scale Co., Renfrew, Co.

Varnishes: See Paints
Berry Bros., Limited, Walkerville, Ont
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators
Harris, J. W., Co., Montreal.

Vises
Henderson & Richardson, Montreal.
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer--Dowswell Ltd., Hamilton, Ont
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.

Wall Plaster
Manitoba Gypsum Co., Winnipeg.

Waffle Irons
Stover Mfg Co., Freeport, Ill.

Wagons—Children's
Wodstock Wagon Co., Woodstock.

Washers
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

White Lead
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Howland, H. S., Sons & Co., Toronto
Lewis Bros. & Co., Montreal.

Window Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery
Ed Brand, 472 Moss Lane., Manchester Eng.

Wire Products
Andrews Wire Works, Watford, Ont.

Wire Rope.
The B. Greening Wire Rope Co., Ltd. Hamilton.

Wire Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Jas. Steele Limited, Guelph, Ont.

Wood Finishes
Berry Bros., Walkerville.

Wrenches
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdwe. & Tool Co., Springfield, Mass.

No Wasted Time When You Sell ROSS RIFLES



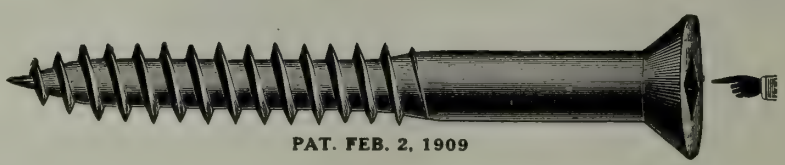
So good is their reputation that all you need to do is to show your customer your samples of "Ross" Rifles, and if he really is in the market his choice is soon made.

By the way, many dealers have not yet any Ross .280 (High Velocity) Rifles. Don't forget that not only is this rifle absolutely the best sporting rifle made and the best rifle value offered, but moreover every sale means a tidy profit to YOU.

WRITE US FOR DISCOUNTS, ETC.

ROSS RIFLE CO. - QUEBEC







ROBERTSON SOCKET HEAD WOOD SCREWS

Have a decided advantage over other styles of wood screws. By having a square hole, into the centre of which a specially designed screwdriver fits snugly, it does away with all possibility of slipping, which often proves disastrous to the screw, and wastes a considerable amount of the workman's time.

They will sell on sight—get our prices at once.

We also manufacture high-grade Hand Drivers, Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.





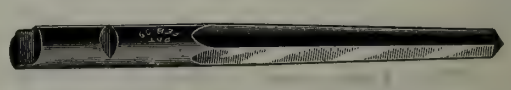
SEND FOR CATALOG

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE. 19 Jarvis Street, - F. J. Schuch, Agent

Montreal Agent:—Edwin Schofield, Room 509 Canadian Express Building, Montreal, Que.





IF IT'S AN
ANCHOR BRAND
WRINGER



THAT'S ALL YOU NEED TO KNOW ABOUT A WRINGER

The quality goes in before the name goes on. Do you handle them? If not, why?

LOVELL MFG. CO.
ERIE, PA. U.S.A.

"Try Us for Service and Quality"

We carry a large stock of
Wholesale Plumbers' Supplies,
from which we can make immediate shipments.

Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.
WINNIPEG.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

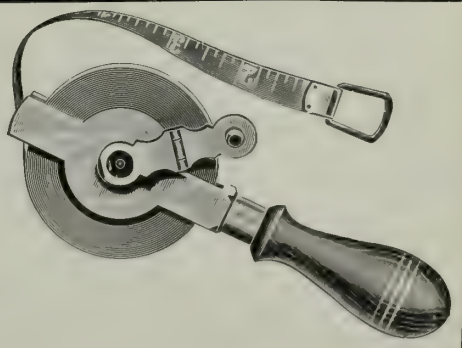
The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

Toronto Montreal Halifax Winnipeg Calgary Vancouver

MEASURING TAPES

MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.



Those that bear this Trade-Mark **LUFKIN**

are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY ALL JOBBERS. THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.

CATALOGUE ON REQUEST

NO man needs persuasion to open the family purse for

COMMUNITY SILVER

He knows its beauty and "class" is backed by sterling quality.

ONEIDA COMMUNITY, Ltd.
ONEIDA, N. Y.

NEW YORK, 15 Maiden Lane.
CHICAGO, 10 S. Wabash Avenue.



COPYRIGHT, 1911
BY ONEIDA COMMUNITY, Ltd.

COLES PHILLIPS

THIS IS THE TWELVE HUNDRED AND EIGHTEENTH ISSUE OF

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV. Publication Office: Toronto, Canada No. 22

June 1, 1912

Amatite ROOFING



"BEST ROOFING WE HAVE"

IN 1907 the Robb Engineering Co., Limited, of Amherst, N.S., covered one of its buildings with Amatite Roofing. Now, Amatite has a mineral surface which needs no painting, and so in 1908 and 1909, this Company paid no attention to its Amatite roof. If any other ready roofing had been used, they would have been expecting to find that a coat of paint was needed. In 1910, they still did not paint it, although by this time a second coat would have been due if ordinary roofing had been used.

Not long ago, the Robb Engineering Co. wrote to us in response to an inquiry as to how the roofing was getting along:—

"Gentlemen:—Referring to our Amatite Roofing, we examined a few days ago the roof covered with this material in 1907 and are pleased to advise that we think it is the best roofing we have around our premises, and as far as we are able to speak from experience with it during the time it has been on, we would not hesitate to recommend it.

(Signed) A. S. ROBB, Superintendent."

Amatite has not been on the market many years, but regarding the roofs which were laid in the early days, we are now receiving many letters like the above. The fact that Amatite needs no painting is very important, for it means that the maintenance cost is nothing. This saving would justify us in charging more for the Amatite than the usual price for ready roofing, because it's worth extra money not to have to paint it. Amatite, however, is lower in price than other roofings of the same grade. Use it and after a few years you, too, will say, "it is the best roofing we have."

Sample and booklet free on request. Address our nearest office.

THE PATERSON MANUFACTURING CO., LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHNS, N.B. HALIFAX, N.S.



Big Ben Store Helps

In order to enable Canadian dealers to get the maximum benefit from the Big Ben campaign now running in Canadian magazines, we are packing Big Ben specially for Canadian trade, six in a carton with a full set of store selling helps (two posters, two show cards, two metal signs.)

On an order for 12 we add a solid mahogany display stand. On an order for 24 or more, we print your name on dials, give the posters, display stand, and a beautiful metal sign lithographed in five colors.

Big Ben and his selling helps are being carried in stock by 54 wholesale Canadian distributors. We will be glad to let you have their names upon request. Any will tell you Big Ben is the best made and the best selling alarm that's ever been put out.

In broken and dozen lots, $2.15 less 2%. In lots of 24, $2.05 less 2%.

The Western Clock Co., La Salle, Ill.



Join the Order of

Eee-Nis-Kim

Be a good Indian—be a promoter of good fellowship among hardwaremen. Every dealer and salesman who handles **CARBORUNDUM SHARPENING STONES** is eligible to become a brave in the great tribe. Write for an Application Blank. Make your plans now to spend your outing at the big Indian camp on the banks of the Niagara, July and August. It will be a heap big time. A postal to the Great Sachem will bring the details.

Be sure you have a complete stock of Carborundum Goods, the demand is growing every day.

The Carborundum Co., NIAGARA FALLS, N.Y.

THE LIGHTNING AND BLIZZARD

FREEZERS



stand ready to serve you in the same satisfactory manner in which they have served both trade and consumer for over a quarter of a century. The construction is of the same high class. They run easy, freeze quickly and take the smallest amount of ice and salt of any freezer made. The extensive advertising from season to season has created a permanent demand. They bring trade and help you keep it.



Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.



MOTOR BOATING

Will be more popular than ever this season

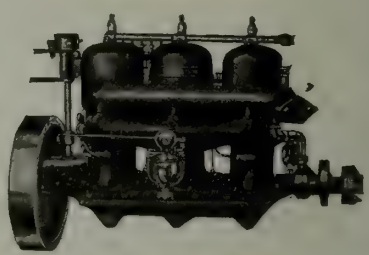
THIS year promises to be a record year in the motor boat field. When the season opens there will be a large number of new boats, and old boats fixed up. What are you doing to reap the benefit of this trade? Every wide-awake dealer should stock motor boat supplies and marine hardware. We carry the largest stock of accessories in Canada. Our Motor Boat Accessory Catalog is ready for mailing; a card asking for Catalog H. 24 will bring it to you.

If you are interested in Marine Engines you should have our Catalog H 23.

WHEN WRITING FOR CATALOGS ADDRESS OUR NEAREST BRANCH.

The Canadian Fairbanks-Morse Co.,
LIMITED

MONTREAL	TORONTO	SASKATOON
ST. JOHN	WINNIPEG	VANCOUVER
OTTAWA	CALGARY	VICTORIA



THE S.M.P.

Novelty Refrigerators and Galvanized Ice Boxes. Oak Grained.



Just the article needed for Summer Residences or Camps.

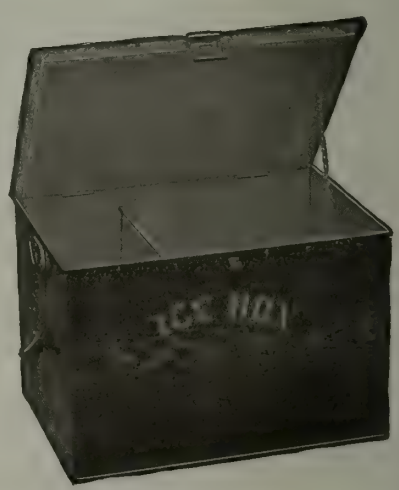
Novelty Refrigerators

No.	2	3	4
Inches	19x13¼x13¼	23x17x16	27x19¼x19¼

Ice Boxes

	Small	Large
Dimensions	20¾ x 14¾ x 14¾	28 x 16½ x 16½

Prices on Application.

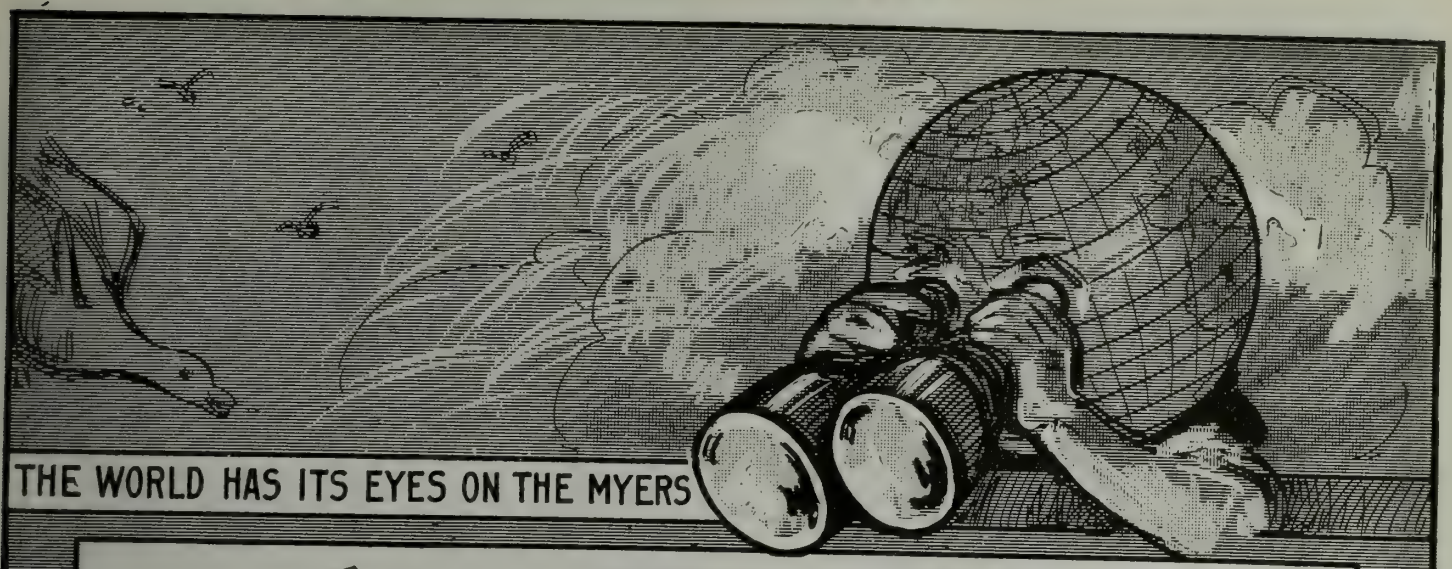


THE SHEET METAL PRODUCTS COMPANY

OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg



THE WORLD HAS ITS EYES ON THE MYERS



PUMPS and CYLINDERS—All Kinds,
HAY UNLOADING TOOLS,
BARN DOOR HANGERS,
ETC.

MYERS

PUMPS

OF EVERY KIND

Including Single and Double Acting, Force and Lift, Hand and Windmill, Plain and Ratchet Handle Pumps; Pump Stands; Hydro-Pneumatic Pumps; Hand and Power Spray Pumps; Pressure Pumps; House Pumps; Tank Pumps; Power Pumps; Working Heads; Pumping Jacks; Deep Well Working Barrels; Brass, Brass-Lined and Glass-Valve-Seat Cylinders.

PUMPS, HAY TOOLS AND BARN DOOR HANGERS

MYERS

Are Easily Sold, Increase Business, and Make You Money

THE QUICKEST WAY TO GET THESE RESULTS IS TO START

NOW

WILL ADD PRESTIGE TO YOUR BUSINESS

Write us for Catalogue or see our salesman

LEWIS BROS, Limited, Agents

Ottawa Toronto MONTREAL Vancouver

Implement & Pipe Coke Canada Dept.

Canada Cement Customers COME BACK

THE dealer who **features** Canada Cement—instead of simply **carrying** it—will quickly build up a brisk trade in one of the fastest growing and most profitable lines he can handle.

OUR National Advertising has aroused a keen demand in all parts of Canada for Canada Cement. Your Cement customers will also buy other articles from you and Canada Cement will increase the prestige of any store, because it is sure to give satisfaction.

THE great advantage in selling Canada Cement is that you will sell the same customer over and over again. The first sale to a man may be small, but he is so certain to be satisfied with his first experience that he will soon decide to build a concrete barn or silo or root cellar and will come back to your store for a larger order of Canada Cement.

WE help our dealers in many ways. Our National Advertising and big prize contests are constantly creating new customers all over Canada. We keep our dealers posted on all enquiries that we receive from their Territory. Handsome steel enamelled hanging signs are sent free to all merchants handling Canada Cement. Our Free Information Department is always glad to answer all questions from dealers or customers. This information service is in charge of experts who have made a study of the use of concrete on farms, and is proving invaluable to both dealers and their customers. You can readily see the advantages of being able to offer your cement customers the free assistance of these experts in planning improvements of concrete.

All this means greater profits for our dealers. Are you one of them?

If not, write us for particulars.

ADDRESS PUBLICITY MANAGER

CANADA CEMENT COMPANY, LIMITED

HERALD BUILDING, MONTREAL

Sales Offices at

TORONTO **WINNIPEG** **CALGARY**



Natty CASSEROLES That Make Appropriate Wedding Gifts

Write for Special Discounts — Immediate Shipments

DEFRIEZ & WOODMAN, LIMITED

Head Office and Salesroom:
64 Wellington Street, Toronto

Factory:
Alliston, Ont.

Branch Salesrooms:
204 St. James Street, Montreal, and at Winnipeg

The Steel Company of Canada, Limited

BASIC OPEN HEARTH STEEL PRODUCTS

Bar Steel
Squares, Rounds, Flats
Bands, Angles, Special Sections,
Stove Bolts, Stove Rods, Rivets, Burrs,
Wire, Bright Wire Goods, Wire Nails, Tacks
Invincible Field Fencing, Forgings,
Horse Shoes, Horse Nails
Wood Screws, Machine
Screws, Spikes

WROUGHT PIPE

MERCHANT, BLACK and GALVANIZED

White Lead, Putty, Shot, Lead Pipe

DISTRICT SALES OFFICES:
HAMILTON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, B.C.
VICTORIA, B.C., ST. JOHN, N.B., HALIFAX, N.S.

Now It's Ice Cream Freezers



Summer weather brings Ice Cream Freezers into special prominence and the retail merchant will make no mistake in ordering his supply at once. It is just as easy to get the cream of the trade by being well prepared with saleable sizes of good Freezers as it is to wait until the last minute before ordering.

The Size to Suit Your Trade

Some merchants have a demand for the larger sizes of Ice Cream Freezers, others find that the small sizes are better sellers. Our stock consists of strong, attractive, easyrunning freezers that can be depended upon to give lasting satisfaction. Sizes run from the small 1 quart Freezer, perfectly finished, to the large 20 quart machine.

SEND US YOUR ORDER NOW

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

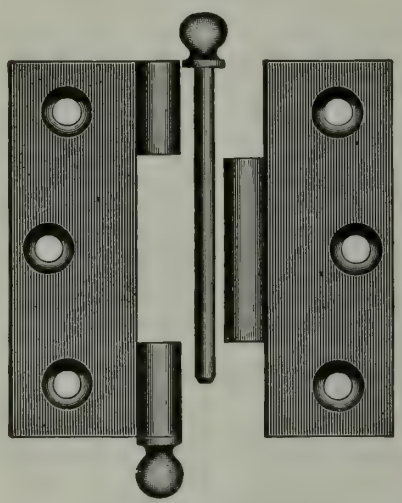
TORONTO

WE SHIP PROMPTLY — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

Crescent Brand HARDWARE

Butt Hinges
Strap Hinges
Tee Hinges



Barn Door Hangers
Parlor Door Hangers
Trolley Hangers
Hinged Hasps
Shelf Brackets
Wrought Staples
Rollston Pulleys
Gate Hooks
Wagon Hardware

Etc. Etc. Etc.

Steel Sheets Bands, Bars,
Rods, Wire

CANADA STEEL GOODS Co., LTD.

HAMILTON, = = = CANADA

Estd 1809 EVERED & Co LTD

MANUFACTORY:

Surrey Works, Smethwick, near Birmingham, England



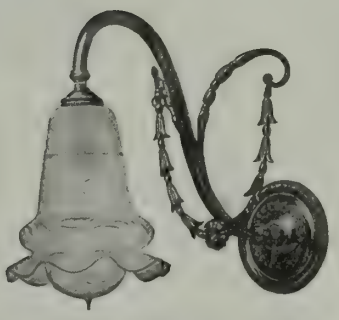
E 9213



E 9057



E 9117



E 8980

Registered ***Designs***

CANADIAN REPRESENTATIVE:

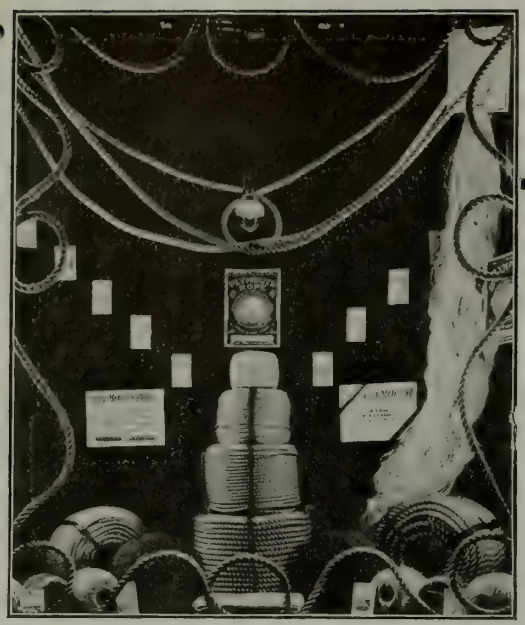
GEO. H. SAYWELL

HAMMOND BUILDING, 61-3 ALBERT STREET : : WINNIPEG

ALSO AGENTS AT

TORONTO, CALGARY, VANCOUVER AND SASKATOON

ASK OUR SALESMEN TO WAIT UPON YOU.



Letting The Buyer Know

Time was when rope was "just rope" to the customer but times long ago changed and for years thousands of satisfied users have demanded

PLYMOUTH ROPE

"The Rope You Can Trust"

Today the most desirable buyers—the permanent customer sort—are seeking out the ***Plymouth Store.*** To help progressive dealers develop more of this permanent class of trade and to make Plymouth stores widely known, we have arranged a practical advertising service, free to Plymouth dealers.

The man on the street, the buyer in office and home, every user of rope in the community can now be reached with the story of "Plymouth" and shown where to buy—at ***your*** store if you wish.

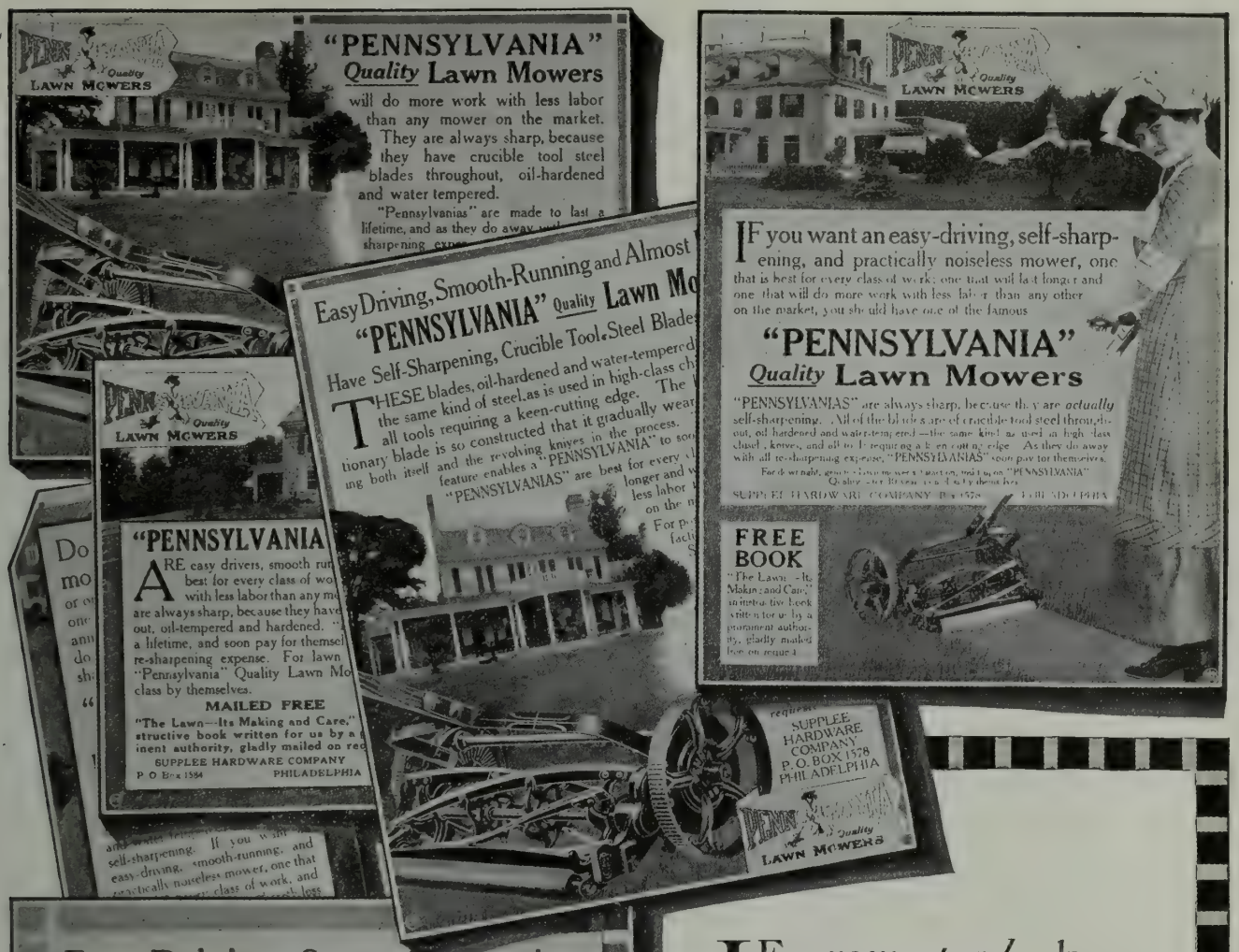
Every dealer is entitled to this service as soon as he places a stock order for Plymouth rope. Further information and name of our nearest distributor furnished upon request.

INDEPENDENT CORDAGE CO., LIMITED

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, CANADA

Stocks at TORONTO, MONTREAL, HALIFAX, ST. JOHN, WINNIPEG, VANCOUVER



Easy-Driving, Smooth-Running and Almost Noiseless "PENNSYLVANIA" *Quality* Lawn Mowers

HAVE SELF-SHARPENING CRUCIBLE TOOL STEEL BLADES THROUGHOUT

THESE oil-hardened and water-tempered blades are made from the same kind of steel as used in all tools requiring a keen-cutting edge. The lipped-edge stationary blade is so constructed that it gradually wears away, sharpening both itself and the revolving blades in the process. This self-sharpening feature enables a "PENNSYLVANIA" to soon pay for itself.

Another unique feature of "PENNSYLVANIA" mowers is their long wheel base operated by a train of gears on both sides, which insures smooth work over the most uneven lawns.

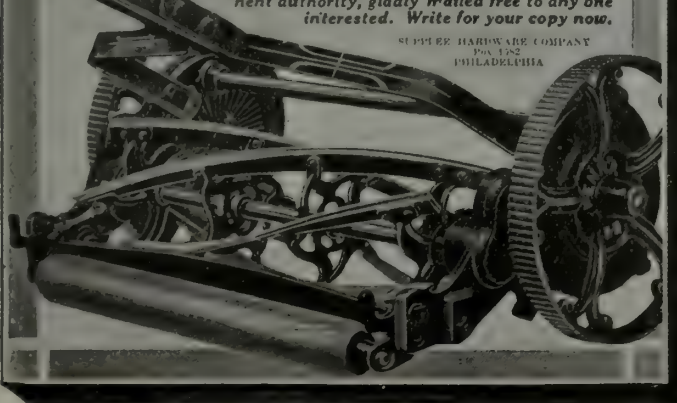
"PENNSYLVANIAS" are best for every class of work. They'll last longer and do more work with less labor than any other mower on the market.

For *permanent* lawn mower satisfaction, insist upon "PENNSYLVANIA" *Quality*—for 30 years in a class by themselves. Ask your seed-man or hardware dealer.

MAILED FREE ON REQUEST

"The Lawn—Its Making and Care," an instructive book written for us by a prominent authority, gladly mailed free to any one interested. Write for your copy now.

SUPPLEE HARDWARE COMPANY
P.O. BOX 1582
PHILADELPHIA



IF *your trade* knew as much about "Pennsylvania" *Quality* Lawn Mowers as *you* do, it wouldn't be necessary for us to spend thousands of dollars in general magazines as we are doing.

But as it *pays us* to do this, it will *pay you* to link your store to this campaign—to feature the line

Supplee Hardware Company

Philadelphia, Pennsylvania

Connect your Store Windows with our Advertising and see the Goods Move

Tear this page out Fill in and return

YOUR store window is the link that connects the goods on your counter with the consumer's demand. By displaying AutoStrop Razors advantageously you *cash in* on our big national advertising.

To get the best results from your window space the information asked for below is necessary. Our window dressing experts can then send you schemes which will be most appropriate for your use.

1. Dimensions of window: Height.....Width.....
   Depth (from front glass to back of window floor).....
2. Is floor of window finished, or does it need to be covered up? .....
3. How long will you probably be able to keep this display in your window .....
4. Can you distribute booklets, circulars, etc., with your name and address on them, advantageously, if we supply you?.....
5. Will you be likely to advertise in local newspaper at time of display? .....If so, tell us size space, single or double column, and we will send you electrotype. Can you use it?.....
6. Who is the proper person to correspond with regarding these matters? .....
7. Please give full shipping instructions for sending the display matter.

Name .....

Address .....

After filling out the above form, mail it to

AutoStrop Safety Razor Company, 400 Richmond Street West, Toronto

AutoStrop SAFETY RAZOR

STROPS ITSELF **STROPS ITSELF**

This Window Sells AutoStrop Razors



How to Get it

AN attractive window display like the above makes AutoStrop Safety Razors **move.** You can readily see why.

If you carry AutoStrop Razors in stock, just fill out the blank form on opposite page. We'll send you a window display that is designed for **your own window**, and will make your AutoStrop Safety Razor business very profitable.

If you do not carry AutoStrop Safety Razors, send us a trial order, and take advantage of this valuable window display service. Send us the form on opposite page, properly filled out, with your order, and we'll send display with the goods.

Call your store "The AutoStrop Depot." That idea catches on. Sell AutoStrop Safety Razors on thirty days' trial; we are behind that offer. You needn't worry about return goods. They'll prove too few to be considered.

You'll find you can build up your razor business to a new high-water mark if you'll just let us help you. Will you do it?

AutoStrop Safety Razor Company, 400 Richmond Street West, Toronto

AutoStrop SAFETY RAZOR

STROPS ITSELF

STROPS ITSELF

Bissell's Annual Fan Offer

In force May 25th. Void August 10th or sooner if our stock of fans becomes exhausted.

Folding Japanese Fans Free

With Bissell sweepers. Imported. Ordinarily retail at 10 to 15 cents each.

Sample Fan Mailed on Request

Write for a copy of our Fan Offer Announcement.

Bissell Carpet Sweeper Co.
210 Erie Street : GRAND RAPIDS, MICH.

Branches—NEW YORK (Eastern Office, Salesroom and Export Dept.) 25 Warren St.; NIAGARA FALLS, CAN. (Factory); LONDON, ENGLAND; PARIS, FRANCE.



ROGERS' PORTLAND CEMENT

Pays An Attractive Price

This is a cement that is specified by most contractors because it has greater enduring qualities and more uniform set than most other brands.

Stock a trial order at once, display it in a prominent place, do a little advertising and you will get splendid results. **We help you to get started.**

OUR SERVICES ARE REASONABLE. OUR SERVICE QUICK.

ALFRED ROGERS LIMITED
28 West King Street, TORONTO
N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG

For Quick and Satisfactory Sales Try

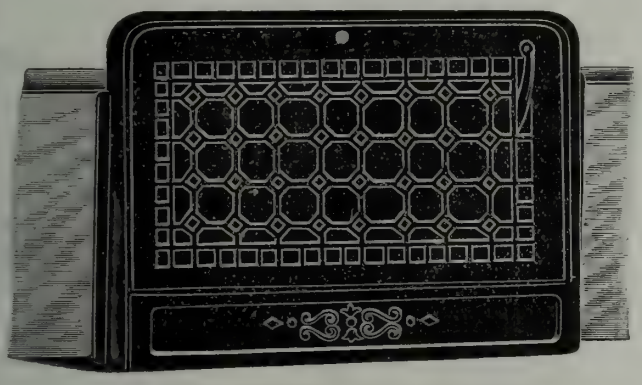
"EMPIRE"
HOT AIR REGISTERS

These are two popular and very neat designs that are sure to attract those who are interested.

The "Empire Special" Register meets the demand for a register with a large opening. Has all the qualities that are required to assure the complete satisfaction of the user.



EMPIRE SPECIAL
New design, made in full sizes from 7 x 10 to 12 x 15



MOORISH DESIGN CAST REGISTER
Made in full sizes from 7 x 10 to 12 x 15

Made in Japanned, nickel-plated and oxydized.

Write us to-day for full particulars, catalogue and discounts.

Others dealers are making good profits by handling this line—you can do the same. We guarantee to please you. *Do not Delay.*

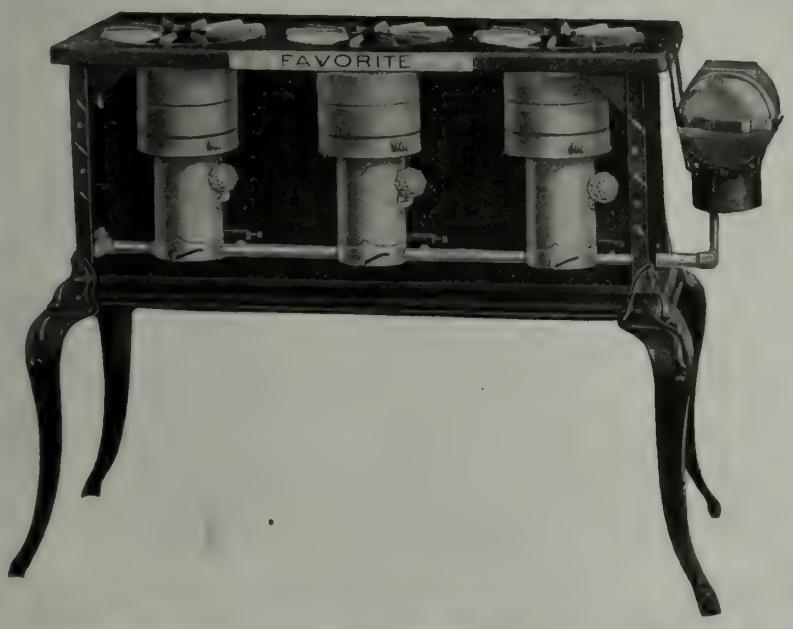
THE

Canadian Heating & Ventilating Company, Limited

OWEN SOUND :: ONTARIO

Or The Canadian Heating and Ventilating Co. Branch:
521 Henry Avenue, Winnipeg, Man.

"FAVORITE" Wick Oil Stoves



MAKE THESE YOUR LEADERS FOR SUMMER TRADE

We also carry a full line of

"WICKLESS" OIL STOVES

"FAVORITE"
GASOLINE RANGES

JUNIOR GASOLINE STOVES

AND PORTABLE OVENS

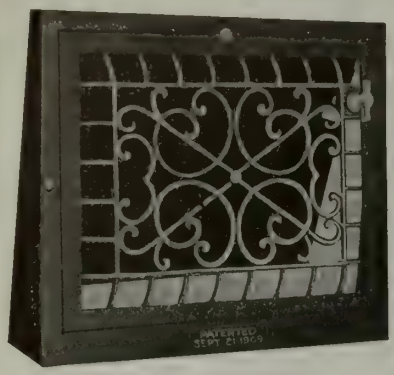
They solve the fuel problem and make summer cooking a pleasure.

WRITE FOR ILLUSTRATED CATALOGUE

FINDLAY BROS. CO., Limited,

260 Princess St.
WINNIPEG

Factory: Carleton Place, Ont.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



Ten-Year Iron Clad Guarantee

This guarantee and our reputation are behind every order of

MULE-HIDE ROOFING

that leaves our works. This roofing is not an experiment but a roofing that has showed merit through its past service.

We invite comparison with any other make. Get our prices and proposition now.

The Dominion Roofing Company, Limited

31-33 FRONT STREET EAST, TORONTO CAN.



More About Sprinklers

McClary's

line of Sprinklers is the best because,



Japanned or Plain Sprinkler

The Top and Bottom are Double Seamed.

The Dome Shaped Top prevents loss of water by spilling over side, when sprinkling.

The Zinc removable, cleanable Rose is a great advantage.

Send Your Order Now to Our Nearest Branch

McClary's

Toronto Montreal London Vancouver St. John, N.B.
Hamilton Winnipeg Calgary Saskatoon



Galvanized Sprinkler

"McClary" on goods is a quality name

McClary's Ship Quick

Davidson's Premier Marathon Steel Range



Gives service a little better than the ordinary, and will sustain years of use without deterioration. Its operation in the past has given widespread confidence and satisfaction to many users, and the demand is increasing by leaps and bounds each season.

It's the Housekeepers choice, because,

When installed in any home it gives positive assurance of efficiency and a lifetime of economical operation.

THE FITNESS OF PROPORTION
GRACE OF LINE
BEAUTY OF APPOINTMENT

Are quite sufficient to attract the prospective bride or the newlywed, without mentioning the following practical but excellent features.

Extra Heavy Polished Wellsville Steel Body.
Extra Large Fire Box for Wood or Coal.
Poach Feed Door.
Duplex Grates with indestructible Fire Back.
Roomy Oven with unwarpable bottom.
Heat Indicator.
Bright, Smooth, Easily Cleaned, Nickel Trimmings.
Easy attachment of Reservoirs and many other points too numerous to mention here.

Made in 4 sizes and Numerous Styles

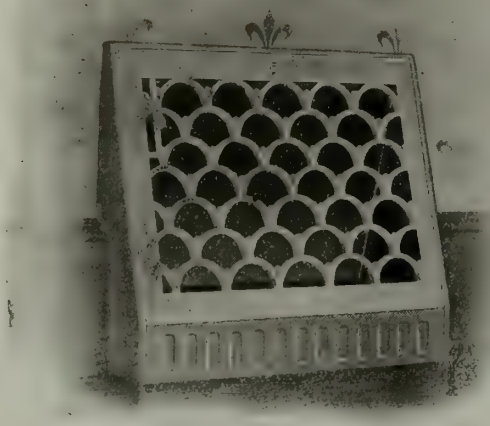
Write for catalogue and prices. **Your request will receive prompt attention.**

The Thos. Davidson Mfg. Co., Ltd.

MONTREAL WINNIPEG TORONTO

THE DEFIANCE

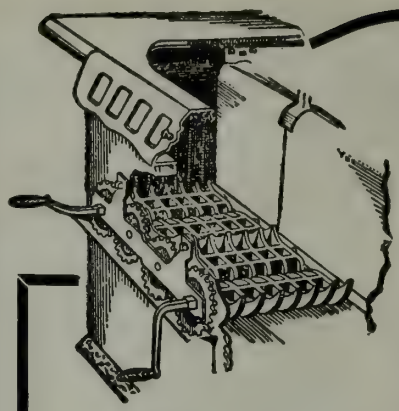
THE MOST POWERFUL
REGISTER IN THE WORLD



Fits a stack head EIGHT INCHES deep, and accommodates either a 12 in. or a 14. in. supply pipe. Write for prices.

Canadian Ferrosteel Co., Limited

BRIDGEBURG, ONTARIO



A Wonderful Value

always prevails in the

CHAMPION RANGE

It sells on sight to prospective buyers and is guaranteed to give absolute satisfaction and long service.

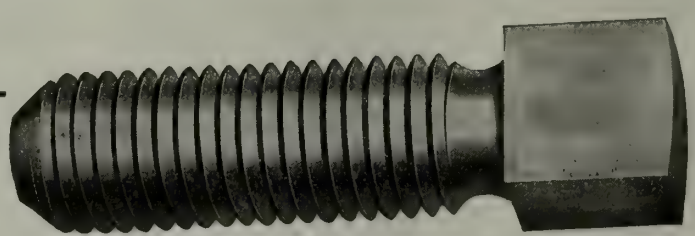
THE
CHAMPION GRATE

which is found only in this range, is crosswise, non-warping bars, easily shaken, more open surface and a clean fire. It is the result of long study and is superior to most grates.



D. J. BARKER & COMPANY

PICTON, ONT.



CAP and Set Screws with accurate threads, smooth finish and clean cut-off are cheapest in the long run.

NAMCO stands for first quality in every part turned from our screw machines. A complete assortment is carried in stock for immediate shipment.

In addition, Nuts with U.S.S. or "V" threads either plain or castellated can be delivered immediately.

If you use quantities of these standard parts, **our contract proposition will be of interest to you.**

Special parts made up quickly to specifications and samples.

BOOKLET?

NAMCO

THE NATIONAL-ACME MANUFACTURING CO.

Milled Screws, Nuts, Bolts and Special Parts

MONTREAL

NAMCO



Galvanized Cornices
Skylights Ventilators
Curved Eavetrough

Special Galvanized Iron Work of All Kinds

WRITE US FOR ILLUSTRATED CATALOGUE AND PRICE LIST

THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

C 92

HERE'S A COUPLE OF GOOD SELLERS

Made Right and Backed by C. D. Efficiency



Real Quality at the Right Price

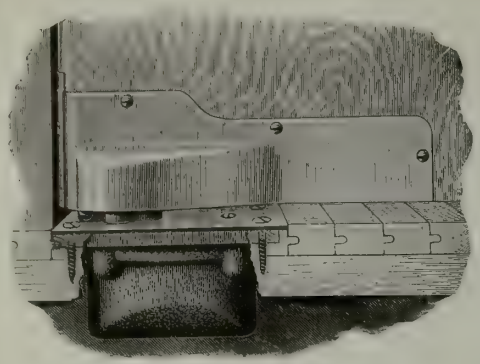


MADE BY

Cummer-Dowswell, Limited

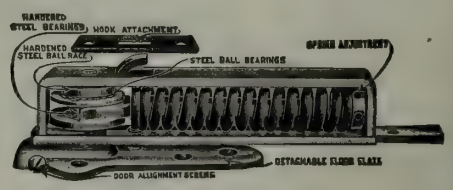
HAMILTON, CANADA

Agents:
W. L. Haldimand & Son, MONTREAL
H. F. Moulden & Son, WINNIPEG



Standard DOUBLE ACTING SPRING FLOOR HINGES

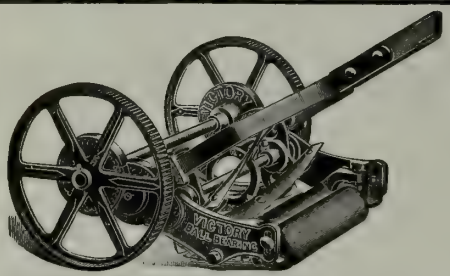
It is a door check and hinge combined.
It automatically closes the door without a slam.
It prevents children from being knocked down.
It prevents injury to hands if caught when door is closing.
It stops door exactly at center.
It holds door open automatically when desired.
It renders the action of door absolutely noiseless.
It will outwear three of the spring hinges now in common use.



REGULAR KIND

Patented—Canada, February 20, 1912.
" —United States, October 31, 1911.

THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

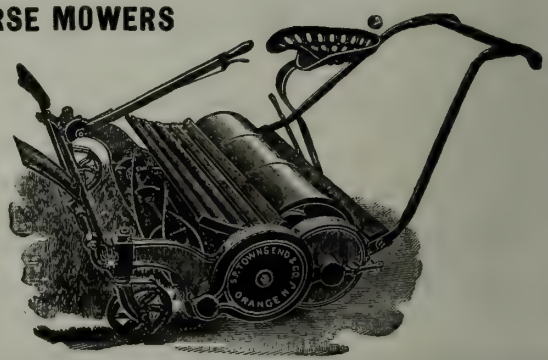


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

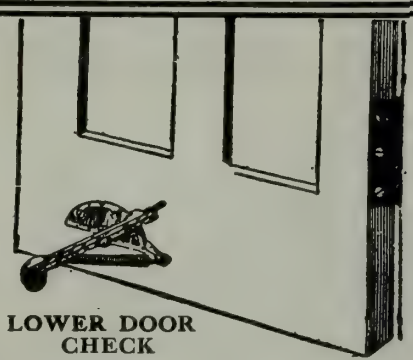
SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.



LOWER DOOR CHECK

The "LE PAGE" Patent OIL DOOR CHECK and SPRING

is a marvel of simplicity and has a mechanical action that is perfect.

It is the only door check made without packing in its working parts, which assures absolute freedom from packing friction.

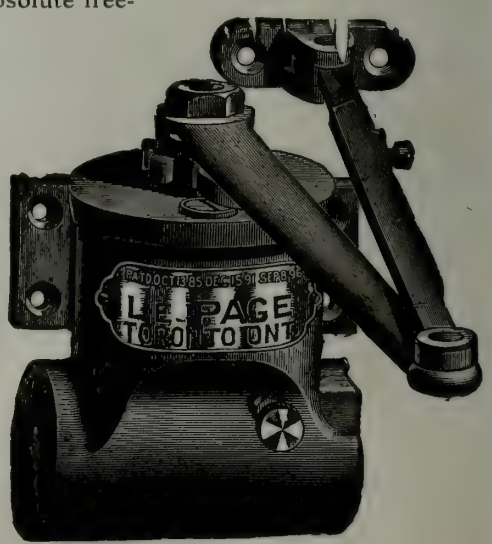
The door on which this device is used cannot slam, as the oil in the spring cup of the check forms a cushion, which keeps the door under perfect control and allows it to close quietly.

The spring tension is applied by means of the ratchet wheel on top; the checking power is controlled by the thumbscrew at the right.

The bearings are long and the spindle, with crank at lower end, is drop-forged from cold rolled steel.

Toronto public schools, Simpson's, Eaton's, etc., use this door check exclusively.

Write for circular and prices.



WM. KEATING

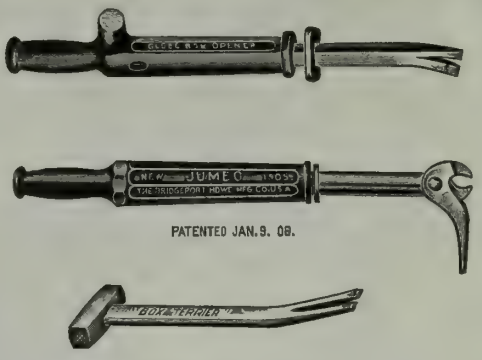
266 MACDONALD AVE. **TORONTO**



WE MAKE THE MOST COMPLETE LINE OF OPENING TOOLS IN THE WORLD

TWENTY THREE STYLES

Send for colored supplement illustrating this fine line.



THE BRIDGEPORT HARDWARE MFG. CORP., BRIDGEPORT, CT., U.S.A.

D. PERES' Barrel Brand RAZORS

BARBERS KING



Are favored by Barbers and Gentlemen who look for quality. Best line for dealers to handle profit.

BIG STOCK ON HAND ORDER NOW

Canadian Agents: GREEFF-BREDT & CO., TORONTO Western Office: Feilman, Gibson & Jardine, 222 Portage Ave. Winnipeg. Montreal Office: H. J. Stafford, 426 King's Hall

WIRE ROPE

FOR

Hauling Threshing Machines and moving Buildings

HAY FORK ROPES, etc.

We manufacture all kinds of Wire Rope for all purposes.

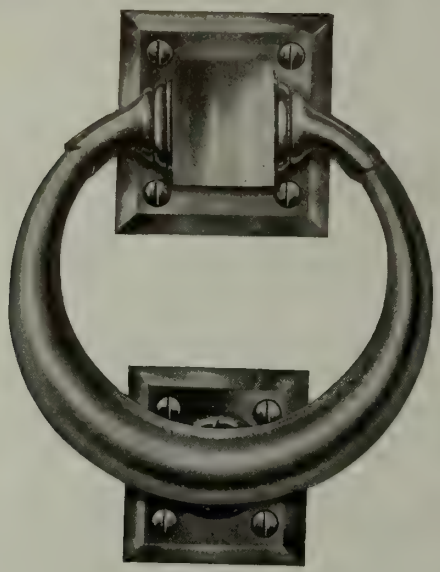
WIRE ROPE FITTINGS WIRE ROPE GREASE

The B. Greening Wire Co.

LIMITED

HAMILTON, Ont. - - - MONTREAL, Que.

Peterboro Hardware



Door Knockers add greatly to the appearance of a door. They are rapidly coming into vogue. Peterborough Door Knockers supplied to match any of our designs. A sample on your show cases will interest customers.

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH, ONT.

WESTERN CANADA

has learned to rely on this dry battery. Dealers all over the West are experiencing a big demand for



X CELL
DRY BATTERIES

Our advertising is making the demand and we are making the battery to back the advertising. Any Western jobber will fill your order from **fresh stock.**

CANADIAN CARBON CO., LIMITED
WINNIPEG MAN.



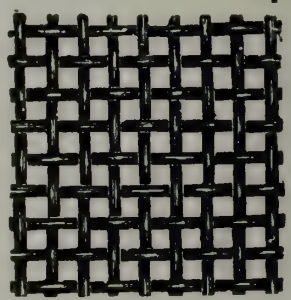
GOODS THAT LAST

WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

Perforated Sheet Metals
General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.



Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

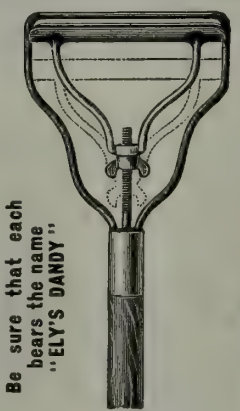
Canada Wire and Iron Goods Company
HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

ELY'S JANITOR MOP

☞ No. 8 for men
No. 21 for women ☜

Others are not just as good



Be sure that each bears the name "ELY'S DANDY"

ELY'S DANDY

Mop Wringer and Bucket
COMBINED

Others are not just as good.

Be sure that each bears the name ELY'S DANDY

Made in three sizes, 10 qt., 14 qt. and 22 qt.; guides, posts and step of malleable iron; lever of wrought iron, finished in black enamel; cedar buckets, three hardwood rolls. The most popular mop wringer on the market.

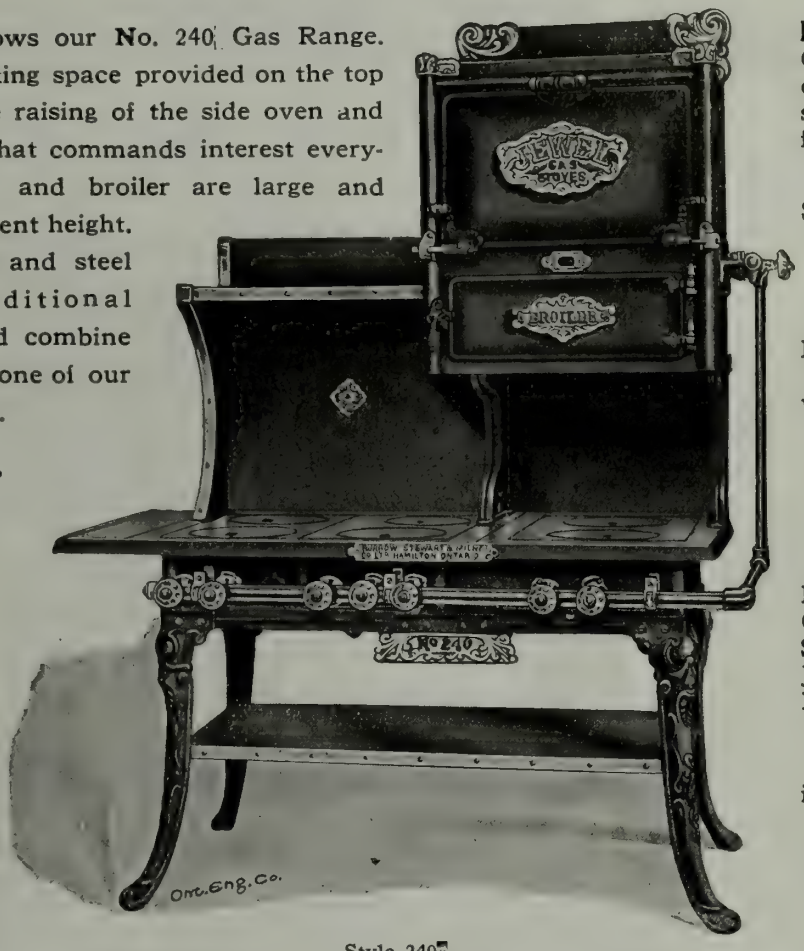


THEO. J. ELY MFG. CO.
ERIE, PA.

Get our catalogue of Mop Sticks, Mop Wringers, Brush Holders, Carpet Beaters, Broom Holders, Etc.

Hamilton Jewel Gas Ranges

The illustration shows our No. 240 Gas Range. The additional working space provided on the top of the range by the raising of the side oven and broiler is a feature that commands interest everywhere. The oven and broiler are large and placed at a convenient height. The elevated shelf and steel under-shelf are additional space-providers, and combine to make this range one of our most popular styles.



Style 240

HAMILTON JEWEL Gas Ranges are crowded with real sale-producing features.

Simple in design.

Easily operated.

Excellent working and wearing qualities.

Unsurpassed in actual results obtained.

Equipped with the Graves' Patent Safety Lighter and Jewel Adjustable Needle Valves.

Economical in time, fuel and labor.

THE PRICE IS RIGHT

Make 1912 the best ever.

Buy from the Hamilton Jewel people—makers of Good Gas Goods

¶ **Our NEW 80-PAGE 1912 CATALOG of Gas Ranges, Heating Stoves and Gas Appliances is ready for mailing now.**

JEWEL TRADE MARK

¶ **There are many new features in our 1912 designs. Revised prices. Send for the New Catalog to-day.**

The Burrow, Stewart & Milne Co., Limited

Head Office and Works: HAMILTON, ONTARIO

Offices and Warerooms at TORONTO, MONTREAL and WINNIPEG

Western Customers please address all communications to 130 James Avenue, Winnipeg

Quality Goods for Business Builders

McClary's

1912 GAS RANGES

Our 1912 Series Gas Ranges embraces lines suitable for Palace or Cottage

In quality, style and finish, they outdistance all other Gas Ranges.

For economy of gas and labor they are unsurpassed.



Illustration shows
Style E. S. No. 256

New bright black enamel finish that lasts.

Specially selected, hammered blue finished steel oven doors.

Neat designs of nickel trimmings throughout.

White enamelled broiler pan and match trays.

The style and finish of this range makes selling easy.

The quality of the range, and its economical working, pleases users and brings new customers. That's the foundation of successful business building. It's quality that does it.

GET SAMPLES RIGHT AWAY

When you see the samples we'll get your stock order.

"McClary" on Goods is a Quality Name.

McClary's

McCLARY'S SHIP QUICK.

Toronto, Montreal, London, Vancouver, St. John, N.B.
Hamilton, Winnipeg, Calgary, Saskatoon

DISSTON

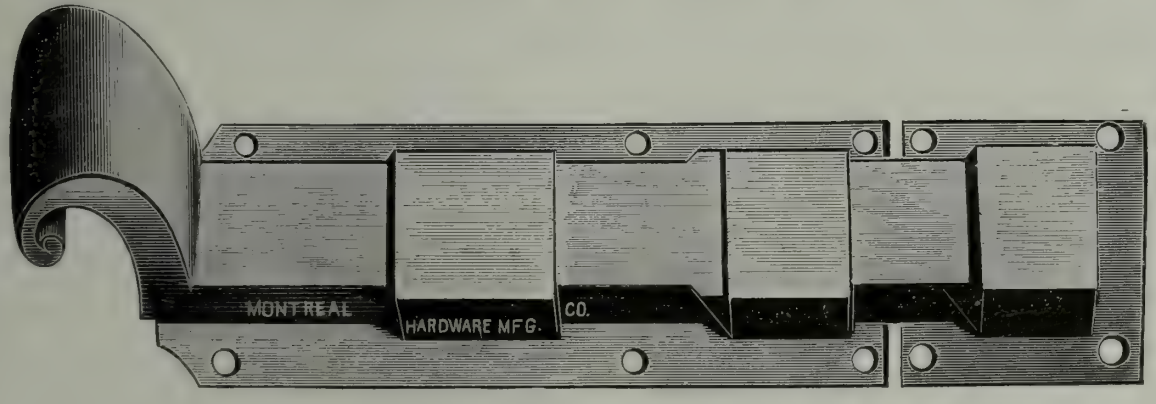
TRADE MARK

The Brand that stands for Highest Efficiency. Has maintained its Prestige for Seventy-two years.

SAWS, TOOLS and FILES

HENRY DISSTON & SONS
INCORPORATED
Keystone Saw, Tool, Steel & File Works
PHILADELPHIA, PA.

POLISHED HEAVY DOOR BOLTS

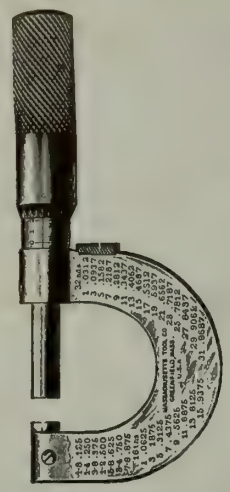


Specially made for very heavy doors, very finely finished, and suitable for the very best work.

Montreal Hardware Manufacturing Co., Limited

Manufacturers of Butt Hinges, Light T and Strap Hinges, Heavy T and Strap Hinges, Hinge Hasps, Screw and Strap Hinges, Latches, Door Bolts, Hitching Rings, etc.

MONTREAL, - CANADA



Goodell-Pratt's

MACHINISTS' TOOLS





Every dealer should know of the fine line of Machinists' Precision Tools which we are manufacturing. These tools are first-class in every particular and are worthy products of the Goodell-Pratt Shops. It will pay you to investigate. If you are not familiar with them, ask us for catalogue No. 10.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.



PIPE FORCE PUMPS

WITH COG LEVER PUMP. WITH AND WITHOUT THREE-WAY VALVE

You can sell these pumps for use in 5-5/8″ casing. In Fig. 259 the delivery or three-way valve is ON THE OUTSIDE of the discharge pipe, which makes it much easier to pump. The stuffing box for the three-way valve is below the frost line. These pumps are furnished also with plain wind-mill tops.

Deming Hand and Power Pumps

Cover a very wide range. They include lift and force pumps of all descriptions; deep well working heads: iron and brass cylinders; triplex power pumps; spray pumps; nozzles and appliances, etc., etc. Ask us to send you special bulletin regarding these pipe force pumps.

The Deming Company 115 Broadway **Salem, Ohio**

Hand and Power Pumps for all uses.

GENERAL DISTRIBUTING HOUSES

HENION & HUBBELL, Chicago — RALPH B. CARTER CO., New York

HARRIS PUMP & SUPPLY COMPANY, Pittsburg

Other agencies in all principal cities.

Fig. 259. Pipe force pump with cog lever top, and three-way valve for underground discharge.



Fig. 258. Pipe force pump with cog lever top, but without three-way valve.

Books for the Metal Workers

Any of the following books sent prepaid on receipt of price

WRITE FOR CATALOGUE

THE NEW METAL WORKER PATTERN BOOK.

A treatise on pattern cutting as applied to all branches of sheet metal work. By George W. Kittredge. 430 pages; 744 illustrations; size 10 x 13 inches. Cloth bound. **Price $5.00.**

ART OF COPPERSMITHING.

A practical treatise on working sheet copper into all forms. By John Fuller, Sr. 327 pages; 474 engravings; size 10 x 6½ in. Cloth bound. **Price $3.00.**

SHEET METAL WORK.

A manual of practical self-instruction in the art of pattern drafting and construction work in light and heavy-gauge metal, including sky-lights and roofing, cornice work, etc. By Wm. Neubecker. 267 pages; 358 illustrations; 6½ x 9¾ inches. Half-Morocco binding. **Price $3.00.**

A PRACTICAL WORKSHOP COMPANION.

For tin, sheet iron and copper plate workers. By LeRoy J. Blinn. 296 pages; 170 figures. Size 5 x 7¼ inches. **Price $2.50.**

SHEET METAL WORKERS' INSTRUCTION.

By Joseph H. Rose. 300 pages. Profusely illustrated. **Price $2.00.**

THE ROOFING, CORNICE & SKYLIGHT MANUAL.

175 pages; 170 illustrations and 13 plates; size, 6 x 9½ inches. Cloth bound. **Price $1.50.**

BAUGHMAN'S BUYER & SELLER COST TABLES.

A cost book for everybody having cost to figure by the piece, pound, foot or ton, from 2½c per hundred to $ 0 a hundred. Leather bound. **Price $1.50.**

TINSMITHS' HELPER & PATTERN BOOK.

With useful rules, diagrams and tables. By H. K. Vosburgh. A new revised edition; 120 pages; 53 figures; size 4½ x 6¾ inches. Cloth bound. **Price $1.00.**

TWENTIETH CENTURY SHEET METAL WORKER.

By H. E. Osborne. Gives short, concise explanations which should be easily understood by the young apprentice, and are sufficiently scientific for the practical use of the journeyman. 86 pages; size 5½ x 7¾; illustrated. Cloth bound; **Price $1.00.** Paper Cover; **Price 60c.**

PRACTICAL METAL PLATE WORK.

By Paul N. Hasluck. 247 illustrations; 160 pages. **Price 75c.**

TREATISE ON THE GEOMETRICAL DEVELOPMENT OF ROUND AND OVAL CONES.

With easy examples of their application. For the use of beginners and practical sheet-iron and tinplate workers. By John Fuller, Sr. 52 pages; 37 figures; size 4½ x 6¾ inches. Cloth bound. **Price 75c.**

MENSURATION FOR SHEET METAL WORKERS.

As applied in working ordinary problems in shop practice. By W. Neubecker. 51 pages; 70 figures; 5½ x 7¾ inches. Cloth bound. **Price 50c.**

TABLES GIVING THE LENGTH OF BARS FOR SKY-LIGHTS, AND RAFTERS FOR ROOFS.

84 pages; bond paper; handy pocket size. Cloth bound. **Price 50c.**

THE METAL WORKER SHOP CARDS.

Made of Manila Board; 11 x 14 inches; eyeletted for hanging up in the shop. No. 1.—Table of the quantity of tin required for roofs. No. 2.—Table of the diameters, areas and circumferences of circles. **Price 25 cents each.**

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MACLEAN PUBLISHING COMPANY

TECHNICAL BOOK DEPARTMENT

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QUICK SELLERS!







These three items pictured won't stay long on any dealer's hands! Each is unique of its kind, practical, priced low to sell quick, and sure to captivate

EVERY MAN WHO GOES A-FISHIN'

Your trade will not be all it might be until your stock is right to care for the demand we steadily create for

TRADE MARBLE'S MARK

SPORTING SPECIALTIES

Every fisherman is a customer for this Safety One-Hand Clincher Gaff — the fish-saver that beats any net. Sells cheap enough to coax anybody, and makes a friend of every user. Ask about trade price.

Besides the popular Folding Fish Knife, Clincher Gaff and Ezy-Quick Boot Repairers illustrated, the Marble line includes the famous Game Getter Gun and a long list of sure-fire popular trade winners YOU ought to sell. Know about them by saying you want to hear from

Mends a broken or pierced rubber boot in a jiffy, without cement. Great for auto-kits, too, as a tire-repair. The price is little. Ask

Marble Arms & Mfg. Co., 5350 Delta Avenue, Gladstone, Mich.



No. 1186 Coal Grate

MANUFACTURED BY

The Ohio Foundry & Manufacturing Co.

STEUBENVILLE, OHIO, U.S.A.

Manufacturers of all styles of coal or gas burning fire-place goods, as well as andirons and wrought fire-place trimmings.

"Try Us for Service and Quality"

We carry a large stock of

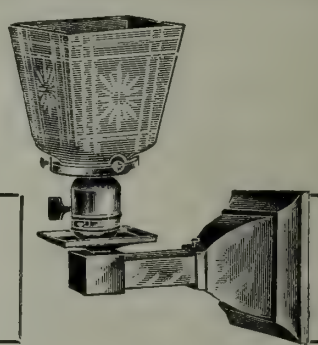
Wholesale Plumbers' Supplies,

from which we can make immediate shipments.

Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.

WINNIPEG.



We carry a large stock of Tungsten Metal Filament Lamps, also Carbon Lamps, and a general line of Gas and Electric Fixtures and Glassware.

The Rochester Lamp Co.

120 Church St., TORONTO

FOR

Wedding Presents



Our C.L.C. special quarter cut oak cases filled with cutlery and plated ware, are most acceptable and useful.

We can fill these cases with goods of any quality, ranging prices complete from $50.00 each net upwards.

The cases are beautifully finished with satin lining, furnished with lock and key, also name plate.



Pearl Handled Dessert Knives and Forks

In union 5 ply walnut cases that will not warp or shrink complete with lock and key, one dozen knives and forks in each case, with beautiful pearl handles, silver ferrules and silver plated blades and forks.

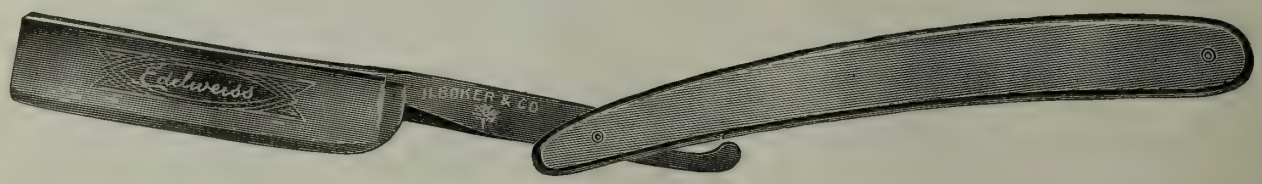
See Illustrations of full line in our General Catalogue.

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"Tree" Brand Cutlery Never Disappoints

No brand of Cutlery is better known to-day than the famous "Tree" Brand which has been on the market for the last 75 years and in which the quality has been upheld since this brand was first introduced.



Every article bearing this brand is guaranteed to be absolutely the highest quality. The workmanship, material, grinding and temper are absolutely the best that skilled labor, up-to-date manufacturing methods and finest quality raw material will produce. Every razor guaranteed to last a lifetime if properly used every day.

For Sale by All Leading Wholesale Hardware Firms



Famous Red Jacket "So-Easy-to-Fix" Pumps

Made by RED JACKET MFG. CO., Davenport, Iowa

The *only* line of pumps, *with exclusive features*, made anywhere.

"So-Easy-to-Fix." So easy to work.

You'll know that they are *better*, *different* as soon as you see one. Order a deep well Red Jacket "So-Easy-to-Fix" Pump from any of these jobbers and ask particulars of exclusive agency proposition.

ROSS BROS. Ltd., EDMONTON | **CANADIAN FAIRBANKS-MORSE CO.,** WINNIPEG - - - SASKATOON | **METALS Ltd.,** CALGARY



Canadians Favor This Hinge

because doors mounted on them can be taken down or put up in LESS THAN A MINUTE. One quarter turn of the button on each hinge is all that is necessary.

Tools not necessary. No loose parts. Oil tempered springs and smooth strong castings. Retailers make more profits on this than any other hinge.

Ask your jobber for the No. 16 IDEAL DETACHABLE; if they cannot supply them write to us.

Stover Mfg. Co., 709 East St., **Freeport, Ill.**

Manufacturers of high grade hold back, non hold back and double acting hinges

Free If You Are Not Satisfied

The New Preston O. G. Square Bead Eavestroughing

We have always claimed that our eavestroughing was the best on the market, but we have gone ahead and gotten out something that is far superior to our old make. Now we can claim that we can't be beat when it comes to our eavestrough.

Some time ago we advised all the trade that we were manufacturing O. G. Square Bead eavestroughing by machinery which assured absolute uniformity in shape, but it developed that our machinery was not heavy enough to produce as sharp a bead as we desired. We have now perfected and patented automatic steel dies to fit our large power press and we now guarantee a trough superior in shape, appearance and fit to any other on the market.

You can save time and solder in the erection of this eavetrough FOR EVERY PIECE IS EXACTLY THE SAME and fits snug and tight. There are more profits for you and more satisfaction if you use our make. See our special offer below and take advantage of it at once.

Cut out this ad. and mail it to us to-day with your order for 250 feet of our new O. G. S. B. Eavestrough and if it is not exactly as we represent it we will make you a present of it. This offer is good for thirty days.

MENTION HARDWARE AND METAL

THE METAL SHINGLE & SIDING Co. LTD

PRESTON ONT. MONTREAL QUE.

CONNOR BALL BEARING WASHER



is a profit earner

It pays big dividends to dealers who take an active interest in it. Many wide-awake merchants have doubled their washing machine sales since taking hold of the Connor Ball Bearing Washer. The many

exclusive features make it easy to sell

as they attract unusual attention, and create a strong desire for the washer. Just what these features are will be fully explained to you when we receive your name and address. Drop us a card. Send for a copy of our new catalogue, now ready.

J. H. Connor & Son

LIMITED

OTTAWA - ONTARIO

THE LOOP-LOCK ROPE BUCKLE TIE

"A New Tie That Will Sell Quickly"

Dealers who do not know the **Loop-Lock Rope Buckle Tie** should make it a point to get acquainted at once.

It has been designed and manufactured, after a careful study of the ordinary tie, with an aim to cover defects.

Makes an **adjustable** and **Sure-Lock Tie Rope** which can be fastened at any point along the rope, making a loop that **cannot slip, give or loosen.**

This Loop-Lock Buckle is most simple Has no springs or snaps about it. Will not rust. Tin Plated. Made of **Malleable Iron.** Will last a lifetime.







The rope used in these ties is the best grades of MANILLA, BRITISH MANILLA and SISAL ROPE. The rope is tight or hard laid and not the cheap and loose quality that is commonly sold.

The LOOP-LOCK TIE is made to be reliable at all times and with all animals.

A GOOD ROPE TIE is worth much in times of emergency. A poor one is dangerous, uncertain, and soon wears out.

THE LOOP-LOCK TIE is a good insurance.

Write for prices and full particulars to-day.

Good profits await you.

CANADIAN ROPE BUCKLE CO.

HAMILTON, ONT.



"QUEEN'S HEAD"

Galvanized Iron

Its popularity never diminishes.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

INGOT METALS

Aluminum **Antimony**

Copper **Spelter**

Lead **Tin**

For Lowest Prices and Prompt Deliveries

Enquire from "The House for Metals."

A. C. LESLIE & CO., Limited

MONTREAL

The "Fountain" LAWN SPRINKLER



"A SPRINKLER That Every Household Can Afford To Buy"

Try it on your own lawn—Your customers will ask "where can I get one like it?"

It Really Imitates Nature

Made of brass, handsomely polished, thoroughly good and "looks it"



With Every Order of SIX SPRAYERS You Get a Very Attractive DISPLAY BOX

which makes selling easy—Your jobber has it, ask him and be sure to specify the "Marysville Fountain"—The original and only sprinkler with **The "Mist-Like Spray"**

The Standard Stamping Co.

No. 501 MAIN ST., MARYSVILLE, OHIO.




DOMINION
LESS PRICE---MORE FORCE
AMMUNITION

What you want, PRICE and QUALITY

We Have Both { Lowest Price / Highest Quality

You Save Money by Using Dominion Cartridges.
You Save Cartridges, Shooting Your Game with the Dominion Make.

DOMINION CARTRIDGE CO., LIMITED
MONTREAL, QUE.




Special Announcement to Ontario Hardwaremen

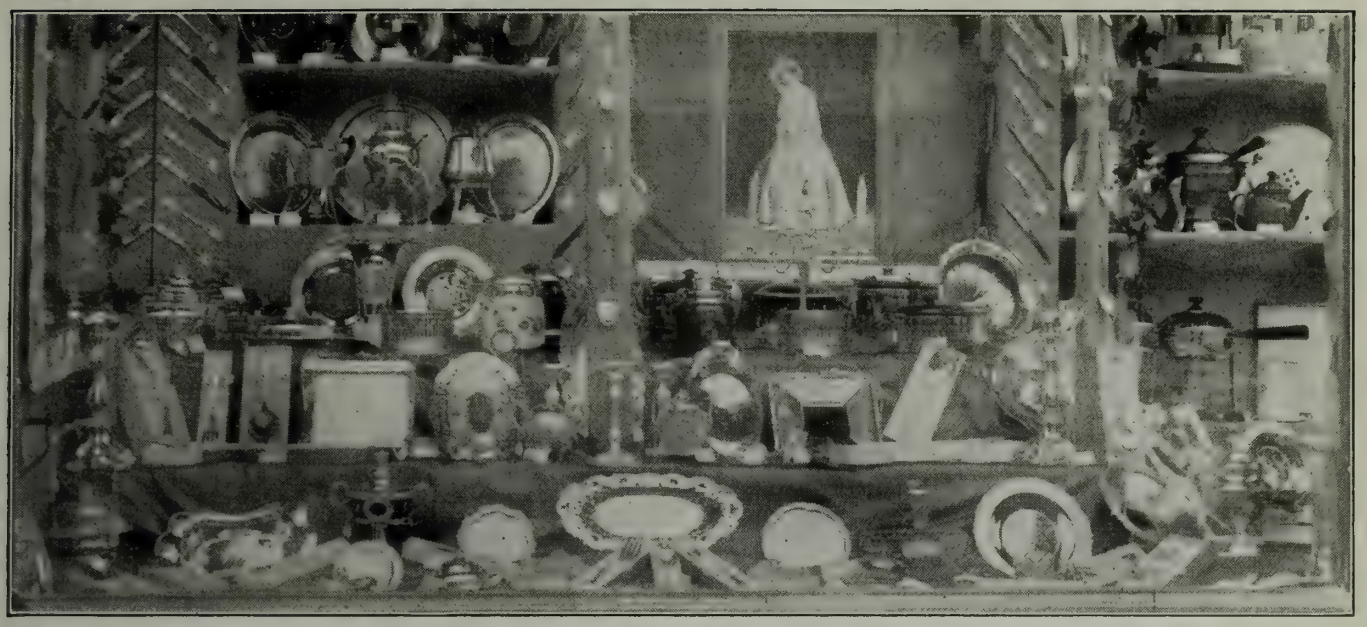
THE MACLAREN IMPERIAL CHEESE CO., LIMITED
have received a large shipment of

ANTI-DUST Disinfectant Sweeping Powder

The extraordinary leap into popularity of this, the **ONLY** disinfectant, moth and germ killing sweeping powder in Montreal, Quebec and Eastern Ontario, has been unprecedented. Ask the MacLaren Imperial Cheese Co., Limited, for their prices. Quick turn over—good profit.

Representatives for Kingston and vicinity: FENWICK, HENDRY & CO.

SAPHO MANUFACTURING CO., MONTREAL



A neat display of goods suitable for wedding presents in the store of the Peterboro Hardware Co.

The Wedding Present Trade Campaign

Hardwaremen Should Lose No Time in Preparing for This Profitable Trade—Most of the Purchasing is Done by Women — It is Necessary, Therefore, to Make the Store Bright and Attractive—The Necessity for Good Display Measures—Two Creditable Window Trims.

The advent of June means more than the commencement of the summer season. June is the month of marriages, the period of the year which seems universally picked upon for the ceremonial culmination of human romance. The first Wednesday of the month sees more matrimonial contracts signed than are consummated during any of the other eleven months of the year.

As a natural sequence, June is also noted for a shortening of pocket books in the purchase of wedding presents. Every marriage means on an average the purchase of, say, twenty-five gifts. To bring matters down to a practical, statistical basis, let it be assumed that in a town of five thousand people, there are twenty marriages during the month. That means five hundred wedding presents to be bought and probably five or six dealers to share in the trade.

When this article is read, the month of June will have started. It will not be too late, however, for the hardwareman to begin an active campaign to secure just as large a share of the wedding present trade as aggressive methods can assure. The long suit of the average person is procrastination, especially when it comes to buying presents. At least half of the wedding gifts are purchased on the day preceding the happy event and are then sent up post haste. There is still time, therefore, for the dealer who has not already begun his campaign to make a bid for the early month marriage trade.

START AT ONCE.

In two or three days the June weddings will start. The demand for wedding presents has already manifested itself. The hardwareman who has not already inaugurated his campaign, should not delay an hour, therefore. Start next week off right with a series of window displays, a rearrangement of the store stock and strong advertisements in the local papers. The resultant trade will justify the efforts put forth.

Appealing to Ladies.

At the outset, there is one essential fact which must not be lost sight of. The great bulk of wedding gifts are purchased by women. Men are only too glad to leave the bother of selecting the gifts to their mothers, wives and daughters. "You know what will suit better than I do," they protest. "I'm too busy anyway. You run down town and look after it." In any case, it is safe to assume that even if the man does do the buying, some member of the sex, variously termed fairer, weaker and deadlier, will be along. The womenfolk are loth to entrust a mere man with the onerous task of picking a wedding present alone.

Now every hardwareman knows that women like to shop in stores which are bright and attractive. If the hardware store is dark and dingy, they can be counted upon to go to the jeweler's every time. Quite a number will do that anyway—unless the hardware dealer takes some steps to get their interest aroused.

Make the Store Bright.

The first step in the campaign, therefore, is to clean up the shop. A regular old-time cleaning bee should be instituted, every member of the staff being pressed into service from the proprietor to the office boy. Re-arrange the stock, bringing the attractive and seasonable lines to the front. If time permits, give a coat of varnish or stain to the fixtures, walls and shelves. The store will look fresh and wonderfully improved after you are through.

Put Goods to Front.

The articles which particularly appeal to the purchasers of wedding gifts should be put prominently in the front of the store. Stock the showcases with silverware, cutlery, brass and nickel-plated ware, cut glass and similar lines. Use the windows for attractive displays. In fact, arrange the stock so that persons entering will be struck not only with the varied assortment of

lines shown but also by the general attractiveness of the premises. In that way only can the trade of the women be secured.

It has very wisely been said that the dealer should change his stock and store around as much as possible. This is certainly one of the seasons when a change will be found profitable. Move a silent salesman across the entrance where the contents will be plainly visible from the street; and flank it, if the equipment of the store allows, with other glass showcases, all loaded with the lines named above. This arrangement will to some extent do away with the necessity of removing other goods from the front shelves to make room for the wedding present lines.

Good Window Displays.

It is probably not necessary to enlarge on the necessity for attractive window displays. This need will be recognized by all. A good window trim will go a long way toward winning recognition for the hardwareman as the handler of all lines of desirable wedding gifts.

Two very creditable and attractive displays by Canadian hardware dealers are herewith reproduced.

The first one was trimmed by Charles McGibbon for the Peterboro Hardware Co., Peterboro. The picture does not show the upper part of the display which had many creditable features. The top was in the form of a dome, slanting backward and supported by pillars. Topping the pillars were arches made from buggy rims. The front arches were joined to those at the back by slats with iron hooks, from which were suspended butter dishes, biscuit jars and other articles. The base of the window had two steps, to give a better display of the goods shown. Shelves were placed between the pillars.

The color scheme of this display was purple and gold. The background, pillars, etc., were covered by purple, crepe paper and streamers. The base was covered with gold colored sateen.

Each article shown—and there was a handsome selection—was price marked.

The second display shown was dressed by D. E. Tait for T. S. Tait & Sons, Campbellford, Ont. The floor and background were covered with white cloth and the sides had a similar covering. Circles and ovals, made from heavy cardboard with green sateen covering, made a good background for the display of cutlery and plated ware. The sign "Gifts" was cut out of the same material as the circles but was covered with red cloth, this divergence in color lending a pleasing and striking effect. The window was trimmed with casseroles, bake dishes, tea sets, cake and bread plates as well as all varieties of cutlery.

Doubled Trade.

This window has certainly had the desired effect. Mr. Tait writes: "Our sales are the largest on record, exceeding those of a year ago by 100 per cent."



This display in the store of T. S. Tait & Sons, Campbellford, has increased sales 100 per cent.

A Matter of Display.

Catching the wedding present trade is very largely a matter of display. The store which shows the most attractive line of goods is very likely to capture a large share of the trade. Windows are a big consideration in this respect, of course, but it is equal,y important that the greatest care should be taken in the matter of displaying the goods within the store.

Find Out Beforehand.

It is sometimes well to find out beforehand what marriages are "coming off." This information can easily be obtained in towns and cities of smaller size. Possessed of this information, the dealer is able to gauge the probable demand for wedding gifts and to base his operations accordingly. He can also form shrewd conclusions as to who are likely to be buying presents for these events and to do a little canvassing as occasions arise.



The following items are taken from the issue of June 4, 1892:

"The E. & C. Gurney Co., Toronto, have presented two boilers to the Y. M. C. A., Kingston, for the new building. They are valued at $600."

* * *

"Paints are still in good demand and dealers say the trade is as good as at this period last year."

Editor's Note.—Mark the difference in tone to that adopted in the trade nowadays. To acknowledge nowadays that trade in any line is only as good as at the same period of the previous year is to a lack of success, amounting almost to failure.

* * *

"Rice Lewis & Son are the holders of the contract to supply the hardware for the new Ontario building now far on in course of construction in the Queen's Park in this city. The award, which was made a few days ago, put an end to a little exciting suspense among several first class houses in both this country and the United States."

After Hanging of Crane Come Many Purchases

The Wise Hardwareman is He Who Makes an Effort to Secure These—They Mean Immediate Profits, Yes; but, More Than That, They Mean Many Future Sales—Kitchen Ware, Paper Bags for Cookery, Tools for Reducing Refractory Doors to a State of Obedience, These and Many Other Things Will be Needed by the Home-comers.

After the bride, falteringly, and the groom in manly tones, have said: "I will"; after the last bag of confetti has been thrown, and the last "new relation" embraced; after the honeymoon has been completed, and the groom's pocketbook depleted, the newly weds will return home to rest. "And faith they will need it," as Mr. Kipling would remark.

The newly weds return home to enjoy what they think will be a little respite from the fatigue of travel, but they find that they face work of another sort. It doesn't much matter with what care the groom has prepared the home before the wedding, there are going to be a lot of things to do when the bride arrives. If there really isn't any thing which needs doing the bride will think there is—and that, of course, amounts to the same thing.

Home Coming the Big Event.

Oh, the home-coming of the newly weds is no tame event. It is not an anti-climax. It is the apex of a series of big events. All along the trip it was that home-coming which was the leading subject of conversation. Turning from an inspection of Carnegie's home on Fifth Avenue, that bride and groom would brazenly discuss their own self-contained house—or their own modest apartment. They would see nothing incongruous in this.

Anything to make that home more homelike or more comfortable is going to find favor in the minds of the happy young people. For the house they will spend money freely. Any man who displays something which is wanted for that house will make a sale to the newly weds. He moreover may make friends with them, which will be still more valuable to him, for that will mean many future sales.

The Merchant's Opportunity.

Undoubtedly the home-coming of the newly weds is the merchant's opportunity—and to none is the opportunity greater than to the hardwareman. He, perhaps more than any other retailer, can offer things required in the home. It is to him that the bride turns when she needs something for the kitchen. It is to him that the groom goes when he needs a hammer to help him hang the picture which mother-in-law painted at the age of sixteen. He may wish mother-in-law had waited until she was older to do the painting, when, perhaps, she would have been too busy with other things; but whatever he wishes in his heart, he gets the hammer and drives the necessary nail.

To set down any list of the goods which the newly weds are likely to need would be well-nigh an impossible task. The best thing a dealer can do, perhaps, is to recall his own experience. If there is a clerk in the store who has recently been through the mill he might be brought into consultation—as a sort of alienist. It might even be a good plan to hold a conference. Different men will have had different experience, and there is wisdom in the council of many.

What Lines to Push.

The goods once decided upon, it is then necessary to bring these forward in some attention-compelling way. Picture wire, hangers to fit over the moulding—these perhaps need not be displayed. Nor need nails or tacks. Even the most unsophisticated bride or groom will know that these may be bought at a hardware store—at any hardware store. It is the lines which the dealer believes he can furnish better than his neighbor—the lines which he can supply at a better price—which he would do well to push to the front.

Take pots and pans, for instance. Thanks to the kitchen shower—the originator of which should be put upon the Calendar of Saints—many brides start housekeeping fairly well equipped with utensils. But the home-coming is often made earlier than was expected. Suppose the bride comes from a distant city. Her pots and pans—to say nothing of her dresses and other paraphernalia of minor importance—will not have arrived. What is to be done? Up speaks the husband: "We can buy a pot or two," says he; "we will likely need them later on any way."

Where Display Counts.

And the purchase is made, that dealer who has an attractive display of these goods being more than likely to get the sale.

And when the product of that kitchen shower does arrive it will be found that certain articles have been overlooked. There will be two frying pans and no potato masher. There will be no coffee pot. There will be no pot suitable for porridge. More need of purchases.

Then some knives will be needed. Perhaps a kind friend or relation will have attached his card to some solid or plated goods. That is likely—but kitchen knives and forks, the commoner spoons are often overlooked. They are necessary, too. So are egg beaters, soap dissolvers, toasters—a hundred and one things. Let the hardware man make up a table of these, and he will sell something every time a newly wed comes near his store.

A Chance to Push the Bags.

Then, when cooking is just being started, there is a great opening for the paper bag. These, for one thing, obviate the necessity of making new purchases to take the place of the tardy pots and pans. Possibly the bride has used paper bags before. Possibly she has only read of them, but she is quite willing to experiment. If the hardware dealer draws her attention to these by window displays, by advertising, or by sensible explanations of their use when he is making a sale of some other article, he will place many bags; and a bag in the hand of a customer means that many more will move from the dealer's shelves.

There is still another class of goods which may well be brought to the front in honor of the hanging of the crane. Tools. There does not seem anything very romantic about these—anything very suitable to this home-coming season. Nevertheless, tools have done much to make the home attractive. If the house is new there will be a door swollen so that it will not close—a cupboard door warped so that it refuses to open at all at first, and then flies back, causing bitter words on the part of the groom and bitter tears on the part of the bride. And all the while all that is needed is a good plane—a few shavings off and the door will open and close.

Great Need of Tools.

Screw drivers are needed to facilitate the hanging of curtains. A stepladder is needed for the same purpose. A wrench will enable the immediate stopping of a leaky tap, if such there be. A hammer is a household need.

Then there are little carpentering jobs to be done—a shelf to be put up, a cellar step to be replaced. A saw is needed. But the variety of tools required is wide beyond belief. To move into a house seems such a simple thing—such a simple thing until you have tried it.

Still other little fixtures will be in demand. Even the most thoughtful groom will not remember that his bride will

(Continued on page 44)

HARDWARE AND METAL

(ESTABLISHED 1888.)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

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SUBSCRIPTION

Canada, $2; United States, $2.50; Great Britain and Colonies, 8s 6d; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

UNFAIR MAIL-ORDER BUYING.

The unfairness of the competition which the retail dealer has sometimes to contend with was strikingly demonstrated in the circumstances related this week by a hardwareman in a small Eastern Ontario village to a representative of Hardware and Metal. This dealer has noticed for some time back that the people in his neighborhood have been getting into the habit of ordering goods from catalogue houses. Any day in the week large consignments of goods can be seen at the station billed to people in that vicinity from the mail order houses. The practice has been cutting into the trade of the local merchant to no inconsiderable degree.

This dealer has noted one tendency on the part of the people who are buying by mail which presents a serious aspect. On several occasions he has heard of women going around the neighborhood soliciting orders for a catalogue house. On making inquiries, he found that they were anxious to buy certain articles themselves, but that their purchases would not total $25. In order to bring the total up to that figure, and thus secure prepayment of the freight, they were trying to induce other women to buy something and send in all the orders together. This "clubbing," he finds, has been done a great deal.

The irony of the situation lies in the fact that all the people engaged in this practice are customers of his, and some of them have been running large bills for extended periods. He has found it difficult to get any money out of them, and has been going on supplying their immediate wants on the time basis. His indignation when he discovered that some of the worst delinquents in this respect were buying from a catalogue house right along and sending large sums of money, can well be imagined.

This is not an isolated case by any means. The same thing is going on all over the country probably. Every hardwareman may be extending credit to some customers who are thus abusing his confidence by sending their money out of town.

What can the local dealer do in such a case? To revert to the cash system of doing business is one solution; but it is probably a solution which a great many will not care to take. The answer seems to be to adopt improved methods of merchandising, which will make it possible to compete with the mail order house on a more even basis. Every effort should be made also to educate the public to the unfairness and the folly of buying by catalogue. The dealer who "fights back" at the mail order house does not often come out second best.

UNIFORM HOLIDAY DATES.

The half-holiday season is at hand, and one is again forcibly impressed with the folly of lack of uniformity in the dates. Why should one town declare a half-holiday for Wednesday afternoons and the next town shut down on Thursdays? This practice is very demoralizing on the work of the traveling men, who never know when they stop off in a town whether they will find a store open or not. It cuts up their territories, and means much loss of time.

One afternoon is as good as another. Why cannot a certain day be fixed for half-holidays wherever the holiday practice is observed?

ADVERTISING CRITICISMS.

In writing an advertisement, there are so many points to be borne in mind that it is doubtful if perfection can ever be attained. One of the greatest ad.-writers in America, a man whose salary runs into four figures, confessed recently that he had never turned out a piece of work which had satisfied himself absolutely or which was above criticism in every way.

It is much easier to criticize than to construct; particularly with respect to advertising. Men who cannot originate an idea of their own, can tell at once what is lacking in the completed work of other men. Criticism should, therefore, always be modulated by recognition of the difficulties of construction.

Criticism is, nevertheless, a valuable medium for those who desire to learn. It is wise to gain the opinions of other men. No one man has a monopoly of knowledge or brains, and none are more short-sighted than the individuals who refuse to learn or to profit from the experience and views of others. It is well to "see ourselves as others see us," to secure impartial opinions of our own work from others.

Criticisms of retail advertisements have constituted a regular feature in Hardware and Metal, and much good has been done thereby. We have at all times endeavored to steer a clear course between the extremes of over-severity and over-leniency, and have given suggestions for the improvement of each ad., based on principles upheld by the best exponents of advertising. Hardware dealers are invited to send in advertisements for criticism in this department.

STUDYING COMPETITORS' METHODS.

The advantages of a retail dealer getting out among his competitors cannot be questioned. There are some, however, who do not take full benefit from their experiences. They visit other towns and stores, but instead of studying methods, displays, etc., closely, take a superficial view of everything, and return with nothing.

No keen business man can step into another's store without learning something. If he is observant, there will be features about the store interior, the equipment, the attitude of the dealer in serving customers, the display of goods or the store appearance, that will teach him something new. Many a man who cannot see faults in his own methods will readily detect them in other stores and profit thereby.

The writer knows of one dealer who, whenever he is away from home, always makes it a point to call on as many confreres in the trade as possible. He observes the equipment, the display, the character of goods handled and notices the movements of the men behind the coun-

ter. He learns from both their commendable methods and their faults, and returns better equipped in knowledge of his own business.

Methods of doing business are more important than simply a history of progress. Readers of this paper will no doubt long since have noticed the value we attach to the methods of men — how they have done this and that to make their business successful — rather than a history of when they began business, how often they have enlarged their stores and how many clerks and delivery men they now employ.

Money makers and time and money savers are what every dealer wants to know about, and he should study these with every available opoprtunity.

CHANGE IN MARKETS.

With this issue a change is inaugurated in the method of reporting Western markets. Reports from Winnipeg are included with those from Montreal and Toronto on the regular market pages. The current Western quotations will be found with the other quotations in the three-page section, used for this purpose, which follows reading matter.

POINTED EDITORIALS.

The Made-in-Canada train is attracting a lot of interest in the West.

* * *

It is not too late now to start the wedding present trade campaign; but another week will be.

* * *

A scarcity in all plumbing and heating goods is predicted this year. If your stocks are low, better get busy.

* * *

The growth of the country has very distinctly outpaced the industrial development; in some lines at least.

* * *

Every dealer and clerk should realize that cost of doing business and profit should be calculated on the same thing.

* * *

Forcing goods on a customer is like compelling a woman to do something. Persuade both by suggestion and they will probably think they were the originators of the idea.

* * *

It is a great thing to be able to forget, upon occasions, but the man who can remember his last year's difficulties is putting himself in a position where he can avoid the recurrence of those difficulties.

* * *

It may be easy to impose upon Mrs. Newly-Wed through her ignorance of household matters. It is poor policy, however. She will grow wiser and perceive just how she was cheated. And then the customer will promtly be transferred to another store.

* * *

In various parts of Canada merchants are again adopting the weekly half holiday. Wherever at all possible this is undoubtedly a wise move. It gives both the dealer and his clerk a recreation time, which everybody needs, and will fit all for better work the remainder of the week.

About Pipe, But No Dream

WHEN, late last fall, the manufacturers announced their intention of keeping their mills running steadily all winter, that they might not run short of soil pipe in 1912, it appeared that the future year's supply was assured. As the winter advanced, and the soil pipe mills were kept running, the certainty of the supply seemed to remove all need of anxiety; yet at the present time—with the real demand hardly appeased at all—there is a scarcity in pipe.

How such a thing should be is hard to understand at first consideration. But upon a careful review of the circumstances the reasons come to light; and those who found difficulty in getting this drain pipe last year will see that they stand in danger of experiencing an even greater shortage before the snow checks the present demand.

Despite the manufacturers' decision to run their mills the winter through, in order to get a reserve supply of soil pipe which would enable them to meet the orders which they anticipated would be large, there is, at the present time, less soil pipe on hand than there was at this season in 1911. It would appear, therefore, that given a demand in the coming months equal to that of the corresponding months last year, the scarcity will be even greater than then. There is, however, one fact which must not be lost sight of. Last summer there was a wave of excessive heat—some may remember it and perspire at the recollection. That hot wave necessitated the closing down of the mills for nearly a fortnight; and when it is borne in mind that one concern alone melts 100 tons of iron a day, for the production of soil pipe, it will be understood that a complete cessation of operations for ten days or two weeks means a tremendous reduction in the total supply.

It seems reasonable to suppose that there will be no such protracted period of inactivity this year, so that even with the present reduced reserve, the fall should find a greater supply of soil pipe than there was in 1911.

On the other hand, the demand this year gives promise of being larger than last. Orders at this early date, indeed, are much in excess of those received during the opening months of 1911—a fact which is partially accounted for by the early start which builders were able to make in many districts; and partially, no doubt, by the reserve supply which some men are now laying in as a safeguard against a shortage such as that of last year.

Of course, despite the good resolutions of the manufacturers, the mills were not kept busy continuously since last fall. A shortage of coke prevented this. Had this fuel not become so scarce, by reason of a cessation of production by the United States operators, the supply of soil pipe would have been satisfactory. As it is the reserve is already reduced, and prices have been forced up.

It is not altogether the operation of that old law of supply and demand which has caused the higher price level. Coke, as well as being scarce, is high in price. Pig iron, too, is more costly than for some time. With the raw material and the fuel needed for production costing more, it is therefore natural that the finished article should cost more. The makers must get their fair profit.

But it is not the ten per cent. advance in price that is the thing of greatest importance at this period. It is rather the scarcity—and the possible future scarcity of the commodity. Dealers are going to be called upon to supply farmers and contractors with a good deal of soil pipe.

Advertising for Wedding Present Trade

The Hardwareman Should Advertise Both Extensively and Well for Reasons Explained Below—Points to be Brought Out—A Suggested Layout for a Practical Advertisement.

Special attention should be paid to the question of advertising wedding present lines. For at least one very excellent reason, more attention is required than when ordinary hardware lines are in question. The reason is this. When a hardwareman advertises tools or builders' supplies say, he is dealing with goods exclusively his own. When he turns his hand to cutlery, silverware and brass goods, he gets into a field where competition is both wide and keen. The jeweler, the fancy goods dealer, even the bookseller and dry goods man, handle these lines. The hardwareman finds the necessity upon him, therefore, of outbidding his rivals for public favor. He has to prepare catchy and forceful copy.

The same condition makes it necessary for him to do quite a little advertising. The hardwareman can take it for granted that some, if not all, of his competitors will be making a determined effort to secure the wedding present trade through the medium of the local newspapers. In the case of a great many dealers, the necessity will be doubly felt for the reason that they are but newly embarked on the handling of such goods. Where the hardwareman has only recently taken up brass goods, cut glass and similar lines, he will find that he must take steps to make the public aware of the fact. People have acquired the habit of going elsewhere for such articles. To break them of the habit, the hardwareman must first of all acquaint them with the fact that he handles the goods and then demonstrate that he handles them right.

There is still another reason why the hardwareman should go about advertising at this stage in real earnest. He has the handling of some lines which are not to be found elsewhere, and which are always in demand during the wedding season; "kitchen shower" lines and practical household articles. By good publicity, he can bring people to see the wisdom of giving practical gifts and increase his sales in those lines.

For all of which reasons, the hardware dealer should use plenty of advertising space in pushing the sale of wedding gifts and should devote his best thought and effort to using the space to advantage.

One of the best advertisements which the writer has encountered so far this season was that of a far west hardware dealer, who apparently is out to capture a big share of the wedding present trade. In three-column, six-inch space, he gives a forceful talk on the many lines which are to be found in his store, under the heading, "Everything suitable for wedding presents." This advertisement contains prices and descriptions of many articles, ranging from cut glass berry bowls to carpet sweepers. Six illustrations were shown, as follows: Cut glass berry bowl, cabinet of silver, silver cake dish, brass kettle, carpet sweeper and vacuum cleaner.

It will pay every dealer to use his advertising space at least once with an ad. of this description, to show the varied nature of the stock in the hardware store. In this respect, the hardwareman has a big advantage over his rivals for the wedding present trade. He has more to offer. Customers have a larger and more varied assortment to choose from. This fact is the hardwareman's trump card, and he should not hesitate to lead it.

A suitable headline for an advertisement pointing out the pre-eminence of the hardware store in point of assortment, would be, "**Choose from the largest stock,**" or, if space allowed, a two-line head, "**A good assortment ensures a satisfactory selection—We have the most varied stock in town.**"

Appealing to the Practical.

Do not be content with the one appeal. Change the copy often. The next point to urge would be the selection of practical gifts. When people decide to give a practical gift, they perforce go to the hardware store, so it goes without saying that the practice is one the hardwareman should encourage.

In preparing an advertisement along this line, the first consideration is the headline. Make it short and to the point:

GIVE A USEFUL WEDDING GIFT

This headline should be followed by a brief talk to show why useful gifts are advisable. Something to this effect:

"The day when all wedding presents were of the showy order has passed. The practical gift is now appreciated above all others. A gift is valued according to the service of the recipients will get out of it. Experience has taught that newly married couples need articles for table use and household utensils more than fancy knickknacks and tawdry ornaments. Give them something they will appreciate as long as it lasts! Get the right quality and it will last forever."

Laying the Ad. Out.

Wherever possible use cuts. The use of illustrations in connection with this advertisement would add very considerably to its selling power.

Now for the layout. Suppose that the space to be used is three-column wide. Put the heading right across the top. Under it, in a little wider than one-column space put the "talk" outlined above, and on each side have cuts, filling out the three-column space. Each cut should be accompanied by a brief description printed beneath. The more practical the nature of the article shown in the cuts, the more fitting they will appear.

Beneath that again have two rows of articles with prices, each row set column and a half wide, with the three-column heading above: "Every article below would be appreciated—The prices are right." The name of the firm, store address, telephone number and slogan (if any) would round off a highly practical and striking advertisement.

The Value of Illustrations.

Illustrations have an especial value at this time of year. People are looking for suitable gifts. They look through the newspapers for suggestions from the ads. contained therein. A picture of an article which they know would be suitable attracts them at once and they read the advertisement through.

Cuts are especially useful to the hardwareman who has only recently gone into the lines in demand for wedding gifts. They enable him to forcibly impress the fact of his entry into the field on the public. All will see the illustrations, whereas only a certain percentage would read his printed statement of the case.

Practical Presents Much in Favor

The Day When a Gift Had to be Ornamental Only Has Passed—Sweepers, Vacuum Cleaners, Refrigerators, and Stoves are Given and Appreciated—It is Such Articles Which are Bought With the Checks Given by Crusty Old Uncles.

A story is told of a small boy—just a little beyond the Santa Claus age—who, being asked what he wanted for Christmas, remarked, "I don't care what you give me, Muzzie, just so long as it isn't something useful."

The child spoke as a child. He wanted a toy—something which he could play with—something which would amuse him in his lonely hours.

Was it not Stevenson who said, "Men are only children grown up?" Stevenson, if it was he, knew what he was talking about, for men too want to be amused; and so do women. They want toys, only their taste in toys changes. To a child the useful is detestable. To the man and woman the useful is delectable. Especially is this so where the Newly Weds are concerned. Their great toy is their house—the home to which they have looked forward for months. Anything which is going to add to the appearance or comfort of that home is going to meet favor in their eyes. Useful—why it is the useful thing for which they most long.

Why the Useful Gift.

So, at this season of weddings, there is no need for dealers to relegate to the background all those goods which are practical, and which appeal to the housekeeping instinct. House-keeping is after all necessary to home-making, and this is a season of home-making. To some, the thought of giving the bride something which she would use in her every day work. will not appeal strongly; but there are others—those most intimate, who will see that the outside friends are sending enough ornamental gifts. They will appreciate that two sets of carvers are likely to meet the needs of the young couple, and they will resolve to give something which others will hardly think of, but which they know the bride will appreciate.

Think of the articles of a useful nature which will appeal to the bride and to the bride-groom too. To begin with there is the carpet sweeper, the woman's daily friend. There was a time when people seemed to wish their gifts to be put carefully away, to be gazed upon only on such state occasions as the minister's visit, a funeral, or an even more solemn wedding. To the credit of mankind this day has about passed. No more are those wax flowers, which stood under glass upon the mantel popular as gifts. If a present is really used nowadays the giver is truly flattered; so the fact that a sweeper will be of actual service to the bride is something in its favor.

Suitable for Brother.

Such a gift as that is one which appeals to a young brother of the bride, or to a sister. The bride knows she will need this. Far be it from her to suggest that she would like brother or sister to give her a sweeper, but she can casually remark that a sweeper would be acceptable—oh! nothing would be more natural.

Then there are vacuum cleaners—vacuum cleaners which eat dirt and make no fuss about it, no fuss which necessitates a thorough dusting as a sort of house-keeping chaser.

There is not a bride, probably, who would not be deligted by the gift of a vacuum cleaner. What a present that would be for father to make—or for a brother who is himself earning money in fairly large quantities. Vacuum cleaners do not cost such a tremendous sum, and they give service steadily. They are the servant in the house. The maid where there no maid. With a vacuum cleaner it is not necessary for the bride to wrap a towel about her head, throw open the windows and sweep madly. The bride will appreciate this, and will rejoice accordingly in the vacuum cleaner that is hers through the kindness of a true friend.

Overcoming Training of Years.

The thing which dealers need to remember in connection with sweepers, vacuum cleaners, and similar lines, is that they belong to a class of goods which many do not connect with the word gift. While the useful things have been recognized as suitable for presents, yet the training of years is not easily forgotten. When a man or woman thinks, "Mamie is going to be married, I must get her a present," the thought of ornaments, and similar lines at once chases across the brain in mental moving pictures. All good presents these, but there are other possibilities, and it is to secure for sweepers, refrigerators, vacuum cleaners, and like articles a place beside the ornamental on the mental picture film that the dealer must work. He must suggest the suitability of these goods as presents. People will realize the truth of the suggestion, and purchases will follow.

What is true of sweepers and vacuum cleaners is equally true of refrigerators. With summer approaching there is hardly a gift, of the useful order, which will be more appreciated. That should appeal to some of the groom's friends. If they give him a refrigerator instead of a farewell dinner he will be better satisfied, and incidentally he may be in better condition for the ceremony.

Another Gift for Relative.

Then there are stoves. More than one stove has been given as a wedding gift—and were the young people considered, more than one stove would be given this year. In some districts ranges are the things which will be needed. Again gas stoves may be absolute necessities in the new house or flat. Gas stoves, even in this age, when, despite continual talk of the high cost of living, first-class stoves are sold at remarkably low figures, yet cost considerable money. If the groom is saved the necessity of this outlay he will start upon his new partnership in a better financial position—and that, of course, is to the advantage of the bride as well as to him. Another suitable gift for one of the groom's relations, this.

Perhaps one of the happiest events in connection with the supremely happy event of marriage, is, when the day before the ceremony there comes a note from the grumpy old Uncle to whom an invitation was hopefully sent,—a note containing a check. If the fishing is good there may be several such checks, and the hearts of the bride and groom will be glad.

Checks Not Wasted.

There is only one sure thing about these checks, and that is that they will not be wasted upon anything useless. It is the sensible things—the needful things—which they will buy. A check from the grumpy uncle might buy a refrigerator. One from a well-to-do anut might cover the cost of a stove or a vacuum cleaner. The dealers, therefore, might well prepare to supply the kind of article which will be needed. It is not enough merely to have the goods in stock. The thing necessary is to bring them so prominently forward that the bride and groom will perceive them, and will come within to buy.

The "Kitchen Shower" Custom

What it Means to the Hardware Dealer—The Opportunity thus Presented for the Sale of Aluminum Ware and Other Lines of Quality Goods—Methods of Capturing the Trade—Have a Table With All Kinds of Supplies—The Value of Window Displays.

The "kitchen shower" is one of the few customs connected with the marriage ceremony which shows man to possess a considerable degree of common sense after all. It is a development of comparatively recent date and has resulted in making the humble saucepan and the commonplace teakettle as much in demand around wedding time as more pretentious gifts.

The kitchen shower came into existence as a result of the general recognition of the fact that a young couple need useful things for every day use rather than expensive ornaments with no practical value. The average couple not so many years ago, started housekeeping with a parlor and dining-room loaded with knickknacks and a kitchen bare of all the little useful articles which make house work easy. These articles had to be acquired by degrees; probably just as each need presented itself. This system was about as practical as the method usually pursued by the Mexican who, in clothing himself, spends about $50 on a hat and fifty cents for the rest of his outfit.

Under the new system, the friends of the bride get together a short time before the wedding and supply her with all the small articles needed in housekeeping—graniteware, tinware, kettles, linen, etc. Each person contributes one article or so and between them they just about secure everything needed. A list is made up and each contributor is allotted certain articles to buy, thus preventing overlapping and the danger of omissions. This is what is known as a kitchen shower.

From the standpoint of the hardwareman the custom is a highly commendable one. Practically all the purchases are made from him and, while he sells the articles which the newly weds would afterwards have bought from him by degrees, he has the advantage of earlier sales.

Paving Way for Sales.

The kitchen shower gives the dealer dealer a splendid opportunity to pave the way for other sales. For instance, he naturally learns from his customers who the prospective bride is and when the ceremony is to be performed. Many of those who come in to buy kitchen articles will later attend the wedding, and will thus require to buy a more pretentious gift. The dealer can acquire this information also and seize the opportunity to show them some of his regular stock.

"If you haven't decided what you want to give, I would like to show you some of the latest things I have in stock," he says. "Now, how would a casserole do? Perhaps you would prefer to give a piece of brass; this fern pot is very artistic," and so on.

The young lady—it is always a young lady in such cases—may profess not to have made up her mind that early, but it is altogether likely she will pay a return visit to the store when the time for making the purchase arrives.

Selling Quality Goods.

More important still, it is a golden opportunity to press the sale of quality goods. People buying a gift for a bride, even when it is only a frying pan or a kettle, feel that they want to get the best. The dealer who takes advantage of this tendency can readily induce his customers to purchase the most lasting and serviceable ware.

"I supplied practically all the material for four or five showers last June," says one hardwareman, "and there wasn't a poor piece of goods in the lot. A great deal of it, in fact, was aluminum. I sold more aluminum during May and June than during the whole previous year."

It is, undoubtedly, a good opportunity to push the sale of aluminum ware. Show the customer how bright, light and valuable the aluminum utensils are, enlarge on how well they would look in the new home and how pleased the recipients would be; and the sale is as good as made, in most cases.

When the salesman ascertains that the article or articles desired are to be part of a kitchen shower, it is wise to assume at once that only the best quality will be considered. "You will want the very best, of course," he should say, proceeding at once to show the most attractive pieces he has in stock. It is legitimate to do this, for the customer is better pleased in the end, even if she had thought of buying something a little cheaper.

Getting the Trade.

Kitchen showers will be quite common occurrences during the month of June, and hardware dealers should make every effort to keep the trade away from the cheap novelty stores. They can do this by featuring kitchen utensils to a considerable extent. Advertising and window displays will be found effective in bringing the trade to the hardware store.

"Quality" should be the keynote of



An effective display of aluminum ware and kitchen utensils in the store of Philbin & Co., Westmount.

the hardware dealer's campaign. The kind of goods sold at the novelty stores are naturally cheap, and it is only by educating people to the wisdom of buying good quality articles that they can be restrained from going to these stores.

Have a Table.

It is a wise measure to have a table stocked with just the kind of articles needed for showers. Place it in a fairly prominent position in the store.

The chief advantage of this method is that people see articles which they had forgotten in making up their list. They promptly add them to their other purchases.

One dealer has hit upon the ingenious scheme of preparing a list of goods for kitchen showers. He has printed copies always on hand and gives them to customers to check over when they find that they are getting up a shower. They invariably find numerous items which they had omitted, and he thus makes a number of extra sales.

Clever Window Displays.

Effective window displays can be arranged with the use of kitchen ware and utensils.

In the window of Philbin & Co., Westmount, a display of aluminum ware has been shown for the past week, which Mr. Beddard, the manager of the hardware department, states has brought splendid results. Not only has it been the direct means of attracting the newlyweds, but it has also attracted many who have been buying pots and pans for years.

A careful examination of the trim, which is reproduced here, will make it very evident why the display should attract. A better arrangement could hardly be made. It has the value which comes from lavishness—there are many saucepans shown; and yet the effect is not at all confusing. Nor does the aluminum ware take all attention from the granite ware, which is shown on shelves at the side.

"The advantage of such a display is not all apparent at once," remarked Mr. Beddard, when talking about this trim with the eastern editor of Hardware and Metal. "We have sold a great many saucepans since the trim was put in, four days ago. But this will not be all. I know it won't, because I have had somewhat similar displays before. There are —let me see—there must be thirty or forty women who have been attracted by such a display in the past, and who have been buying saucepans and other kitchen ware here at intervals since. As a pot or pan wears out they come here to replace it—getting one of the style which appealed to them before, and which they tried and found satisfactory."

"I am content," remarked Mr. Beddard, "if we only sell one or two of these pots to each newly-wed. We will not make a great deal of profit that way, but I have confidence in these goods. If they are once tried other pieces will be bought."

Give the Traveler a Fair Chance

An Ex-Member of the Road Fraternity Writes of the Relations Which Should Exist Between Retailer and Traveler, Making a Strong Plea for Consideration for the Traveling Salesman.

(By an Ex-Traveler.)

Like the mother-in-law, so famous in song and story, and so many thousands of times the subject of jokes and jests, the traveling salesman is seldom appreciated by the man upon whom he calls. Too often he receives scant courtesy and little or no consideration. Often he is regarded by the retail merchants as a necessary evil—necessary because unavoidable—but always as an evil.

As a matter of fact, he ought to be regarded as a source of information, in importance second only to your trade journal. He ought to be your friend, and you ought to be his. The fact that he is looking for trade ought not to prejudice you against him, nor tempt you to retire into your shell or refuse to become intimate with him.

The order book which he carries in his hip pocket is not a revolver, nor a gatling-gun, and if he does draw it occasionally, and requests you to sign the dotted line, it won't kill you. Suppose you were to close your doors to all traveling salesmen—how much would you learn of the work of the outside world? How many profitable opportunities would you obtain? How many new and effective means of advertising would be brought to your attention?

The average traveling salesman is not half so black as he is painted. He is not a scoundrel, and he is not always planning to part you from your cash regardless of whether he can be of any benefit to you or not. As a matter of fact, he is a man who works hard for an honest living, and, when you come to make investigations, you will find that he is remarkably like yourself.

In thousands of cases he exhibits almost infinite patience, receiving your coldness and lack of interest or consideration with wonderful good nature, often in spite of the fact that he knows beyond peradventure of doubt that he is offering you a proposition of great value, and that you are turning a deaf ear, not to him only, but to your own best interests.

In many instances the traveling salesman offers you an investment that means a far greater profit to you than it does to him or to the house he represents. For it cannot be denied that the retail merchant's profits are frequently very much larger than those of the manufacturer on dollar for dollar invested.

Of course, an impertinent traveling salesman deserves no consideration at the hands of any merchant, nor does a salesman who is objectionably aggressive, but how many traveling salesmen are impertinent or objectionably aggressive? Are they not, as a matter of fact, for the most part men of courtesy, and in many instances tactful and diplomatic?

When you sell goods, you sell them under the most favorable and pleasant conditions in the world. Your customers come to you; you do not have to seek them. They come prepared to buy and with the intention of buying, or they would not have entered your store. They not only give you their immediate and undivided attention, but when you are engaged they wait your convenience, and they nearly always listen to your recommendations cheerfully and willingly. Contrast your business conditions with those of the traveling salesman. Customers never come to him; he is always seeking them; and when he finds them, their attitude is to resist his offers, whatever they may be, in consequence of which they give him scant courtesy and small consideration.

It is not unusual for a merchant to keep a traveling salesman waiting for from 15 minutes to an hour or an hour and a half before granting him an interview. Nevertheless, a traveling salesman must never be disgruntled nor anything short of smiling or urbane in his manner, no matter how much time you may have made him waste, and no matter whether he receives an order from you or not. In any event he must thank you for the courtesy of an interview and leave you with the impression that he feels that you have done him a particular favor in allowing him to talk to you at all.

A Table Well Worth Keeping

Figures Which Enable Prompt Discovery of Price at Which Goods Must be Sold to Yield a Certain Desired Profit.

Letters being receiped show that dealers are still worried over the question of figuring profits. There is little wonder that this should be so, for the problem is a vexed one. The accompanying table, however, may make the task easier to some, and may do more to explain a correct system than would many written paragraphs. A table a man can study step by step. It is considerably harder to proceed thus carefully with any written explanation.

Yet written explanations are necessary. Come to think of it an explanation of this explanatory table is necessary.

What this table enables a man to do is to decide quickly just what he must charge to obtain a certain desired profit.

Know Your Cost of Doing Business.

Every man, for instance, knows what his cost of doing business is—at least every dealer who is making the greatest possible success must know this. If ther are any who are in the dark on this fundamental point they had better get to work figuring right away.

But, as has been said, the man who is really succeeding knows what his cost of doing business is. Suppose, for the sake of illustration, that it is 18 per cent. on the sales, then to find what he must add to his delivered cost in order to get a certain profit, the dealer runs down the column at the top of which stands 18 per cent., until he reaches a figure which represents the net profit which he desires. He then follows this line along to the left, and there—at the extreme left—he sees the percentage which he must add to the delivery cost to get this desired profit.

Practical Illustration.

Supposing the article to be sold costs $10, and supposing the dealer, whose cost of doing business is 18 per cent., wants a fifteen per cent. profit. He then traces down the 18 per cent. column to the figure fifteen, traces it to the left, and finds that he must add 50 per cent. to his delivered cost to make 15 per cent. net profit—in other words he must sell the $10 article for $15.

This can be proved as follows:—Though there will be found a slight discrepancy which results from the omission of fractions.

The cost of the article to be sold is $10; but by the use of the table it has been found that the selling price is to be $15. Now the cost of doing business is figured on the sales, and therefore must be figured on that $15 and not on the $10. This amounts to $2.70. Profits also is to be figured on the selling price. Now 15 per cent. profit is wanted—that is 15 cents on every dollar for which the article sells, or 15 cents on each one of $15—in all $2.25.

What Constitutes Selling Price.

The selling price of the article, therefore—found so simply by the use of the table, is the $10 which it actually cost the dealer, plus $2.70 which it costs him to sell it, plus $2.25 which he wants as profit. A total of $14.95. The real percentage which would have to be added to the delivered cost to cover cost of doing business and yield a net profit of 15 per cent., would be slightly under 50 per cent.; but the tables do not deal with fractions. It is hardly likely, moreover, that any dealer will object to giving himself that extra 5 cents. Such is not the way with dealers—nor of any others on this old globe.

TABLE FOR FIGURING NET PROFITS

If your cost of doing business figured on sale is represented by one of these figures.		10 %	11 %	12 %	13 %	14 %	15 %	16 %	17 %	18 %	19 %	20 %	21 %	22 %	23 %	24 %	25 %
	25%	10	9	8	7	6	5	4	3	2	1	0	-1	-2	-3	-4	-5
and you mark your goods	33⅓%	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1	0
at one of these percentages above delivered cost;	40%	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3
Your % of net profit is	50%	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8
represented by the figures	60%	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12
at the junction of the two columns.	75%	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17
— MEANS LOSS.	100%	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25

☞ So as to reduce size of card, fractions have been omitted in figuring.

AFTER HANGING OF CRANE COME MANY PURCHASES.

(Concluded from page 37.)

need coat hangers, skirt hangers, and such articles, in large numbers. He will have one or two himself—perhaps half a dozen. He may be willing to share these, but they will not be sufficient. New coat hangers will almost certainly be needed, and the hardwareman who can supply these will get big returns. His profit on the sale may be infinitesimal. Perhaps he gets no profit at all, but he will have met the need of these young people, and they will naturally think of him the next time they want something. From that something wanted later on it is that the profit comes. That is one thing to be remembered about going after the trade of the Newly-wed. The immediate profits are the small consideration. Every sale is new business, and gives promise of more business to come.

Hardware Letter Box

Furniture Papers.

H. W. Reimer, Steinbach, Man.—"Kindly give me names of Canadian furniture papers."

"The Furniture Journal," Acton Publishing Co., Toronto; "The Furniture World & Undertaker," Commercial Press, McKinnon Bldg., Toronto.—Ed.

Gasoline Pressing Irons.

W. J. Heamon, Exeter, Ont.—"Kindly inform me who are the manufacturers of gasoline pressing irons."

Ideal Sad Iron Co., Cleveland, Ohio; Imperial Brass Mfg Co., Chicago; Union Heater Supply Co., Detroit; Coats & Corlett, Aurora, Ill.—Ed.

McDougall's Sheep Dip.

The Manitoba Hardware & Lumber Co., Virden, Man.—"Kindly let me know western agents for McDougall's sheep dip."

Miller, Morse Hardware Co., Winnipeg; Gordon, Mitchell Drug Co., Winnipeg.—Ed.

Magnolia Peninsular Stoves.

The Gleichen Trading Co., Gleichen, Alta.—"Can you give us name of makers of Magnolia Peninsular Stoves?"

We can give nothing definite on this, but believe they are made by the Peninsular Stove Co., Detroit.—Ed.

Building Fine Store.

Swift Current, Sask.—The Swift Current Hardware Co. are having plans drawn for a large and handsome new store.

The building will have a frontage of 115 feet on Cheadle Street, and 50 feet on Ninth Avenue, and is to be a solid brick structure of two storeys in height, with a full basement.

Complete Course in Sheet Metal Work

By L. W. KOSER

Prob. 14 is the same as Prob. 10. The only difference being that the pyramid does not go to a point.

Draw the base line A B C D of fig. 1. Then the outline P S S of fig. 2, and draw the line R R at the desired height. Bring the T square against R R, and draw the lines E H and F G of plan. Connect E and F, also H and G.

Draw a dotted line into the centre O.

Lay out the line V U fig. 3, equal to O B. Make the line V F equal to P P of fig. 2. Draw a line from F to U. Also draw a line across from R R, thus getting the point X.

With the point of the compass at F, and the lead at U, and with any centre as G, describe the arc N M.

Then with the point at F, and the lead at X, and with G as a centre, describe the arc Y Z.

Lay off the perimeter A B C D on the arc N M. Draw straight lines connecting the points, as 1, 2, 3, 4 and 5, and draw lines into the centre G. And where these lines meet the arc Y Z connect the points with straight lines, as 6, 7, 8, 9 and 10.

Cut the pattern out as shown by the heavy lines.

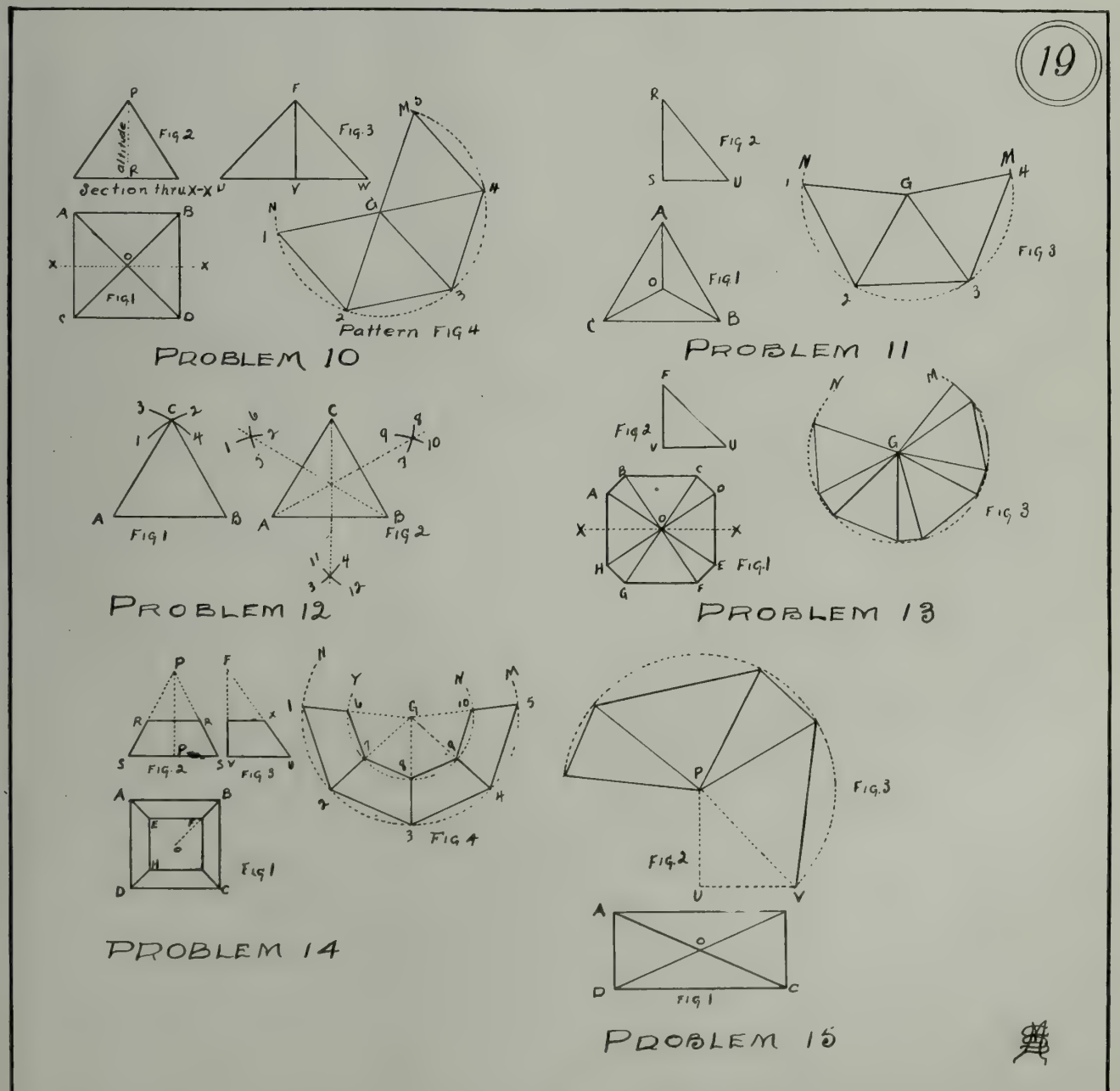
Prob. 15 shows a method of developing a rectangle pyramid.

Draw the outline A B C D, fig. 1, and draw the diagonal lines into the centre O. Then lay out the line U V, fig. 2, equal to one of the diagonal lines as O B. Erect the line U P to the desired height. Then a line drawn from P to V is the required hip line.

Set the point of the compass at P, and the lead at V, and with P or any convenient point as centre, describe the arc and lay off the perimeter. Connect the points and draw lines into the centre.

In making patterns for pyramids, it is sometimes policy to make the patterns in two or more pieces, as it is practically impossible to form some of these up in one piece on the brake without mashing the opposite sides.

When seams are necessary, make them in the side of the article and not on the edges.



Progressive Hardware Retailing

How the Use of Clippings Helps to Gather in the Trade — Maritime Firms are Using Motor Trucks — A Novel Use for Window Front — How West Toronto Firm Secured Direct Results from Catalogue — Going After the Summer Trade.

USING MOTOR TRUCKS.

St. John, N. B.—The general advantages of the motor truck as a means of delivery and the idea of keeping abreast of the times and the competitor have led to the adoption of this means of conveyance by the leading hardware stores of this city, and those who have already placed auto trucks in commission are well satisfied with the results. The firm of T. McAvity & Sons, King Street, were the first to establish delivery by this means in the trade in St. John, and they have been followed by Emerson & Fisher, who have a truck somewhat similar to the first named. W. H. Thorne & Co. have placed an order for two trucks, one for light carrying, such as the former two, and the other for heavy deliveries common with hardware stores. They are due to arrive almost any day, and will be put in use at once.

Those who have trucks and have been using them say that the motor is easily the superior means of conveyance, if properly conducted. Its superiority as to quickness, its capacity, and the advertising connected with its use are weighty arguments in favor of having the motor for delivery about the store. The largest truck in the city at present is that owned by the Maritime Nail Co., which has attracted much attention owing to its size and the heavy load it can carry.

A NOVEL USE FOR WINDOW FRONT.

Montreal, May 30.—A window, most trimmers will agree, has four surfaces which may regularly be used to secure the desired effect. The top of the window may occasionally be employed, but more often the floor, the two sides, and the back of the window are all that is available. Now comes a scheme, however, by which the window's six boundaries may be used—by which the glass itself plays an important part.

The novel arrangement is to be seen in R. & W. Kerr's St. Catherine Street store, where one window is given over to goods wanted by anglers. Things are not hung from the plate glass, of course, but this is used to give the effect of a stream, through which people have to peer, to observe the goods shown within.

The effect is secured by the clever use of a paint brush. Blue streaks are drawn upon the glass, at such intervals and in such a way as to give the appearance of a brook, in which painted trout rise to nibble painted flies dangling from painted lines. The general appearance is most unique. People simply have to pause to examine what they see. They look into the window, and then, through the sketch on the glass front, they observe a display of rods, flies, fly hooks, bait cans, baskets, reels—all the necessities of the angler.

ADVERTISING PAINT.

Dunnville, Ont.—Congdon & Marshall, hardware dealers, are using considerable space in advertising paint. A very effective advertisement was used this week, including references to many different varieties of paint, including carriage, implement and floor paint, bath tub enamel and bronze for gas and water pipes. Illustrations were effectively used.

DEPARTMENT STORE "SPLURGE."

Toronto.—Practically every window in the T. Eaton Co. store this week was devoted to displays of wedding presents. In all, about fifteen windows, all of unusual size, were used in this way, and the variety of goods shown was indeed wide.

The "splurge" on the part of the big departmental store is significant of the belief held in the possibilities of the wedding present trade. It is also in the nature of an indication that the time has come to feature the lines which sell to gift-hunters. Hardwaremen should not hesitate to follow the example.

DIRECT RESULTS TRACED.

West Toronto.—It was stated some time ago that May Bros., hardware dealers, had issued a spring retail catalogue. They have had splendid results and intend to make the catalogue a regular yearly feature. The goods advertised in this way have had a large sale and it has not been difficult to trace direct results to the catalogue. In a large number of cases, people have brought the printed matter into the store and have pointed out the article they want or have referred to it in making a purchase.

The method pursued by May Bros. was to send the catalogues around to every house in their district. In this way the distribution was made more thorough and less expensive than if a mailing list had been drafted up.

WHERE CLIPPINGS ARE VALUABLE.

Those who read an article which appeared in the Saturday Evening Post some weeks ago, explaining the rise of a Hardware Clerk, will remember that this clerk—when he had attained a position where he could not make suggestions to his employer—proposed the adoption of a system which would enable the store to get in touch with the newly-weds. He carried this exceedingly far—even sending a present to each bride from the establishment.

There may be some doubt as to the feasibility or advisability of such a course, but few will deny that it is wise to get to know the new arrivals in the neighborhood, especially as these are the very ones who will likely find it necessary to buy largely.

A Montreal piano firm—though doubtless it has not a monopoly of this scheme—has started a regular press clipping department. The announcement of an engagement, which mentions the name of a Montrealer, is clipped; and if it is the girl who lives in the Royal City, her father is seen, and the suggestion made that he buy her a ——— piano as a wedding present.

If the man is the resident of Montreal he is seen, and prices for the ——— piano are quoted.

Announcements of the marriage are also clipped, and the bride is called upon at her new home. If she has yet to secure a piano there is a good likelihood that the purchase will be made from this progressive concern. As an illustration of the good results obtained it is only necessary to cite the case of one salesman, who last year sold pianos to fifty nine brides.

Such a scheme might well be adopted by hardwaremen. They might write to the prospective husband before the wedding, suggesting that he could get his stove, refrigerator, and kitchen accesories from them.

Current News of Hardware Trade

Have Enlarged Store.

Champion, Alta.—The Watson Hardware Co. have enlarged their store.

Hamilton Dealer Dies.

Hamilton, Ont.—The death occurred here of Thomas Appleton, hardware and clothing dealer.

To Establish Factory.

The Clark Blade & Razor Co., of Newark, N. J., are said to be negotiating for a site for a Canadian factory.

Appointed Agents.

Montreal.—Henderson & Richardson have been appointed agents for the Morgan Motor Truck Company, of Worcester, Mass., the oldest builders of motor trucks in America.

To Erecet New Building.

Watrous, Sask.—R. J. Nesbitt, of the hardware firm of Nesbitt & Warren, has let the contract for a new two-storey building.

Move to Larger Premises.

Trenton, Ontario.—Bailey & Reynolds have moved to larger premises. As they have only been in business a little over a year, this speaks well for the new firm. They are always on the lookout for new lines to handle.

To Erect New Building.

G. A. Weinge, who has been with Thomas Bryan, Limited, London, brush manufacturers, has resigned to engage in the bicycle and motorcycle business on Clarence Street, London. He has secured a number of agencies in those lines. Mr. Weinge is well known to the trade from London west to Windsor.

Secure New Store.

The Smith Hardware Co., Montreal, have just purchased a five-storey building, situated at 43 and 45 St. Maurice Street. The present lease does not expire until April 1st next, but the Smith Hardware Co. will move in then. The new building will afford the extra room which is so badly needed.

J. C. Malcolmson Dead.

Toronto.—Mr. John C. Malcolmson of Rusholme Road, who died on Thursday at his home, was seventy-two years of age. He was born in the Orkney Islands and came to Canada when a boy with his parents, settling in Hamilton. Twenty years ago he became one of the promoters of the Diamond Glass Company of this city, and was actively connected with the company until six years ago, when he retired.

Buck Traveling Staff.

The Wm. Buck Stove Co., Brantford, will be represented on the road by the following staff this year: Ontario—Geo. J. Bray, Colin Munro, Edward E. Orr. Quebec and Maritime Provinces—Geo. E. Foster, R. Lapierre, A. L. Telfer. Manitoba and the West—A. M. McMahon, H. E. Coates, M. A. Schaffner, A. J. Richardson, W. B. Sword, E. F. Whellams. British Columbia—D. H. Currie and A. L. Teetzel.

Leaving for the West.

Amherst, N. S.—Harry F. Black, for twenty-one years connected with the hardware firm of Dunlop Bros. & Co. —first as clerk, but later as shareholder and vice-president—has found it necessary to leave for the West, on account of the impaired health of one of his family. He is shortly to take an important position with J. H. Ashdown, Limited, Winnipeg.

During his years in Amherst, Mr. Black has gained the regard of hundreds, and before leaving he was made presentations by his firm, by the Library Board, by his fellow-members on the Trustee Board of Trinity Methodist Church, and by the members of his Bible class. Mrs. Black was also the recipient of many gifts.

Factory Enlargements.

Winnipeg.—C. C. Ballantyne, vice-president and managing director of the Sherwin-Williams Co. of Canada, is here. He states that it has been decided to enlarge both the warehouse and factory of the company here.

Toronto.—The Metallic Roofing Co. are building a large addition to their factory, 50 by 100 feet, 3 storeys high. It is expected that it will be ready for occupation by July.

New Retail Stores.

Vanguard, Sask.—F. H. Claypole has started a hardware and implement store here.

Treherne, Man.—J. P. Straube is arranging his stock preparatory to opening a new hardware store here. He is being assisted by three men from wholesale houses.

Fire Losses.

Halifax, N. S.—A fire in the hardware store of James Simmonds & Co., Dartmouth, badly damaged the building and the stock on the ground floor. The fire was checked fortunately before gaining serious headway.

Montreal.—Fire did $4,000 damage to the hardware store of Auguste Couillard, Regd., 233 St. Paul Street, last night. The outbreak started in a barrel of rubbish at the rear of the building, and spread through the windows of the second storey. The proprietor of an adjoining cigar store was the first to notice the fire at the rear of the hardware store.

Personal Notes.

Fred. W. Sumner, president of the Sumner Company, Moncton, N. B., has, his many friends will be glad to know, recovered from his recent indisposition. He will take a trip to Europe this summer.

E. Holt Gurney, of the Gurney Fdry. Co., Toronto, is on a three months' trip to Europe.

Picton, Ont.—W. J. Carter has been taking a week off, camping on the Bay of Quinte. He has been working exceptionally hard lately and needed the holiday.

Earl Grey, Sask.—A. B. Cruickshank, of the hardware firm of Cruickshank & McPhee, has returned from a trip to Regina.

Montreal.—T. M. Richards, of Edmunston, N. B., passed through Montreal on Monday, May 27. He went west about two months ago on crutches, but the baths at Mount Clemens completely restored his former health. He speaks warmly of the Canadian west, also of Chicago, Buffalo, and other American cities, which he visited on the way east.

Business Changes.

Duck Lake, Sask.—R. W. Pozer and Joseph B. Clearihue have bought the store and hardware business of Milton Stephens. They intend to materially extend the business.

Camrose, Alta.—H. W. Storey, hardware dealer, has decided to leave this place and is selling out his entire hardware stock.

Elgin, Man.—A. Robitaille, of Winnipeg, has purchased the implement deparement of Hannah & Sons, hardware and implement dealers.

Trail, B. C.—The Trail Hardware Co. are selling out.

Arthur, Ont.—W. Moore & Son, hardware dealers, have sold out.

Three Hills, Alta.—C. H. Conrad, dealer in hardware, has sold his business.

North Vancouver.—Patterson, Goldie & Clark, dealers in hardware and stoves, have dissolved partnership. Patterson & Goldie are to continue the business.

Weekly Market Report --- Metals

METAL NOTES.

Markets are active.

Prices remain firm.

An advance is predicted in copper.

Spelter is now reported to be plentiful.

Tin performs some startling price gymnastics.

MONTREAL.

Montreal, May 30. — Tuesday tin jumped about £5 on the primary market. Wednesday there was a £7 drop—that is a quick-change-act even for tin, but one which is not hard to understand under present circumstances. To-day is the Banca sale, when some 2,700 tons are to be put upon the market. The drop of yesterday, almost beyond a doubt, was brought about by those who are desirous of buying in the Banca tin.

This is an interesting time in the tin market. What is the future to bring? A day or two more and that will be more apparent, but that there will be any real drop in prices seems something which is not to be expected.

Copper to Go Higher.

Practically all metals are strong at the present time. Copper has been advancing rapidly on the foreign markets, and the handlers here will shortly be compelled to raise their prices to the purchaser of fair sized lots. Twenty cent lead for the fair sized buyer is regarded as something which will come and come quite speedily.

Supplies are good at the present time —with the one exception of lead, which is exceedingly scarce. The position here is rendered more serious by reason of the dockers' strike in London. Some of the shimpents upon which manufacturers are dependent are coming from there. If anything interferes with the shipments the situation will be serious indeed.

Tin, coming from Liverpool, is not as likely to be interfered with by reason of the strike. Indeed, there is a good amount of this metal on hand at the present time. A shortage does not seem likely.

Bars and Sheets to Rise.

Copper.—The supplies locally are not reduced. But buyers are having to pay a high price. On Wednesday copper advanced again. Why those who sell to the smaller purchasers are not advancing immediately is a little hard to understand. But the advance will come next week. There is good reason for making this statement. Not only will there be an advance of probably half a cent a pound upon ingot copper, but bars and sheets and tubing will probably rise a cent or more. The whole trend of this market is upward, and handlers are predicting that before long there will be a general advance of two cents or even more.

Tin.—It was expected that the approach of the Banca sale would see a low market. Instead the metal advanced by bounds during the early days of the week, but on Wednesday there came a drop. The higher figures are likely to come to the front again within a day or two, however. Supplies are good, which is exceedingly fortunate since the demand is large.

Strike May Mean Scarcity.

Spelter.—This metal, once scarce in Montreal, is now plentiful. The demand continues large.

Lead.—Here the dockers' strike is of great importance. There is a scarcity locally. Users are depending upon English shipments. Let anything interfere with these and the position will be serious. It is not thought likely, however, that the strike will be of long duration, so an advance—necessitated by the low supplies—may be averted.

Pig Iron.—Prices continue high, but in spite of this the demand is large. Iron pipe and soil pipe—in which much iron is used—are greatly needed. Therefore there is a heavy demand for the pig.

TORONTO.

Toronto, May 31.—The situation in metals is marked by a distinctly active demand and a firm tone as regards prices. All metals are firm, and conditions existing seem to presage advances. Tin and copper are particularly strong, and it is stated that both metals may go to higher figures than the high prices now quoted.

There is more metal in sight on the local market than for some time past. Spelter is more plentiful and no difficulty is being experienced in getting supplies in all lines to meet the almost extraordinarily active demand.

Tin Remains the Same.

Tin.—The price of tin has performed some startling acrobatic stunts on the London market, but the price here has not varied. There is a good demand experienced.

It is deemed certain locally that tin will continue high. No one seems to anticipate a slump, despite the fact that the metal is now selling at an almost unprecedentedly high figure.

Copper.—This metal looks to be billed for an advance before long. Local meb who predict this base their opinions on the improved consumption. In this respect, it is interesting to note the following despatch from New York:

"The feature of the movement is the large export shipments that have been cleared during the last few days. On Friday exports of 5,030 tons were reported and another 4,608 tons to-day, making a total for the month to date of 27,450 tons. Quite a lot of copper that has been tied up in Baltimore by the strike has been shipped these last few days which partly explains the sudden jump in the exports.

"We published an estimate in our last issue that the producers' statistics for May would show exports of 65,000,000 pounds and it seems now as though this figure would be exceeded, and a decrease in the visible stocks is now almost a foregone conclusion."

Lead.—It is understood that lead is becoming a little scarce again, although the situation has not aroused any anxiety locally as yet. Demand is good and no difficulty has yet been experienced in filling all orders. The buying being done is mostly for immediate needs of customers.

Spelter.—The market is rather quiet. There is now plenty of spelter in sight and all anxiety on that score has been removed. The price is firm.

Plates and Sheets.—There is a splendid demand and the stocks on hand seem sufficient to meet all requirements.

WINNIPEG

Winnipeg, May 28.—There is little new to report in the metal situation here. Further advances in lead are looked for, but with a more settled industrial condition at sources of production this does not seem probable.

There has been a fair trade here in sheet metals, but corrugated iron for roofing, etc., is not popular with the civic authorities, and may be prohibited within the city first class fire limits.

Metallic ceilings are growing in popularity, and will be used in the interior finish of many commercial buildings this year.

The market here is so far from all sources of supply that it simply follows the Eastern lead and in all lines Eastern quotations plus freight rates hold. Under these circumstances, much interest is taken in the work of the railroad commission, now engaged in the work of investigating freight rates, especially with reference to the West.

Weekly Market Report --- Hardware

CONDITIONS IMPROVED

The better weather conditions have brought about a corresponding improvement in trade in hardware lines. The wholesalers are now being pretty well rushed to meet the demand. Trade is distributed pretty evenly over all branches. No price changes of any importance are reported this week.

MONTREAL.

Montreal, May 30.—At long and at last the really warm weather has come. No more is there any reason for people holding back in their buying. Nor are they holding back. The business during the past few days have been very large—much larger than for some time past.

Perhaps the sporting goods trade has been stimulated most by the warmer weather. But garden tools, also, and garden furniture have sold rapidly of late. Then there are the regular spring lines, the garden hose, sprinklers and similar articles. The demand for these has grown tremendously in the last week. Indeed some of the articles are out of stock at the present time, so insistent has been the demand. The call, it is stated, has been much heavier than it was a year ago, and this in spite of the somewhat unseasonable weather which has obtained for weeks.

Builders' Hardware, at the moment, presents an interesting study. In the States prices have been advanced ten per cent. as is natural in view of the rapid advance in brass and copper. But here in Canada there has not yet been any upward revision of prices. There are those who predict this is coming. A week or more ago it seemed a higher price level must be struck, but now there seems a possibility that the higher prices will not be set for some weeks—perhaps, indeed, they will not be set at all. Competition of course is making the low price necessary.

Household Goods.—For screen doors, washing machines, refrigerators and all kitchen goods there is a big demand just now. Enamelware, graniteware and aluminum goods are especially wanted—partially by those who are just starting housekeeping, and by those who are moving. For step ladders and housecleaning goods, too, there is a good call.

Builders' Hardware.—As has been said the prices here are not at all certain to advance—in spite of recent predictions. Where competition interferes with market conditions the result is hard to predict. Copper rivets and brass goods, generally, however, show an upward tendency. It is not long since they did rise in price, and apparently it may not be long before they advance again.

Harvesters' Tools.—Here the heat has brought splendid results. Gardens are beginning to show the result of the early work put upon them, and hoes, rakes, and similar tools are wanted The demand upon the wholesale houses for this class of goods has been exceedingly gratifying.

Garden Furniture.—Swings, seats and awnings are being ordered daily. More and more people are coming to appreciate the value of the out of doors. Those who have only a little plot of ground, even, are yet utilizing it more than in the past.

Sporting Goods.—The warm weather has induced more people to go to their summer homes. They need paddles for their canoes, oars for their boats, rope for sail stays, parts for their motor boats. All this means business to dealers handling such sporting lines. Then the exodus means a demand for fishing tackle, and a rush for golf clubs, tennis rackets, balls, baseball bats and gloves. Every kind of sport is booming now, and supplies are needed. Bicycles, too, continue to sell. There has been a revival here, which seems to spell a steady growth in the bicycle trade. Motor cycles too, are becoming more and more popular.

TORONTO.

Toronto, May 31.—The improvement in the weather in the early part of the week brought an immediate and marked improvement in trade conditions. Lines which had been selling slowly on account of the cold and rain jumped immediately to the front and orders began to pour in.

Although the jobbers had not been complaining on the score of business previously, they were clearly delighted when the weather changed. They stated that the volume of general business has improved since to quite a degree.

Although the weather during the month of May was uniformly bad, it is believed that it will be found that trade showed an increase over last year. May, 1911, was a record breaker at that.

Seasonable Goods.—The demand for warm weather goods has not come to an end by any means. Call for garden tools has been steadily maintained and good sorting orders are pouring in. Lawn mowers are in special demand. There is also a steady call for awnings, window netting, verandah shades, hammocks and ice cream freezers. The refrigerator trade is getting busier all the time and jobbers are begging to wonder how long the supply will keep up with the demand. Refrigerator orders are breaking all records.

Household Goods.—The demand for all lines of household goods is pronounced. Jobbers assert that they are moving heavy lines of enamelware and tinware. The more expensive lines, such as carpet-sweepers and vacuum cleaners, are also in sharp demand. It was probable that the number of "kitchen showers" has helped to make the call for kitchen utensils so heavy.

Builders' Hardware.—It is now said that advances may come after all in certain lines of builders' hardware as a result of the recent increases in copper and brass. There is nothing definite to report, however, as the matter has not passed the conjectural stage. The wholesalers do not seem to anticipate any immediate change at any rate. The demand for builders' hardware is heavy.

Heavy Hardware.—Barb wire is moving well and there is a heavy call for other goods, including wire fencing, chain, rope, pulleys, nails, bolts, nuts and screws. The prospects are that there will be a very brisk year in all these lines.

Sporting Goods.—The warmer weather has created a more marked improvement in the sale of sporting goods than perhaps in any other line. The average sportsman seems to require a bright sky and summer warmth before he begins to take an interest in things and quite a few dealers apparently are the same way. However, business is humming now in all branches of sporting goods.

WINNIPEG

Winnipeg, May 28.—Hardware business in sympathy with all other lines has has suffered a slight setback on account of the prolonged spell of wet, cool weather that has prevailed during the greater part of May. Wholesalers generally, however, consider business conditions excellent and report fall orders as coming in freely.

Trade in barb wire is now brisk and likely to be an important feature during the next month or six weeks.

Sporting goods and camping outfits are now moving freely and there is a free movement of gardening tools and kindred lines. Screens and mosquito netting are also moving freely.

The feature of spring business so far, however, has been in builders' hardware, for which there has been an unprecedented demand and which has before it possibilities of record business.

Stoves, Furnaces and Accessories

Installed Price What People Want

They Do Not Like to Have the Cost of a Stove Mentioned as a Certain Number of Dollars, and Then Find That They Will Have to Pay More to Have it Placed in Their Kitchen—Wisdom in Meeting the People's Wish.

Possibly because there have been so many tricksters trying to dupe the unsuspecting, people have come to be exceedingly suspicious of a cost that is not mentioned. Tell a man that he can have some land for nothing—merely upon payment of the outstanding taxes—and he at once becomes suspicious that the taxes will come pretty high. Mention a low price for a stove, and add that there will be a small additional charge for installing, and at once the customer becomes uneasy. Probably he does not doubt the honesty of the dealer. He does not think he will be charged more than is right. But he does not like to buy without knowing what the complete cost of the stove will be. He objects to taking a leap in the dark. In purchases, at least, this generation wishes to see its way.

All Ask About Installation.

John Watson, of Westmount, who has just commenced handling gas stoves, has come face to face with this peculiarity of purchasers—if peculiarity it may properly be called.

"I have had a number of people in here who were quite satisfied with the price quoted," said Mr. Watson, "but in every case they would ask, 'Does that cover the installation of the stove?'

"When I said 'no,' they were plainly displeased. I might say, as I did, that the cost of installing would be only a dollar or two. This did not seem to give satisfaction. The people, I have found, want something definite. They are not content to merely know the price of the stove and to pay whatever is proper for installation. They tell me they want the whole thing lumped together."

Want Only One Transaction.

Other dealers have found much such a state of affairs as Mr. Watson reports. A few believe that their customers are fearful lest the cost of installing will be exorbitant. But more seem to be of the opinion that it is the purchaser's desire to have the whole business completed in one transaction, which prompts him to ask for an installed price. They are anxious to know what the stove is going to cost altogether, and do not want to do a sum in addition to discover this.

"I have determined," commented Mr. Watson, "that it is better to set a figure upon all my stoves which will cover the cost of installing. Of course there is a difficulty here. It costs more to install some stoves than it does others. Much depends upon where the main is situated. But I have found that it is possible to strike a pretty fair average.

Let a Part of Profit Go.

"Really, though, I have not added anything to the price of the stove. I find that the installation only costs about $1.50 or $2.00, and I let that much profit go. I mark the price plainly upon the stoves, and when a prospector asks, 'Will that price cover the cost of installing?' I say yes.

"That statement seems to carry a tremendous amount of weight, somehow. I know it has helped me make a number of sales. I am so convinced of this that I am now putting the word 'INSTALLED,' under the price, which I show plainly on every stove."

There can be no doubt that people in all parts of the country do like to know at the outset what the entire cost of a stove is going to be. This being so, it is the part of wisdom for the dealer to meet the people's wish. There is little use holding out. It is better to sell three stoves at a certain price, installed, than to sell one stove at the same price, and get a little additional money for the work of installing. And it has about come to this. Customers in Montreal, at least, are demanding an installed price. Those dealers who are giving this—and most of them are—are getting the best trade.

Exodus Causes Trouble.

At present those handling gas stoves are facing another difficulty—a difficulty which grows out of the exodus which is being made from the cities. "I have had several men in here examining various patterns," remarked one dealer. "They brought their wives, and I regarded the stove as well nigh sold. But the men tell me now that their families are soon moving away for the summer, and that they will not buy until the fall."

This sort of thing is certainly discouraging, yet it does not mean a sale lost, if the word of the dealers is any criterion. "I have people like that every year," remarked a Montreal dealer who sells largely. "Of course there are some who forget to come back, but a surprising number do come after the stove in the fall.

Urges Immediate Sale.

"All the same," remarked this man, "I consider it better to take no chances, and to clinch the sale at once. I try to point out that it will be pleasant to have the stove all installed when the return is made. I point out—not too insistently, but still in a manner which will bring the fact home to the prospective purchaser—that there will be hot days between now and the day his family leaves, and that the gas stove installed immediately would mean great comfort. Often I secure the immediate order in this way, and I always make it a point to see that that particular stove is installed without any delay whatever."

TO GIVE DAILY SERVICE.

Kingston, May 28th. — Wholesale hardware men, in conjunction with other wholesale men and members of the board of trade, have succeeded in getting the Kingston and Pembroke Railway to give a daily freight service between Kingston and Renfrew, and as a result, a long felt want is to be filled.

The matter was taken up by the whole section of the board of trade, and W. R. Baker, vice-president and general manager of the K. & P. Railway, was reached, through the local acting superintendent, F. Conway. The new service will be commenced on June 3, and as a result, all the wholesale dealers are well pleased.

FIRM NAME CHANGED.

The firm name of the Down Draft Furnace Co., Galt, has been changed tc "The Galt Stove and Furnace Co., Limited."

HAVE MOVED OFFICE.

The Consumers Cordage Co., have moved their Toronto office from 22 Church street, to 9 Church street.

The Passing of the Inferior Refrigerator

Manufacturers are Stopping the Production of Very Cheap Lines—They are Doing This for Two Reasons: First, the Cheap Models Yield Little Profit; Second, There is But Small Demand for Them—People Want Good Goods.

Cold as the spring has been, there has yet been felt a heavy call for refrigerators—those preserving chests which many use the year through, and which are well nigh necessities during the summer months. Only those with deep, cool cellars can afford to do without refrigerators, and it is doubtful if even these fortunate ones would not benefit by the installation of an ice chest in their kitchen. Indeed, things have reached such a state that a great number of those who have cool cellars are yet using refrigerators. They find these keep the food better, and having the supplies so near at hand saves the housewife many weary steps.

Energy Worth Conserving.

In these days when talk of conservation is being heard on every hand, the idea is beginning to percolate through even the thickest head that energy is even more worthy of conservation than is timber or coal. Energy, according to Physics, cannot be destroyed; but none will deny that it may be foolishly expended, and the amount that has been wasted in needless trips to the cellar would be hard to estimate.

A refrigerator in the kitchen saves a tremendous percentage of these tramps downstairs. It also saves a great deal of time, and time saved this way means time that can be applied elsewhere.

The knowledge of these things has doubtless done much to create the large demand for refrigerators which is now being felt, but there is another phase to the present situation which is perhaps harder to explain. The demand at present is for high class refrigerators. The exceedingly cheap lines are practically uncalled for. Indeed they are not to be had, should they be called for, the manufacturers having pretty well given over the production of these.

What Influences the Maker.

When a manufacturer gives up the production of any article, one of two things is usually true: Either he is not making money out of that article, owing to the high cost of manufacture; or he is not making money out of it, owing to the falling off in demand.

In the case of the refrigerators, it seems that the change which is now noted is attributable partially to both causes. The manufacturers were not making any great profit out of the cheap lines of ice boxes, and were therefore only too glad to note that people seemed to favor the better class of refrigerators.

Said one manufacturer: "There is a good deal said to-day about the high cost of living. We might well think a little more about the high grade of living. People are demanding better things, and naturally are having to pay a little more for them. To get more you usually have to pay more.

Want Service, Not Saving.

"A few years ago it was a cheap refrigerator which was sought. Our orders from the retailers used to show that this was so. Now our orders indicate that the people want a good refrigerator, and that they do not so much care about a few extra dollars added to the cost, if those extra dollars mean something in the refrigerator which will be of advantage to them."

"No," continued this manufacturer. "The people to-day want a refrigerator which we can assure them will keep food sweet—a refrigerator which will not leak—a refrigerator which will be easy to clean. We cannot possibly guarantee all that in the cheapest models, so we have decided to drop them. There was not a great deal of money in these cheap lines, anyway. Turning out a refrigerator—even if it is a cheap one—we have to make it serviceable; not as perfect as the better models, but still serviceable. That means investing money, and when only a low price can be charged there is not much profit."

Such is the opinion of a manufacturer on the present refrigerator situation. The word of a retailer who sells many iceboxes during the year is also well worth hearing.

Won't Carry Cheap Models.

"I have given up carrying the really cheap refrigerators at all," said this man. "There are good low price refrigerators which I do handle, but the cheap refrigerator—the refrigerator in which everything possible is sacrificed to price—those I will not carry. I would reap a small profit by their sale and a large loss. I cannot recommend the article. In many cases it will give satisfaction, but in many other cases it will not. Through selling an article which I am not certain of, I run the risk of losing the return visits of my customers, and it is from return visits that I make the big profits. If I can get only $200 worth of first orders during a year, but if each customer whose first purchase helped to make that $200 continues to do business with me, I will get a good many thousand dollars' worth of new business within the twelve months. I cannot afford to sell shoddy refrigerators, or shoddy anthing else. I don't see how any other dealers can either—providing they are expecting to remain in business year after year.".

There is a great deal in the remark of this retailer. But he has still more to say when talking along this line:

A Sample Sale.

"People don't want particularly cheap goods, anyway," he remarked. "I'll just give you a sample of the kind of conversations I have with some of my customers. Last week it was that a man came in with his wife. She asked for a refrigerator, and I began showing models, trying to find out as I went what price they would be willing to pay. Then the man spoke up. 'I guess you know about what to show us,' he said. 'We don't intend to sit in the kitchen, you know, and don't want a refrigerator with a finish which would look well in a drawing room. But we want a good serviceable article—an article that will last, and that will make food last.'

"Well, it isn't hard to sell to people like that, and that is the way I find most people are nowadays. We don't have to work overtime to secure the sale of a high price article. What we do have to do, though, is to show that the high price means a high grade of service. As a general rule, it is high service that is wanted. Of course, there are price limits beyond which people will not go, but really good refrigerators can be supplied at that price. It is really good refrigerators that the people want, and it does not pay any dealer to sell any other kind."

HE DIDN'T ADVERTISE.

A hardware merchant went home to supper one night and a new silver percolator was on the table. He asked his wife where she got it, and she said:

"Why, I dear, I selected it out of Smith's catalogue, and it only cost me $4.50 and the express."

The husband was mad in a moment, and remarked:

"Why in the deuce didn't you tell me you wanted the thing. I have lots of them in my store and they only cost me $3."

Then his wife handed him this: "Well, John, if you would advertise once in a while so the people would know you were still in business, maybe the people wouldn't send away for so much stuff."

Weekly Market Report---Stoves

GAS STOVES IN DEMAND.

The feature of the stove market just at present seems to be the large proportions to which the demand for gas stoves has attained. Reports from all parts of the Dominion agree that there has been an unprecedented sale of gas stoves The trade now seems to be at its highest point.

There has also been a good call for the smaller varieties of stoves used in summer cottages. The exodus to the summer resorts has caused a steady call for oil and gasoline stoves.

MONTREAL.

Montreal, May 30.—There is no summer quiet shown in the stove trade. The hot weather, indeed, has had the effect of making ordering heavier than before. Not only are gas stoves more in demand, but there is a great call for gasoline and oil stoves. Refrigerators too are wanted, and wanted urgently.

Prices, strangely enough, have not advanced. Metals of all kinds are soaring. Tin has reached higher figures than for months past. Copper continues to advance, and iron is scarce and high in price. Yet there have been no further advances in copper and tinware. Both were raised in price a month or a little more ago, and the manufacturers are evidently hoping that they will be able to get along without making another advance.

Heat is Helping Trade.

Orders are not restricted to any district. A good deal of tinware has been shipped by boat to the lower townships, but from the west too orders are coming.

Spring Goods.—Perhaps the most prominent line at the moment is refrigerators. The hot weather of the past few days has done a great deal to stir up the retail demand. Dealers have sold out their stock, and have been sending in hurry up orders for a fresh supply. The fact that higher priced refrigerators than usual are on the market this season is not having any harmful effect upon ordering. The people seem willing to pay a good price for a good article.

Graniteware and tinware too are much wanted. The new kitchens have to be furnished, and the sale of the kitchen utensils is consequently large.

Gas Stoves.—Here too the hot weather has had a benefical influence on trade. Some who have felt they could get along without a gas stove have come to the conclusion that they would be foolish to try this. The enervating effect of heat has already been felt slightly, and people are ready to make an expenditure which will render them more or less immune to that feeling of debility which red hot kitchens give.

Coal oil and gasoline stoves are in large demand just now. In homes where gas is not, these stoves may be installed. Then they can be taken to the summer home, the kitchen of which can thus be kept fairly cool even in the intensely warm weather.

Ranges, Heaters and Furnaces.—For immediate use ranges are only being bought in those places where there is no gas. Even in such localities the coal oil and gasoline stove is exceedingly popular—which means that there too orders for ranges are delayed. But in spite of this at the present time ranges are being sold, and all things point to a heavy trade in the fall. Merchants who make it a point to keep stoves on their floors the year through—that they may have a chance to talk stoves to customers who come in for other things—predict that the demand will be large. Strength is lent to their predictions by the fact that they are themselves placing good sized orders.

Furnaces are being installed in many new buildings, so that it can not be said this department is inactive. The great work, here, however, is in preparing for the rush trade which is expected when fall draws near.

TORONTO.

Toronto, May 30.—The stove market has been featured by the extremely heavy demand for gas stoves. Manufacturers state that they are finding no small difficulty in filling their orders, so heavy has the demand become.

Since early spring there has been a most persistent call for gas stoves. The trade has now reached the climax. It is stated that business in these lines has shown a most marked gain over last year, the biggest gain in the history of the industry.

There is also at the present time a heavy demand for oil and gasoline stoves for use at summer homes. The yearly exodus to the summer resorts is now in full swing and most of the people are investing in a stove of some kind to take along for cooling and heating purposes. Oil stoves are mostly in demand but there is also a larger call than ever for gasoline stoves. The manufacturers report a healthy increase in all these lines.

However, business is not restricted to summer stoves by any means. Dealers are showing more of a tendency than ever before to place their orders for the fall stove trade well in advance. The travelers have little difficulty in getting dealers to draft up their requirements. Earlier shipments are being specified in many cases.

The travelers also report that the retailers seem to be anticipating a very brisk fall trade. The last two years seem to have convinced them that the demand is growing continually and that increases in trade are assured. The result is that requirements for the present fall trade are being estimated with liberal confidence.

Ranges.—There is quite a good demand for ranges at the present time. While deliveries are not what might be termed heavy, there is a steady outward movement to all parts of the province.

Heaters.—The demand is still pretty small in this line. Fall booking has started, however.

Furnaces.—Activity prevails in this line and large orders are being placed. Building operations have proceeded rapidly this spring, despite the handicap of backward weather and this has created plenty of work for the furnacemen. It is expected that a considerable degree of activity will be maintained right through the summer.

Heating Accessories.—There is a good demand for all heating accessories at the present moment.

WINNIPEG.

Winnipeg, May 28.—With the opening of spring and the usual exodus at this time of the year to summer cottages and bungalows, has come a phenomenal demand for gas and oil stoves. So brisk was the trade the retailers were practically sold out and for a few days gas ranges were unobtainable.

At the same time there has been a very fair demand for the heavier class of cooking ranges and, taken all around, the stove business here has been flourishing.

Of course it is not to be supposed that the present rush in stoves will be maintained for any length of time but that a satisfactory business is assured is borne out by the fact that the immense numbers of residences being constructed are eagerly bought or rented before completion and occupants have to provide furniture for their needs.

Grenfell.—The stores here will close on Wednesday afternoons during June and July.

Bowmanville.—The merchants will close their stores on Wednesday afternoons during June, July and August.

Methods of Retailing Paints and Varnishes

An Effective Interior Paint Display

Arrangement of Paint in the Store of J. W. Richardson, North Bay, Leads Directly to Large Number of Sales—The Necessity of Adequate Display in the Store for Purposes of Rousing up the "Latent Demand."

Methods of interior display of paint in the hardware store have improved of late years. Time was when the cellar was good enough for paint. In time it was graduated to a place on the main floor, but the place was generally a very inconspicuous one. Recently there has been more of a tendency to give the stock the benefit of adequate display in the store.

The importance of getting paint to the front cannot be overestimated. There are two points about paint which dealers all too frequently forget. The first is that there is a large latent demand for paint which remains latent (or inactive) if nothing is done to arouse it. In other words, if the dealer keeps his paint stock snugly ensconced in some corner at the rear of the store where it can hardly be seen with the aid of a spy-glass, there will be dozens of his customers go paintless who could easily have been brought to buy. The second fact is that, when properly displayed, paint sells itself. If cognizant of these facts, no dealer can rest easily until he has brought his stock well to the front of the store.

It will not do to dismiss summarily the question of the "latent demand." There is a latent demand for most every article that the hardwareman handles but more particularly for paint. It can best be defined as the necessity which people feel for a certain article but which requires a strong effort, on the part of some one else, before it is brought to the surface. For instance, a man may recognize at odd moments that his house needs a new coating of paint. However, he sees the house so often that the necessity does not appeal to him as strongly as it does to an outsider. There is nothing like living with some such necessity or shortcoming to become accustomed and indifferent to it. This man, left to himself, may go on neglecting his property for years when, if a real effort had been made to sell him paint, he would at any time during those years have proven a more or less ready customer. There are in every locality dozens of men in just that position and that state of mind. This is what might be termed the latent demand.

Now one of the surest ways of bringing the latent paint demand to the surface is to keep paint where customers cannot help but see it every time they come into the store. This in itself will make sales. It is better, of course, if a little salesmanship on the part of the staff is thrown into the scales as well but, even if no further effort is made, the mere constant display will do the work.

One of the best interior arrangements that has ever come to the attention of Hardware and Metal is shown in the accompanying illustration. This formation of paint stock was placed in the store of J. W. Richardson, North Bay, around Good Friday, on which day the convention of Northern Ontario hardwaremen was held at that place. Considerable ingenuity was displayed in the arrangement of the goods and the effect when finished, as the illustration attests, was most excellent.

Placed in the centre of the floor, this formation of paint stock was by long odds the most prominent feature of the store. It caught the eye of everyone who entered. If they were at all interested in the question of paint, this display was sufficient to ensure a sale at once. If they had not previously been interested, the display got them interested.

The results were immediate, direct and most satisfactory. Mr. Richardson has made a great many sales which he can trace directly to this aggressive method of displaying his stock.

It is probably not possible at all times of the year to give so much floor space to the paint stock. It becomes necessary, therefore, to provide other means of display which will do for all seasons. The dealer who gives a prominent place in the store to his stock, who keeps it neat, clean and well sorted up achieves this purpose. He caters to the "latent demand" the whole year around.



A striking display of paint in the store of J. W. Richardson, North Bay.

Preparing the Home for the Ceremony

The Need for Paint and Varnish is Felt—Dealers can do a Lively Business in These Lines by Offering Them For Sale for the Decoration of Houses Previous to Marriage—Methods Followed by Toronto Dealers.

What about the wedding trade in the paint department?

Surely, some one may object, paints and varnishes are not to be considered as suitable wedding gifts.

No, it is not the writer's intention to assert that a gallon tin of paint would make an acceptable present in any sense of the word. It would look rather incongruous, we fear, perched on the table amid the handsome pieces of silver and brass and the sparkling cut glass.

Nevertheless, the fact that June sees the culmination of so many of Dan Cupid's wily plottings, should mean something to the dealer in paint. A wedding is preceded by mighty house-cleaning and a most complete process of renovation in the home. If the house must look at its best at any time, it is when there is a wedding ceremony on. A wedding means the home-coming of all members of the family, the advent of countless relatives on both sides and the invitation of friends and acquaintances; and, therefore, the house must be in apple pie order.

It is not hard to perceive where the paint dealer comes in. No home can be made absolutely fresh and clean without the use of paint, varnish and interior stains. The floors are always more or less scratched and dulled, the woodwork soon shows the need of a new coating and the furniture will require to be polished up. This condition of affairs cannot be remedied by soap and a scrub brush. There is only one remedy and that can be obtained in the paint department of the hardware store.

The anxious mother of the prospective bride does not always realize this. She is determined to have her house looking its very best for the big event but it may not occur to her that the best friends she could summon to her aid would be a tin of paint and a brush. She pins her faith to the scrub brush and the mop. Paint, it seems to her, lies within the province of the landlord.

If the matter were presented in the right light, she would be led to see that, for a very small outlay, the house could be given a new appearance quite impossible of accomplishment in any other way. The dealer who takes steps to spread this information will have no difficulty in finding customers.

Sent Out Circulars.

Last year a Toronto dealer worked up a good trade by sending a personal letter to every woman in his district in whose home a marriage was to take place. The information he secured in various ways—watching engagement notices in the papers, by enquiry from the issuers of licenses and by keeping close tab on the gossip of the neighborhood.

His letter hinted at the coming event as being likely to cause much careful preparation and proceeded to point out the good results which could be obtained from the use of paint and varnish. He sold a large quantity and was able to trace direct results in a great many cases.

ALLAN MUNRO STARTS MANUFACTURE OF DRY COLORS.

Montreal, May 30.—Allan Munro, for twelve years connected with the Canada Paint Company, has left that concern to start manufacturing for himself. He has formed the Allan Munro Color Company, Limited, of which he is to be president.

During a business connection of twelve years the right sort of man is going to make a number of close friends; and it was evident when Mr. Munro regretfully took his leave, that he is considered the right sort of man by those who know him best. He was presented with a handsome gold watch and fob, Mr. Aird and others assuring him that he took with him every good wish of those with whom he has been connected during his years with the Canada Paint Company. They wished sincerely for his success.

Starting with the Canada Paint Company, Mr. Munro held an office position, but soon moved to the factory, being engaged in the color making plant for four years. Then he returned to the office, and of late has been joint manager.

The Allan Munro Color Company is to have headquarters on Britannia Street—the building, in which all lines of dry colors for the manufacture of paint will be made, being now in course of construction. The color house is to be of concrete, three storeys in height, and will be equipped with all modern color making appliances. The colors are to be dried in concrete chambers, and at present boring operatins are going on, so that the colors may be mixed with spring water.

Mr. Munro expects that the new plant will be running by the middle of December. The temporary office is situated at 123 Britannia Street.



According to the definition of an early philosophical authority: "Life is the force by which objects preserve their own being."

This definition is apparently broad enough to include many forms of existence.

I have endeavored when pondering on the limitless power which is concentrated in our minds by the word "life," to make if possible a connection between it and our business interests.

We often refer to ourselves as engaged in commercial life and perhaps complain occasionally that trade is lifeless.

And even those modern inciters to renewed business efforts, the trade papers, encourage us to create more life into the store management.

It would be a happy consummation if we could learn the secret of imparting to a store the force necessary to operate itself independently.

Then the holiday with its desirable broadening and recuperating effects would become general.

And an increase in pleasurable emotion could be expected when absent from business because of the confidence in the organization's own strength.

The successful momentum which seems to belong to some stores and is felt even by visitors upon entrance, must be received from a source of power extraneous to itself.

It is not drawing its vigor from favorable situation or even by absence of opposition.

We have sometimes noticed the prosperous business under changed management decline from vigorous life, languish for a period and finally expire.

It would therefore seem that not very great difference exists between one business and another of the same division of trade.

In so far as either is able to perpetuate itself for its owner's advantage they are on a parity.

We must arrive at the oft repeated conclusion when discussing the viscissitudes of modern retailing, that the onus of producing a successful business organization must continue to fall upon the owner.

Free Help for Every Decorator

Our new service department will help you plan the interior and exterior painting and decoration of any house or of a part. In place of a small job, you can get a big one, well planned and done. Remember the

Special helps for the decorator or dealer to get him good business.

M-L MAPLE LEAF

Every decorative problem properly answered for best results.

DECORATIVE AID DEPARTMENT

M. L. PAINT is best-lasting exterior paint, improved during 20 years of careful tests. The kind that helps your business when you sell it. Ready to use.

FLOORGLAZE, a flint-hard, glass-like and beautiful floor finish that applies easily, stands wear, resists scratches. Best of all interior finishes.

is at your free service. Just send us your problem. We give you exactly the right shades and line of goods to use. We give you suggestions. Give areas and we tell exactly how much paint you need, or varnish, or flat wall color. Stencil suggestions, too. Get booklet.

ELASTILITE, an indoor or outdoor varnish that is applied easily and perfectly. You can guarantee it. It gives every satisfaction. A beautiful finish.

M. L. FLAT WALL, an easy-to-clean wall paint for plaster, burlap or wood, in beautiful interior shades. Sanitary, clean and adapted to stenciling.

Samples of the above finishes on request. The Decorative Aid Dept. supplies suggestions, estimates and stencil designs (stencils also at low cost) to any decorator, painter or dealer who wants to give his customers the best and most modern service. Freely at the service of the entire retail trade. Send your problems.

IMPERIAL VARNISH & COLOR COMPANY, LIMITED

108 Princess St., WINNIPEG 6-24 Morse St., TORONTO 365 Water St., VANCOUVER

"OVER THE COUNTER"

The sale of paint only starts when you pass it over the counter. Its ability to give satisfactory results can alone make it a repeater.

Choose paint by its ability to make good and you will gain the good-will of your patrons.

Safeguard your future business by supplying efficient paint promoted by forceful advertising. "Look ahead."

Advance via the selling helps of the "High Standard" route; attention—interest—desire and action—right over the sales line. (*that's where it's different*)

Serve "High Standard" Paint over the counter—then watch how "excess value received" widens the way for more sales to follow.

The only limit to the ability of the "High Standard" Paint proposition to drive sales, is the limit of the co-operation, which the dealer gives over the counter.

Think it over—then make your dream come true.

Lyon-Monkhouse Limited
171 James Street
Winnipeg, Man.

Lowe Brothers LIMITED

TORONTO
Dayton Boston
Kansas City
Chicago New York

Weekly Market Report --- Paints

The paint situation is still shrouded in uncertainty. Some predict advances shortly in the prices of prepared paints in view of the fact that white lead and linseed oil are so high. Others are doubtful, and in the meantime all opinions are more or less of a conjectural nature.

Putty prices have been advanced at Toronto, as expected for some time.

MONTREAL.

Montreal, May 30.—There still remains some uncertainty as to the future of mixed paints. Metals continue high. There is no likelihood that linseed oil will become much lower in price. The manufacturers seem to feel that they will have to advance their charges, and yet they are loath to do this.

Other products, too, are somewhat uncertain. White lead, for instance, is none too steady. The demand is large, and since the raw material is scarce in the extreme—scarcer than any metal—it appears quite possible that the makers may be compelled to cover the increased cost of manufacturing by charging more for the finished product.

Advance Over Last Year.

Generally business continues good. The orders for paints keep pouring in. People are using more paint than ever before—at least so it would seem. Certainly the sales so far this year are much in advance of those made in the early months of 1911, and there does not seem to be any good reason to expect a falling off.

Linseed Oil.—Conditions here are a little easier. Some cargo's of flax seed have arived from the west, and one mill which had to practically cease operations on account of a scarcity of seed, has commenced grinding again. The paint houses are feeling more sure of their supply, and while they are not yet pressing the sale of oil, this is rather because it yields them little profit, than because they desire to keep it to assure them a supply for their own paint making.

There has been no change in price. Linseed may still be obtained at $1 and $1.03.

Fear Substitutes.

Turpentine.—Suplies here are sufficient, and prices are still quoted roughly at .70. There seems to be a feeling that it would be unwise to advance this price since this might tend to induce the use of substitutes—a number of which are now on the market.

White Lead.—The Dockers' strike in England may have an effect here. Lead comes largely from London, where the strike is taking place. That is English lead comes from there, and English lead is the lead just now, for there is practically no Canadian lead on the market. Let this strike interfere with shipments and the local supply—scarce enough at present—will become scarcer still. The shortage of stocks might cause an even higher price for the pig, and then the price of white lead would be forced up. It seems likely that the strike will reach an early settlement, but if not the recent 15 cent advance will be followed by another.

White lead now is in large demand.

A Possible Future Shortage.

Putty.—The large orders are already being received. The supply to meet these is fair, but there is no great reserve. It would seem, indeed, that there may be a shortage later on when the heavy fall demand starts.

Mixed Paints.—The necessity of making a ten cent advance is till being considered. It would seem that this must come, but the makers appear anxious to avoid setting the higher figure sooner than is absolutely necessary. Nevertheless, dealers with stocks which are at all depleted would do well to order now. He can hardly lose, and he stands a good chance to save ten cents a gallon.

TORONTO.

Toronto, May 30.—The paint situation is still unsettled. While talk is heard on all sides of a possible advance in the price of prepared paints, there is certainly nothing definite heard. Quite a few assert that they do not think an advance will be recorded yet awhile, despite the absolute certainty of linseed oil and white lead remaining high. Just what the outcome will be is hard to say, but one thing seems reasonably certain, any further advance in white lead and oil will precipitate a crisis in the matter of paint prices.

The only change recorded this week is in the case of putty, where a higher scale has been set all around. This advance has been anticipated for some time, and has been freely predicted in Hardware and Metal.

Linseed Oil.—The price of oil remains at $1.03 for raw and $1.06 for boiled here. It is fairly scarce at the present moment, the scarcity being due pretty largely to the difficulty found in getting cars. Demand has been brisk.

"Turps" are Steady.

Turpentine.—The price of turpentine remains at 71 cents locally. The demand is reported to be seasonable.

More "Advance Talk."

White Lead.—Rumors have broken out again with reference to the possibility of the 'steenth advance in white lead. It is acknowledged that the present price of $7.15 is none too high, and when, added to this, word comes of a shortage in English lead as the result of a strike, it is no wonder that rumors are again circulating of an impending advance. Local jobbers express their belief that it will not be so very long before the grinders will have to give the price another advance to meet conditions as they exist, and cover the cost of the raw material.

The demand for white lead here is very satisfactory.

Advances in Putty.

Putty.—The long predicted advances in the scale of putty prices have at last been put into effect. In some lines the increases are stiff. The new scale is as follows: Standard, bulk in casks, $2.40; in 100-lb. drums, $2.55; in 25-lb. drums, $2.65; bladder in barrels, $2.80. Pure putty prices are as follows:—Bulk in casks, $3.00; in 100-lb. drums, $3.40; in 25-lb. drums, $3.50; bladder in barrels, $3.40. The advance in standard putty is 15 cents, in pure about 40 cents.

Glass.—The glass trade is showing a satisfactory degree of briskness. Some good orders are now being placed. Prices are standing firm.

Prepared Paints.—As stated before, the situation has shown no change, but increases are being predicted by some. In the meantime, the demand is very heavy. The trade in paint, in fact, is steadily breaking all records.

WINNIPEG.

Winnipeg, May 28.—The weather so far has been very unfavorable to outside work in painting and business has to a certain extent suffered in consequence. This is, however, but a temporary setback, and with the enormous amount of building in progress and planned, there is every prospect of a record season's business.

There has been a brisk trade in kalsomines and stains and varnishes and accessory materials for spring cleaning. During the next two weeks these lines should move fast.

Linseed oil has made no further advances, but flax prices are high, and a further advance is not improbable. White lead is also firm, and quite liable to advance in sympathy with the strength in both oils and lead. At the time of writing the weather is clear and warm and appears more settled.



Victoriaville, Que., Parish Church — L. Carson & Son., Decorators

The beautiful white interior of the Victoriaville church was obtained with

Brandram's B.B. Genuine White Lead

Brandram's White Lead, made by the Brandram's process for practically two centuries, is the standard White Lead of the world. Specified by architects, used by leading decorators, Brandram's Lead helps you control the big paint trade of your territory.

Before placing your order for White Lead, write for prices and full particulars to the only corroders and grinders of White Lead in Canada.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb.	.8 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 20	2 20
Heads, per 100 lb.	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ in.	9 50	9 00
" " 2 "	8 25	8 50
" " 2½ "	10 50	10 00
" " 3 "	12 00	12 10
" " 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 24
Rods, base ⅛ to 1 inch, round	0 20
Tubing, seamless base, per lb	0 23
Tubing, iron pipe size, 1 inch base	0 23
Copper tubing, 4 cents extra.	

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot	$18 50
Cut lengths, round bars, ⅛ to 2 in.	24 00
Plain sheets, 14 oz., 14x48 inches, 14x60 inches	26 00
Copper sheet, tinned, 14x60, 14 oz.	27 00
Copper sheet, planished, 14x60, base,	34 00
Braziers', insheets, 6x4	26 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal	Toronto
Canadian foundry, No. 1		19 50
Canadian foundry, No. 2		19 00
Middlesboro, No. 3 pig iron	18 00	19 00
Summerlee, No. 2 pig iron	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles $ base	2 50	2 50
Common bar, per 100 lb.	1 90	2 05
Forged iron, per 100 lb.	2 05	2 20
Refined iron, per 100 lb.	2 15	2 30
Horseshoe iron, per 100 lb.	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

Cold Rolled Shafting.

9-16 to 11-16 inch	0 06
⅝ to 1 7-16 inch	0 05½
1 7-16 to 3 inch	0 65

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal.	Toronto
10 gauge	2 30	2 50
12 gauge	2 30	2 55
14 gauge	2 20	2 35
17 gauge	2 20	2 45
18 gauge	2 20	2 45
20 gauge	2 20	2 45
22 gauge	2 25	2 55
24 gauge	2 25	2 55
26 gauge	2 35	2 65
28 gauge	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
20x28x80	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 gauge, per square	5 00
26 gauge, per square	3 85
28 gauge, per square	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown Best	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	345
26 gauge, American	3 85	3 50
28 gauge, (26 English)	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜-inch	$ 5 50	66 p.c.	51 p.c.
½-inch	8 50	71 p.c.	60 p.c.
¾-inch	11 50	75 p.c.	65 p.c.
1-inch	16 50	75 p.c.	65 p.c.
1¼-inch	22 50	75 p.c.	65 p.c.
1½-inch	27 00	75 p.c.	65 p.c.
2-inch	36 00	76½p.c.	66½p.c.
2½-inch	57 50	76½p.c.	66½p.c.
3-inch	75 50	76½p.c.	66½p.c.
3½-inch	95 00	75 p.c.	65 p.c.
4-inch	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00.

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15x24, $2; 18x30, $2.35; 18x36, $3.50.

HEATING APPARATUS

Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50, 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers' buying prices:	Montreal	Toronto
Heavy ocpper and wire, lb.	0 11	0 11¼
Light copper bottoms	0 09	0 09¾
Heavy red brass	0 10	0 10½
Heavy yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	0 02	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb.	4 95	5 05
Imported pig, per 100 lb.	4 95	5 05
Bar pig, per 100 lb.	5 20	5 30
Sheets, 2½ lb. sq. ft. by roll	5 50	5 30
Sheets, 3 to 6 lb., ft.	5 25	5 55

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE.

Lead Pipe and Waste, 20 p.c.
Caulking lead, 4¾c. per pound.
Traps and bends, 45 per cent.

SOLDER.

	Per lb. Montreal.	Toronto
Bar, half-and-half, guarant'd	0 27	0 27½
Wiping	0 24	0 25

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks	8 50	8 50

SPELTER.

Foreign, per 100 lb.	7 50	7 25

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lb. $52 00 $50 00

Redipped Charcoal Plates—Tinned M L S, Famous (equal Bradley)

	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base		4 50
I. X., 14x20 base		5 50
I. X. X., 14x20 base		6 50

Bright Cokes

Bessemer Steel—	
I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 00
XX, 14x65, 50 sheet bxs.)	

Tinned Sheets.

72x30 up to 24 gauge, case lots	8 00	7 35
72x30 up to 26 gauge, case lots		7 85

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.
High Carbon, No. 9, $2.00 in cars.

Fine Steel Wire.
Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c.; oiling, 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

Hay Wire in Coils.
$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

Galvanized Wire.
From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

Poultry Netting.
2-in. mesh, 19 w.g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

Smooth Steel Wire.
No. 0-9 gauge, $2.25 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c. spring wire $1.25, bright soft drawn 15c. charcoal (extra quality) $1.25, packed in casks or cases 15c, bagging and paperings 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks, 50c, in ½-lb. hanks, 75c., in ¼-lb. hanks, $1.

Wire Cloth.
Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

Wire Fencing.

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

Wire Rope.
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5, 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized	2 80
Plain	2 50

Paints, Oils and Glass	2 50

Barn Paint.

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

Beeswax.

Per lb.	0 40

Chemicals.

In casks	per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05¼
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

Colors in Oil.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb. irons	0 05

Enamels.
Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.		1 80
Cee Pee Co. enamel		4 50
Sterling Enamels		3 20
Anchor Floorlustre		1 80

Glue.

	Per lb.	
French medal		0 10
German common sheet		0 10
German prima		0 15
White pigsfoot	0 15	0 20
Brantford medal		0 10
" golden medal		0 11
" brown sheet		0 10
" solder sheet		0 13
" gelatine		0 22
" white gelatine		0 20
" white glue		0 12
" 100 flake	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c, ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

Paris Green.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 16¼	0 16½
Packets, 1-lb., 100 in case	0 18½	0 18¾
" ½-lb. "	0 20½	0 20¾
Tins, 1-lb., 100 in case	0 19½	0 19¾

Paris White.

In bbls.	0 90

Pigments.

Orange Mineral, casks		0 09
" 100-lb. kegs		0 09½

Prepared Paints.

	Per gallon in qt.	tins
Sherwin-Williams paints, base	2 00	
Canada Paint Co.'s pure	1 75	2 00
Globe house paint (Windsor)	1 60	
"New Era" house paint (Windsor		1 85
Benj. Moore Co.'s "Egyptian" Brand		1 50
Moore's pure linseed oil, H.C.		1 65
Brandram-Henderson's "English"		2 80
Ramsay's paints, pure		1 60
Ramsay's paints, Thistle		1 30
Martin-Senour, 100 p.c. pure		2 00
Senour's floor paints		1 60
Sterling Pure		1 60
Maple Leaf Paint (Imp. V. & C. Co.)		
Jamieson's Crown and Anchor brand	1 60	

Plaster of Paris.

Per barrel	0 30

Pine Tar.

Half-pint tins, per dozen	0 60

Putty.

	Standard
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders, in bbls.	2 75

Red Dry Lead.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs "	5 25	5 25
No. 1 casks, per 100 lbs.	4 25	4 25
No. 1 kegs, per 100 lbs.	4 75	4 75

Shingle Stains.

In 5-gallon buckets	0 75

Turpentine and Oil.

	Montreal	Toronto
Can. Prime white petroleum, gal.	0 14	0 12
U.S. Water white "	0 15½	0 13½
U.S. Pratt's astral "	0 19	0 15½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal. single bbls		0 15½
Pure Turpentine, single bbls	0 70	0 70
Wood Turpentine		0 60
Turpentine, second run		0 60
Linseed Oil " raw	1 00	1 03
" " boiled	1 03	1 06
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

Varnishes.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00

DO you realize what a clean-cut, varied and fresh stock of quality goods means in your paint department?

It just represents the difference between a bumper business and splendid profit and a slow-moving, unsatisfactory and unprofitable line!

Why not feature **MINERVA PAINTS** and **PAINT SPECIALTIES**—the famous British Brand, backed by 78 years' reputation for quality?

We can't make them any better than they are, so we are putting Full Imperial Measure of these quality paints into every can.

And our co-operation with the dealer has created a demand that will bring customers to your store.

It will pay you to investigate the **MINERVA** proposition.

Ask any **MINERVA** agent.

PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.

377 Carlaw Ave., Toronto Established in England in 1834

L 26

Steel Tanks and Self-Measuring Pumps for Paint Oils

They avoid all the loss and inconvenience sustained under the old method. The steel tanks are air-tight and will not permit the oil to gum or stick. The pumps measure the oil according to the Imperial Standard, directly into the customer's can. They count the gallons pumped and compute the charge for fractional gallons.

THE BOWSER PAINT OIL SYSTEM

will put every cent of profit into your pocket, where it belongs. With a Bowser your paint oil department will be as clean and inviting as your shelf hardware department. It draws trade.

Why not investigate now and be ready for spring. Your fellow merchants are using them. They'll help you. Ask for book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO
66-68 FRASER AVENUE

For Twenty-seven Years Manufacturers of Self-measuring Pumps, Tanks, Gasoline and Oil Storage Systems, Self-registering Pipe Line Measures, Dry Cleaning Systems, etc.

Do you know any of these Bowser users?

Samuel Hobbs,
1434 Queen St. W.
Toronto

Geo. Ecclestone,
Bracebridge, Ont.

Manville Hardware Company,
Prince Albert, Sask.

J. H. Ashdown,
Calgary, Alta.

Arthur Latham,
Moose Jaw, Sask.

Cochrane Hardware Company
Toronto

Peart Bros.
Regina, Sask.

Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" Union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps, brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish.	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Ltd. "Gold Medal," in cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange shellac varnish, in barrels	1 60
No. 1 orange shellac varnish, in barrels	1 30

Window Glass.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 25 p.c.

Montreal prices, no discount.

Size United Inches	Star
Under 26	$ 3 05
26 to 40	3 25
41 to 50	3 65
51 to 60	3 90
61 to 70	4 15

White Lead Ground in Oil.

	Montreal Per 100 lb.	Toronto
"Anchor," pure	7 00	7 15
Brandram's B.B. Genuine	8 00	8 15
C.P.C. decorators, pure	7 00	7 00
Crown and Anchor, pure.	7 00	7 15
Elephant Genuine	7 25	7 35
Essex Genuine (Windsor),	....	6 75
Island City Decorators' Pure	7 00	7 15
Lily Pure	7 00	7 15
Moore's Pure White Lead	....	7 15
Monarch (Windsor)	....	7 25
Munro's Select Flake White	7 25	7 40
Purity, C.O. Co.'s Ltd.	....	6 75
Ramsay's Pure Lead	7 00	7 15
Ramsay's Exterior	6 75	6 90
Sterling Pure	....	7 15
Tiger Pure	7 00	7 15

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over, 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

White Zinc (Dry)

Extra Red Seal, V.M.	0 07½

White Zinc in Oil.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2 " "	0 05¾

Whiting.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE.

Adzes.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

Axles and Hatchets.

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	5 00
Barrell hatchets	5 50	6 85

Anvils.

Buckworth, per lb.	0 10¼

Ammunition.

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust, $7.50 per 100 lbs. Discount 25 per cent.; cash discount, 2 per cent. 30 days; net extras as follows, subject to cash discount only; Chilled, 40c; buck and seal, 80c; no. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

Augers and Bits.

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	
Tobin's High Speed, 50 and 10.	
Tobin's Never Choke, 60 and 10.	

Barn Door Hangers.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, dozen sets	....	6 50
Standard jointed hangers, dozen sets	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.).	3 25

Barn Door Latches.

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Bells.

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

Belting.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 80c; cut laces, 85c.

Bird Cages.

Brass and Japanned, 40 p.c.

Bolts and Nuts. Per cent.

Carriage Bolts, common, new, $1 list.	
Carriage Bolts, ⅜ and smaller	70
Carriage Bolts, 7-16 and up	
Carriage Bolts, Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less..	60, 10 & 10
Machine Bolts, 7-16 and up..	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 and larger	55 and 05
Coach Screw, new list	7
Nuts, square, all sizes, 4¾c per lb. off.	
Nuts, hexagon, all sizes, 4½c per lb. off.	
Stove rods, per lb., 5½ to 6c.	
Stove Bolts, 80.	

Building Paper, etc.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, " "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2 "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain and tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs.	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32' & 60', per 100 lb.	3 00
2 Ply Ready Roofing, per sq.	0 70
3 Ply Ready Roofing, per sq.	0 95
2 Ply complete, per roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, brls., per gal.	0 15
Liquid tins Cement	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb.	0 06
Nails, per lb.	0 05
Mop cotton, per lb.	0 15

Butts.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent.

Cement and Firebrick.

Canadian Portland, bags, per bbl.	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood.	....	3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton	....	5 50

Chalk and Pencils.

Carpenters Colored, per gross	0 65	0 80
" lead pencils, p. gr	2 40	6 75

Chisels.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

Chain.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack-chain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

Churns.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

Clamps.

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

Conductor Pipe.

2 inch, in 10 foot lengths	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

Cotter Pins.

Cotter pins, 90 p.c. Montreal.

Copper and Nickel Ware.

Copper boilers, kettles, 47½ p.c.
Copper tea and coffee pots, 42½ p.c.
Copper pitts, 27½ per cent.
Foundry goods, hollow ware, 45 p.c.

Door Knobs.

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

Door Sets.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

Door Hangers (Parlor)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

Door Springs.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

Draw Knives.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

Drills.

Bit stock drills, 2-32 in., doz.	0 67

Escutcheon Pins.

Steel, discount 50 per cent.
Brass, 55 per cent.

Eavetroughs.

8 inch in 100 foot lengths	2 80
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c per 100 ft. O.G. Round Bead Trough.

Factory Milk Cans.

Milk cans and pails, 35 p.c.
Hand delivery and creamery cans, 40 p.c.
Railways cans, 45 p.c.
Cream cans, 40 p.c.
Creamery trimmings, 75 and 12½ p.c.

Faucets.

Common, cork-lined, 35 per cent

Farrier Knives.

Buckworth, 50 p.c.

Files and Rasps. Per cent.

Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62 2-3
Jowett's (English list)	27½
Spear & Jackson (English list)	35

Forges.

Blacksmiths portable, 135 lbs.	9 85

Galvanized Ware.

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

Grindstones.

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

Hammers.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09

Harvest Tools.

50 and 5 per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

Halters (Snap and Ring).

Jute Rope, ⅜-inch, per gross	8 00
" " ½-inch, per gross	10 50
" " ⅝-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1¼-inch, per doz.	5 20
Web	2 45

Sisal Halters (Snap and Ring).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

Hinges.

Blind, discount 50 per cent.

Heavy T and strap, 4-in., 100 lb. net	7 25
Heavy T and strap, 5-in., 100 lb. net	7 00
Heavy T and strap, 6-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 50
Heavy T and strap, 10-in. and larger	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge— under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	

Hinges (Spring)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.

Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.	
Chicago hold back screen door, iron, gro., $12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface floor (6,000), 45 p.c.	
Garden City fire house hinges, 12½ p.c.	
"Chief" floor hinge, 50 p.c.	

Hooks.

Wrought iron hooks and staples— ¼ x 5, per gross	2 25
5-16 x 5, per gross	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 & 20 p.c.	
Crescent hat and coat wire, 60 p.c.	
Stove pipe eyes, kitchen and square hooks, 60 p.c.	

Horse Nails.

M.R.M. cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

Horseshoes.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

Horse Weights.

Taylor-Forbes, 4¼c.

Ice Cream Freezers.

White Mountain, 5c per lb.

Knives.

Hay knives, net list.
Clauss, 50 and 25 per cent.

Kitchen Enameled Ware.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial, and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 40 per cent.

Kitchen Sundries.

Asbestos mats, 50 p.c.		
Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per doz.	0 60	0 70
" wood, per doz.	0 50	0 80
Vegetable slicers, per doz.	....	2 25
Universal meat chopper, No. 1	....	1 15
Enterprise chopper, each	....	1 30
Spiders and fry pans, 50 and 5 per cent.		
Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60
Toasters, 50 per cent.		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

Ladders.

3 to 6 feet, 12c per foot; 7 to 1 ft., 13c.
Extension ladders, 15c per foot up.

Lanterns.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast, per doz.	6 75
Lift Tubular and Hinge Plain, per doz.	5 00

BLACK DIAMOND
ALEX. McARTHUR & CO.
LIMITED.
MONTREAL.
REGISTERED TRADE MARK

WRITE US AT ONCE

Black Diamond TARRED FELT

is a necessary for every up-to-date house, because it keeps the house warm in winter and cool in summer.

It is made of the highest-grade material and guaranteed to last as long as the house on which it is used.

We also make a full line of wrapping papers.

F. J. COX, Winnipeg, - Western Agent

RED S BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

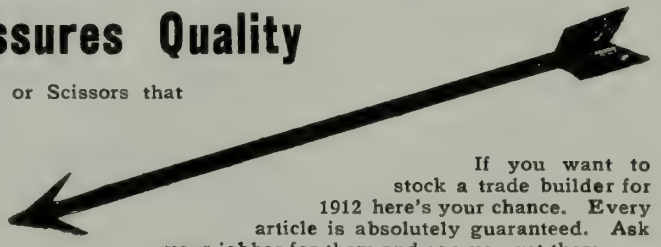
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The Name "HEINISCH" Assures Quality

when it is applied to Tailor Shears, Tinners' Snips, Shears or Scissors that are manufactured by us.

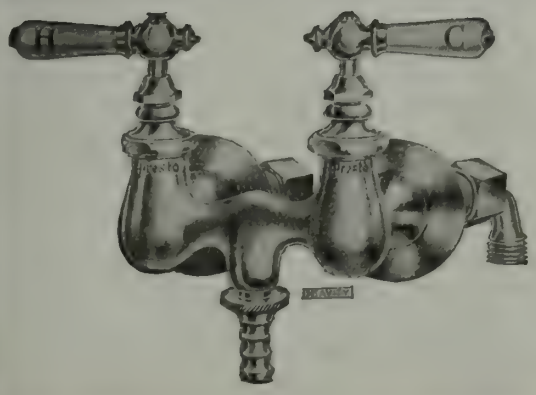
85 years of practical experience in their manufacture accounts for their superiority over other makes.





If you want to stock a trade builder for 1912 here's your chance. Every article is absolutely guaranteed. Ask your jobber for them and see you get them.

R. Heinisch's Sons Company
Newark, N.J., U.S.A.



"Presto" Double Bath Cocks

Nickel Plated. With China Index Handles

"A QUARTER TURN GIVES A FULL OPENING"

Tails (Finished) Screwed for ½ in. Male I.P.

GOOD { METAL, PLATING, FINISH, DESIGN

We can quote you an attractive price. Write Dept. P.

T. McAVITY & SONS, Limited, ST. JOHN and WINNIPEG

Japanning, 50c per dozen extra.
Prism globes, per dozen, $1.20.
Lamp wick, 50 per cent.

Lawn Hose.

Competition grade lawn hose, 70 and 5.

Lawn Mowers.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25; 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

Locks and Keys.

Canadian, 45 and 10 per cent.

Lumbermen's Supplies.

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

Mallets.

Tinsmiths', 2½x5½ in., per doz..	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00

Mats.

Wire door mats, standard, 16x24, doz.	9 00

Metal Polish.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkge	6 50

Miners Supplies.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lb., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

Mops and Ironing Boards.

Mops, per doz.	1 20 1 50
Folding ironing boards	16 25 18 00

Nails.

	Wire
1—1⅛ inch	3 35
1¼ inch	3 00
1½—1¾ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

Oakum.

Plumbers....per 100 lb.	4 50

Oilers.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen	10 00

Davidson oilers, 40 per cent.
Tinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

Plated Goods.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

Pieced Ware.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

Planes.

Wood bench, Canadian, 40, American, 25 per cent.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

Pliers and Nippers.

Button's genuine, 37½ to 40 per cent.

Plough Lines.

Russian snap	per gross 30 00
Indian snap	" 25 00

Pumps.

Berg's wing pump, 75 per cent.

Razors.

	per doz.
Boker's	7 50 11 00
Boker's King Cutter	15 00
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 p.c.	

Rope and Twine.

Sisal rope	0 08½
Pure Manila Rope	0 10½
"British" Manilla	0 09
Cotton, 3-16 inch and larger	0 24

Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.
Jute, ⅝ and upwards, 9c; under ⅝, 9½c.

Lath yarn, single	0 08
Lath yarn, double	0 08¾
Sisel bed cord, 48 feet, per doz.	0 65
Sisel bed cord, 60 feet, per doz.	0 80
Sisel bed cord, 72 feet, per doz.	0 95
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb.	0 45
Staging " "	0 35

Refrigerators.

Sanderson-Harold, 40 per cent.
Galvanized, 45 per cent.

Rivets and Burrs.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.
Copper Burrs only, 22½ per cent.
Extras on Coppered Rivets, ½-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned Rivets, net extra, 3c per lb.
Coppered Rivets, net extra, 2½c per lb.

Rivet Sets.

Canadian, 35 to 37½ per cent.

Rules.

Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

Sad Irons.

Mrs. Potts, No. 55, polished, per set	0 80
Mrs. Potts, No. 50, nickel-plated, per set	0 85
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

Sand and Emery Paper.

Sand and emery paper, 40 per cent.

Sash Weights.

Sectional, 1 lb. each, per 100 lb.	2 25
Sectional, ½ lb., each, per 100 lbs	2 40
Solid, 3 to 30 lbs.	1 55

Sash Cord.

No. 8, per lb.	0 33

Saws.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

Saw Sets.

Canadian discount, 40 per cent.

Screen Doors and Windows	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

Scales.

Gurney Standard, 35; Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45, Weigh Beams, 30.

Scythe Snaths.

Canadian, 40 per cent.

Screws.	Per cent.
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

Screws (Machine).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

Screw Drivers.

Sargent's, per dozen	0 65 1 00
North Bros., No. 30, per doz.	16 80

Scissors and Shears.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

Shelf Brackets.

No. 140, 65 and 10 per cent.

Skates and Hockey Sticks.

Starr skates, 37½ per cent.
Boker, hockey, 30c upwards; spring
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

Shovels and Spades.

Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.

Scoops.

Grade 1, 2, 3, 50 and 5 per cent. off.
Grade 4, 50 per cent. off.

Squares.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

Snaps.

Harness, 25 per cent.

Soldering Irons.

Base, per lb., 28 cents.

Stamped Ware.

Plain, 75 and 12½ per cent.
Retinned, 75 and 5 per cent.
Tinners' trimmings, 75 and 5 p.c.

Sap Spouts.

Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00

Staples.

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	0 12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

Stable Fittings.

Dennis Wire & Iron Co., 33 1-3 p.c.

Stove Boards.

Lithographed, 60 and 10.

Stovepipes.

5 and 6 inch, per 100 lengths	7 62
7 inch, per 100 lengths	8 18

Nestable, 40 per cent.

Stovepipe Elbows.

5 and 6-inch, common, per doz.	1 22
7-inch, per doz.	1 35

Polished, 15c per dozen extra.
Thimbles, 70 per cent.

Stocks and Dies.

No. 20 Beaver Die Stock	18 75

Stones—Oil and Scythe.

Washita	per lb.	0 25 0 37
Hindostan	"	0 06 0 10
" slip	"	0 18 0 20
" Axe	"	0 10
Deer Creek	"	0 10
Deerlick	"	0 25
" Axe	"	0 15
Lily white	"	0 42
Arkansas	"	1 50
Water-of-Ayr	"	0 10
Scythe	per gross	3 50 5 00

Tacks, Brads, Etc.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

Tape Lines.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821	1 95
" Steel, No. 1849, 50 ft.	

Trowels.

Disston's, 10 per cent.

Thermometers.

Tin case and dairy, 75 to 75 and 10 p.c.

Tinners' Snips.

Discount 35 per cent.

Tinners' Trimmings.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

Traps (Steel Game).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

Traps (Rat and Mouse)	Doz.
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

Vises.

Per pound	0 12 0 12¾
Hinged pipe vise, 25 lbs.	3 65
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

Washing Machines.

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

Wringers.

Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

Wheelbarrows.

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

Whiffletrees.

Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

Wood Handles.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent.

Wrenches.

Agricultural, 67½ per cent.

Wrought Iron Washers.

Canadian, 50 per cent.

WE WANT A MAN

of good character, in each city, town and village in Canada, where we are not already represented, to act as our

SPECIAL CIRCULATION REPRESENTATIVE.

Work is dignified and educative. Previous experience unnecessary. Duties at first need not interfere with your present employment.

WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT FOR LIFE.

If you are making less than $100.00 a month, and are trustworthy and ambitious to learn and become competent to handle our business in your vicinity, write us at once for full particulars.

MACLEAN PUBLISHING COMPANY,
143-149 University Ave., Toronto, Ont.

JAMIESON'S CREOSOTE SHINGLE STAINS

are the best preservative for shingle roofs.

They also give an artistic appearance that cannot be obtained with ordinary paint. They are made in a variety of

PERMANENT COLORS

and will stand all kinds of weather.

Every year the demand for shingle stain is growing.

It would pay you to give it careful attention.

Let us send you some of our new sample cards.

THEY WILL INTEREST YOU

R. C. Jamieson & Co., Limited

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co., Limited

Montreal and Vancouver

ALL LEADERS

MOORE'S MURESCO—The Best Wall Finish.
MOORE'S SANIFLAT—A Washable Flat Oil Paint.
MOORE'S T-45—An all-round Interior Varnish.
MOORE'S HOUSE COLORS—A Pure Linseed Oil Paint.

Write us for color card and prices.

Benjamin Moore & Co., Limited
WEST TORONTO

NEW YORK CHICAGO CLEVELAND

GET THE PATRONAGE
Of Structural Iron Workers

They use a considerable amount of Paint for painting **Bridges, Builders' Iron, Machinery,** etc. The best way to secure their patronage is to get them acquainted with **Stephens Structural Iron Paint.**

Stephens



Structural Iron Paint

It has just the **requisite elasticity,** combined with **unexcelled weather and moisture resisting qualities** to make a perfect protector for all exposed surfaces. It also makes an ideal coating for metal siding and you are certain to have calls for it.

Be a Stephens Paint Agent—It's very profitable.

Write for full particulars.

"OTHERS MAY COMPETE, BUT STEPHENS SHIPS COMPLETE."

G. F. STEPHENS & CO.
LIMITED

WINNIPEG, - - - - CANADA

Branch at Calgary, Alta.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance) :—
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FOR SALE—A GOOD CLEAN STOCK OF floorglaze for sale, $1.45 per gal. Box 672, Hardware & Metal, Toronto. (23)

FOR SALE—WE HAVE SURPLUS STOCK beveled edge grindstones running 40 to 50 lbs. each. We offer them to the trade at $15.00 per ton here. Guaranteed first quality grit. Orders filled in rotation until stock is exhausted. Ship G.T.R. or C.P.R. Howell Hardware Co., Limited, Goderich, Ont. (22)

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WILL RENT GOOD MODERN CORNER store suitable for hardware in hustling Ontario town. Box 674, Hardware and Metal, Toronto. (24)

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CENTRAL ALBERTA—GOOD HARDWARE business for sale in one of the best towns, mixed farming and dairying community, stock and fixtures about $5,500, in first class shape, one opposition. Box 648, Hardware and Metal, Toronto. (11tf)

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

HARDWARE BUSINESS FOR SALE IN live town of 1,500 in Saskatchewan, on main line of C.P.R. Stock and fixtures, including shop tools, $12,000.00. Turnover last year $52,000; net profits over $6,000. Building is 130 x 20 ft., with basement. Can rent for $55.00 per month. Reason for selling, poor health. Box 663, Hardware and Metal, Toronto. (23)

FOR SALE — HARDWARE, TIN AND plumbing business in real live town in the Okanagan Valley, British Columbia. Population 1,100. Very little opposition. $40,000.00 business done last year on $12,000.00 stock. Stock at present about $18,000.00. Total sales for May, $4,550.00. If you want a real live business, look into this. Owner wishes to retire. Don't write unless you mean business. Box 673, Hardware & Metal, Toronto. (25)

FOR SALE

THE PURVIS BROS. STORE AND STORE houses—centre of town. No stock. Suitable for wholesale or retail. Immediate possession. Apply to D. Purvis, Box 23. North Bay, Ont. (22)

FOR SALE—HARDWARE AND FURNITURE business on Goose Lake line, Sask. New store and new stock. Stock fifteen thousand dollars. Yearly profits $6,500 to $7,000. Box 670, Hardware & Metal, Toronto. 24

SITUATIONS WANTED

HARDWAREMAN REQUIRES POSITION. At liberty after June 15th. Nine years' Western experience, wholesale and retail. Road job preferred. Box 670. Hardware and Metal, Toronto. (23)

HARDWARE SALESMAN DESIROUS OF making a change—good stock-keeper, salesman and window dresser; over seven years' experience; good references; age 25 years. Apply Chas. Byford, Newmarket P.O., Ont. (22)

TRAVELLER HAVING PROVED HIS ABILity by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668. Hardware and Metal, Toronto. 18—21t

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CHEAPEST PRINTING ON EARTH—BOOKlets, Catalogues, Price List, Handbills, and any other fine Printing for the Hardware trade at fiercely competitive prices. Russell Smart, 40n, Chancery Lane, London, England. (15tf)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white card marked 25c, 50c, 75c, $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set 25 cents postpaid. Technical Book Dept., 143 University Avenue, Toronto. (tf)

SITUATIONS VACANT

WANTED—ONE OR TWO FIRST-CLASS hardware clerks. Will pay good wages to experienced and reliable men. Apply, giving references, etc., to Saskatoon Hardware Co., Saskatoon, Sask. (24)

WANTED—AT ONCE — COMPETENT ACcountant and office man. Wire initial salary and when can come. Wholesale only. The Fife Hardware Company, Ft. William, Ont. (22)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

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HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 15 cents postpaid, or two sets for 25c while they last. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

Interested?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches All These Men

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MONTREAL TORONTO WINNIPEG

RED CROWN WINDOW GLASS

from Stock at

TORONTO
MONTREAL
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Write nearest warehouse.

All kinds of Building Glass

also

"Easyset" Corner Bars

Max-Silk Glass

Dobbin's Daylight Rods

"Nuplan" Floor Prism

Consolidated Plate Glass Company, Limited

High Quality Screen Goods

Wabash Screen Doors and Windows are acknowledged to be the Highest Quality Screen Goods made.

Their construction is of the strongest.

Only well seasoned and kiln-dried lumber is used.

The durable black wire cloth is stretched by machinery:—Drumhead Fight.

We carry a large stock and can ship promptly. Write for illustrated circular and price list.



WINNIPEG EDMONTON

Constant Satisfaction

NEW ERA PAINT

NEW ERA PAINT is sold on merit, and its lasting qualities never fail to satisfy the most critical of buyers. Its ability as a surface coverer and its ability to keep in good condition satisfy your customers as no high-priced paint can satisfy—that's where NEW ERA wins out.

PRICES AND PARTICULARS ON REQUEST

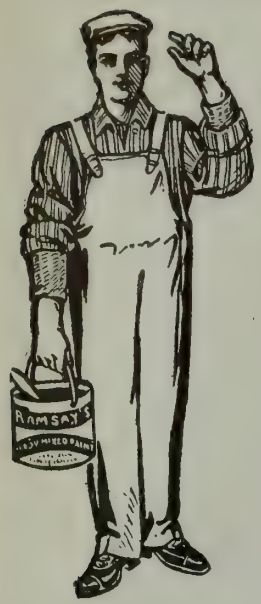
Standard Paint & Varnish Co.

WINDSOR LIMITED ONTARIO

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE



You Can Guarantee

every can of Ramsay's Paints, which you sell for use in the hot summer months, because the extremes of heat and cold have no effect on the painting or wearing qualities which have gone into every can of

Ramsay's Paints

for the last seventy years. These qualities form your best paint selling argument, and will get, ***and hold,*** for you, a paint trade of which you will be justly proud.

Write us about our agency proposition NOW while the idea is fresh in your mind.

A. RAMSAY & SON CO., Montreal

PAINT MAKERS SINCE '42

Western Distributors—A. McBride & Co., Limited, Calgary
Revillon Bros., Limited, Edmonton
Bogardus, Wickens, Begg, Limited, Vancouver



Paint and Varnish Removers

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	NAME OF BRAND
The Sherwin-Williams Co., Montreal, Canada	"Taxite"
International Varnish Co., Ltd., Toronto Canada	"Klensa"
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	"Expedite"
British American Paint Co., Victoria, B.C.	"Bapoo"
Mount Royal Color and Varnish Co., Montreal, Canada	"Scrape-off"
James Robertson Co., Ltd., Toronto, Canada	Robertson's Paint and Varnish Remover"
Sanderson Pearcy Co., Ltd., Toronto, Canada	"Devolite"
Stewart & Wood, Toronto, Canada	"Solvo"
Martin-Senour Company, Ltd., Montreal, Canada	"Martin-Senour Paint and Varnish Remover"

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.

A "Canada Paint" Product for Every Requirement

The line of The Canada Paint Company is a varied and comprehensive one.

We make a paint and a varnish to meet every need, whether of the professional painter and decorator, or the private property owner.

From the common barn paint to the highest quality enamels, The Canada Paint Line is complete with a variety of paints and varnishes of good quality, enabling the dealer handling the full line to supply every paint need in his community.

C. P. Products offer a generous margin to the dealer ; this combined with an established quality reputation of nearly 50 years, makes this line unbeatable as a producer of profits.

Writs us concerning our proposition.

The Canada Paint Co.

Limited

Montreal *Toronto* *Winnipeg*

The Discount Discounts The Terms

Glidden

Discounts

Don't be deceived by the salesman who talks terms instead of discounts.

Ask yourself this question:

Isn't the argument that some salesmen make of long terms after all a cheap argument?

Remember, eventually you pay the bill.

N. B.

Never turn a Glidden salesman away. He talks Discounts—and Discounts make profits.

UNDOUBTEDLY you can get longer terms from other varnish houses, but you can't get as good a discount, and *the discount discounts the terms.*

Read that sentence again and think it over.

If profits are what you are looking for, you must get the discount or you are cheating yourself. Could any terms you ever heard of—two months, three months, six months, or seven years induce you to cheat yourself?

That Glidden discounts are the best, *you* can demonstrate. That Glidden Green Label Varnishes, Endurance Wood Stains and Endurance Colorspar are the best, *we* can demonstrate.

That Green Label Varnishes, Stains and Specialties are most profitable to you, your customers will demonstrate.

Let us send you full particulars of our unequaled proposition to the trade.

The Glidden Varnish Company

Factories:
Toronto, Canada
Cleveland, Ohio

Branches:
London, Chicago
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GREATER SALES-GREATER-SATISFACTION-GREATER—PROFIT



It is the quality the manufacturer puts into his paint that gives the greater satisfaction — that makes greater sales possible, and returns the greater profits to the paint dealer. The dealer who handles

Martin-Senour Paint
100% Pure

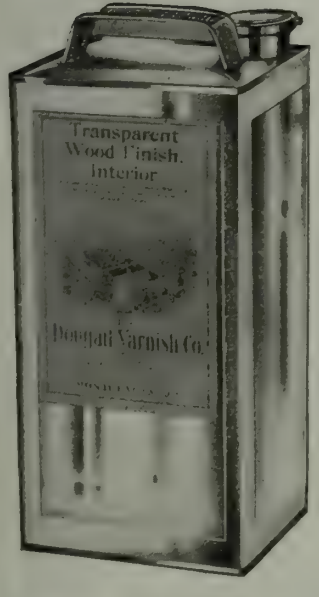
finds his business growing as a result of the presence of the quality of *lasting service, non-fading color, luster, free flowing, surface covering capacity* put into paint by its makers. If you want the greater sales and the greater profits that come as a reward for greater satisfaction, sell Martin-Senour Paints. Don't put off writing for the agency

THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paint

Montreal **Chicago** **Winnipeg**

LET YOUR CUSTOMERS KNOW



That DOUGALL VARNISH covers more surface per gallon than any other.

That DOUGALL VARNISH is easy to apply and quick drying.

That DOUGALL VARNISH will not crack nor peel.

That DOUGALL VARNISH will not blister with the sun.

That DOUGALL VARNISH is guaranteed to give satisfaction to the last drop.

That DOUGALL VARNISH is more economical to use than others.

That DOUGALL VARNISH is the varnish that lasts longest.

The Dougall Varnish Company, Limited

305 Manufacturers Street, Montreal, Canada

J. S. N. DOUGALL, President **Associated with MURPHY VARNISH CO., U.S.A.**



Are You Doing Your Part in the Selling Campaign for RU-BER-OID Roofing?

TRADE MARK REG.

For several years we have been advertising RU-BER-OID Roofing in papers of general circulation, read by your customers. This year we are going a step further in Ontario, and advertising it in your local papers, over your own name.

This gives you the very best kind of a chance to build up a brisk, permanent and profitable business in the best ready roofing made.

Are you doing your part to clinch the trade, by keeping the RU-BER-OID Man to the front, displaying the roofing itself, and putting real push and salesmanship behind it?

The Standard Paint Co. of Canada, Limited

Montreal **Winnipeg** **Calgary** **Vancouver**

Armstrong Ratchets

The Best and Most Complete Line Made

Made entirely from Drop Forgings and Bar Steel.
Hardened all over—Outwear Two of the Soft Kind.



SHORT RATCHET
For Morse Taper.

Each Ratchet is packed in a Cardboard Box.

UNIVERSAL RATCHET



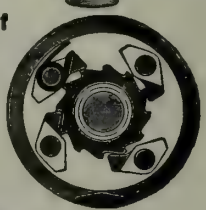
OUR NEW LINE

"STANDARD" REVERSIBLE RATCHETS

DEALERS!

Two inches of motion at end of handle, IN ANY DIRECTION, will drive the Drill.

Patented Nov. 8, 1898, Sept. 29, 1900.



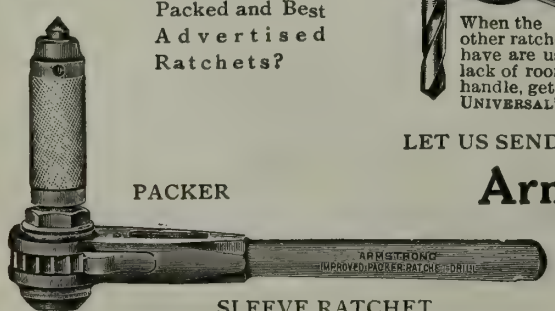
"Hard-to-Please" USERS prefer ARMSTRONG RATCHETS

When the other ratchets you have are useless for lack of room to move the handle, get an "ARMSTRONG UNIVERSAL" and it will do the job.

Do you want the Best Made, Best Packed and Best Advertised Ratchets?

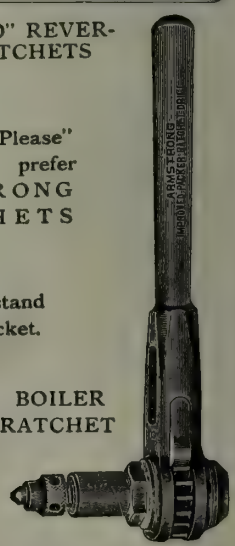
They stand the racket.

LET US SEND YOU A CATALOG



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SLEEVE RATCHET



BOILER RATCHET

Armstrong Bros. Tool Co.

"The Tool Holder People."

306 N. Francisco Avenue, Chicago
U. S. A.

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SCREW FAN VENTILATORS

Noiseless
and storm proof.

None better—try them
and be convinced.



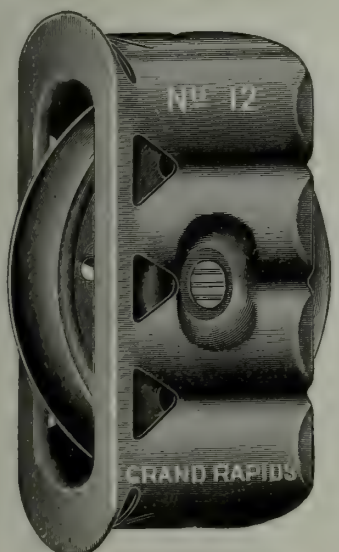
**Eavetrough,
Conductor Pipe and
Corrugated Iron,
etc.**

Wheeler & Bain

THE QUICK SHIPPERS

Toronto

GRAND RAPIDS



No. 12
GRAND RAPIDS

All-Steel Sash Pulleys

SAVE THEIR ENTIRE COST IN

Labor, Freight, Screws, &c.

GRAND RAPIDS are the original—the STANDARD goods. Nearly every jobber in Canada and United States carries them in stock.

Write for samples and descriptive catalogues We make thirty-seven styles.

Largest Sash Pulley makers in the world.

GRAND RAPIDS HARDWARE CO.

100 Eleventh Street, GRAND RAPIDS, MICH., U.S.A.

INTERNATIONAL

Stamp Your Store with the Quality Mark!

by handling the full range of

INTERNATIONAL

Varnishes and Varnish Specialties

Aggressive dealers throughout the civilized world have for over 40 years done bigger business and made better profits by featuring "INTERNATIONAL" Products.

They are just as good as skill, experience, and the highest grade of materials can make them.

And our forceful consumer publicity has made their goodness known to the wideawake buyer.

Here's a special feature in the "INTERNATIONAL" Line that you cannot afford to overlook.

Full Imperial Measure in Each Can
Tell Your Customers

INTERNATIONAL VARNISH CO. LIMITED

Toronto - Winnipeg

Canadian Factory of Standard Varnish Works

New York, Chicago, London Berlin, Brussels, Melbourne

Largest in the world and first to establish definite standards of quality

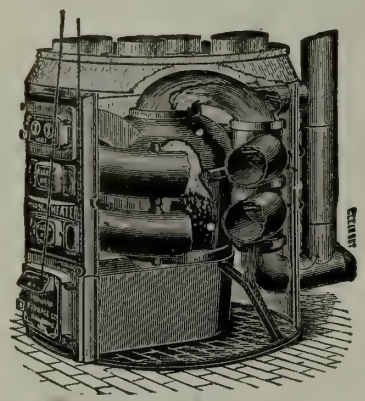
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VARNISHES

IT'S QUALITY AND ADVANTAGES THAT MAKE

CANADIAN HOWARD DOUBLE RADIATOR FURNACES

THE CHOICE OF MOST BUILDERS



The "HOWARD" Furnace means an enormous economy in fuel to the user, as the heat and gases have to pass through two radiators, thereby greatly reducing the heat by the time it reaches the smoke pipe, which, in the ordinary furnace would go up the chimney.

We employ only the most skilled mechanics and use only the best materials in the manufacture of this furnace.

Mr. Dealer, if you want to handle a line that will prove completely satisfactory to your customers, and a money-maker for yourself, investigate the HOWARD. Remember it is absolutely guaranteed. Write us for particulars.

The C. NORSWORTHY CO., Ltd., St. Thomas, Ont.

Improved Patent Flush Handle

CHESTERMAN'S

MEASURING TAPES

Linen, Metallic and Steel

TRADE J C MARKS

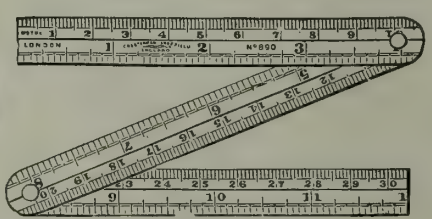
CONSTANTIA J C

TRE BLE



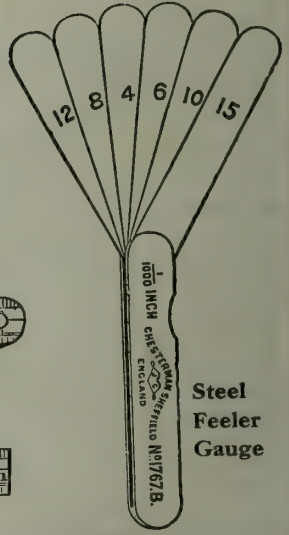
For Prices, Catalogues, etc., apply to

F. H. SCOTT, 133 Coristine Bldg., Montreal



Steel Rules, Gauges, etc.

Engineers' Small Tools



Steel Feeler Gauge

CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR JOBBER FOR

CT

TRADE MARK BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES

Black and Galvanized
All Sizes.

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CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works: Lachine Canal

Add This MEAT CHOPPER To Your Stock

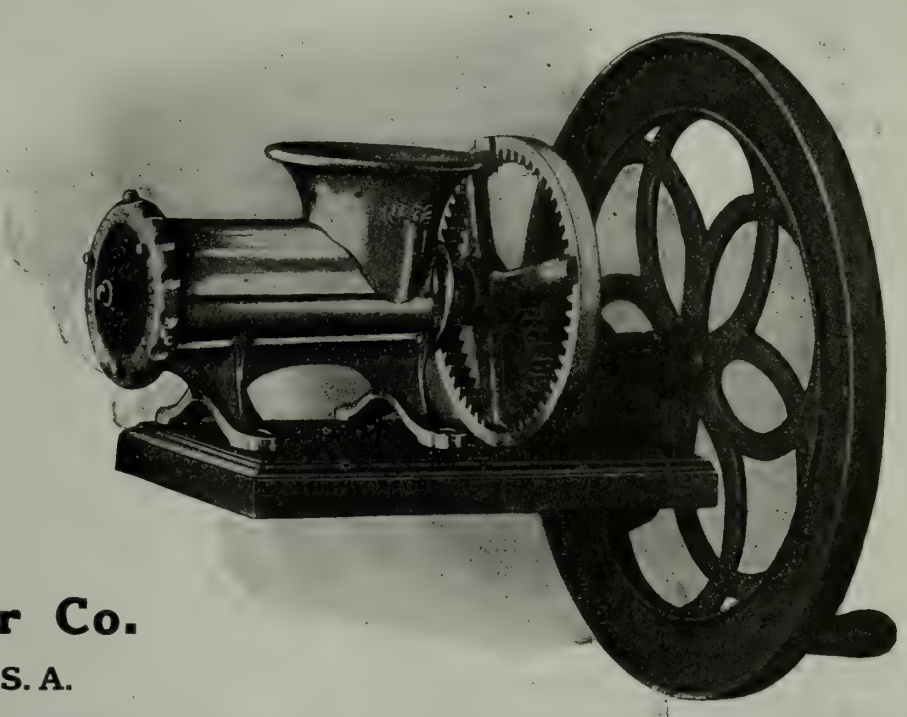
You Will Get Splendid RESULTS

Our Eclipse Double Gear Attachment has proved a great improvement on food choppers. It requires about one third as much power as an ordinary hand chopper, and being more compact and durable should last an age, with proper attention. Can be placed in a convenient position for operating, is easy to adjust and separate for cleaning. Constructed of the very best material and expert mechanics.

Display this chopper in your window and you will soon procure excellent results.

Write to-day for catalogue and prices.

We also manufacture **Refrigerator Door Fasteners, Refrigerator Hinges,** and various other articles that are a necessity to the butcher.



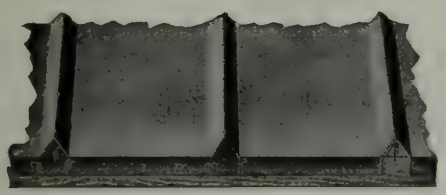
Bernard Gloekler Co.

PITTSBURGH, PA., U. S. A.

Hustling Hardwaremen

are selling

3. V. Crimp Roofing



because they are proud of its appearance and know their customers will always get value.

Our literature gives reasons and prices.

Winnipeg Ceiling and Roofing Company

P.O. Box 2186 H. - WINNIPEG, MAN.

"Kangaroo" Brand



TRADE MARK

Yes, my boy, glad to see you!

I have used and sold Sorby's Kangaroo brand tools for 35 years.

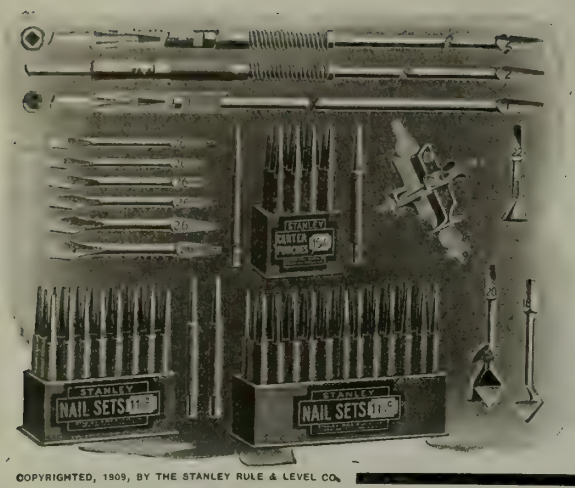
This is the style of welcome given to our representative from St. John to Victoria.

Robert Sorby & Sons, Ltd.

Sheffield

Canadian Representative:
Geo. H. Saywell, 61-3 Albert St., Winnipeg

Local Agents at
Toronto, Calgary, Vancouver and Saskatoon.



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Stanley Tools

STANLEY CENTRE PUNCHES, NAIL SETS and SCREW DRIVER BITS are oil tempered and fully guaranteed.
STANLEY EXTENSION BIT HOLDERS enable the user to bore through walls, floors, etc., where an ordinary bit will not reach. Will follow up a ⅝-inch bit.
STANLEY ADJUSTABLE BIT GAUGE will enable one to bore any number of holes to a given depth. Can be attached to any size of bit up to one inch.
STANLEY COUNTERSINKS are suitable for every variety of wood screws.

These are all salable tools and should be carried in stock of every hardware dealer. SEND FOR CATALOGUE.

STANDARD THE WORLD OVER

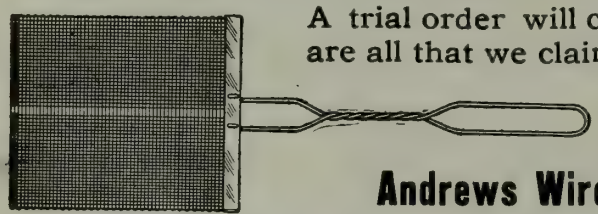
Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

Quick Sellers For Your Notion Counter

We handle a high quality line of Fly Killers, Sink Strainers, Carpet Beaters, Flue Stoppers Potato Mashers, Vegetable Lifters, Egg Beaters, Wire Baskets etc. that pay a good profit and assure perfect satisfaction.





A trial order will convince you that they are all that we claim.

After a trial order we are certain of your patronage.

Write at once for catalogue and prices

Andrews Wire Works of Canada, Ltd., WATFORD, ONT. ROCKFORD, ILL.

GLASS

of Every Description for Buildings

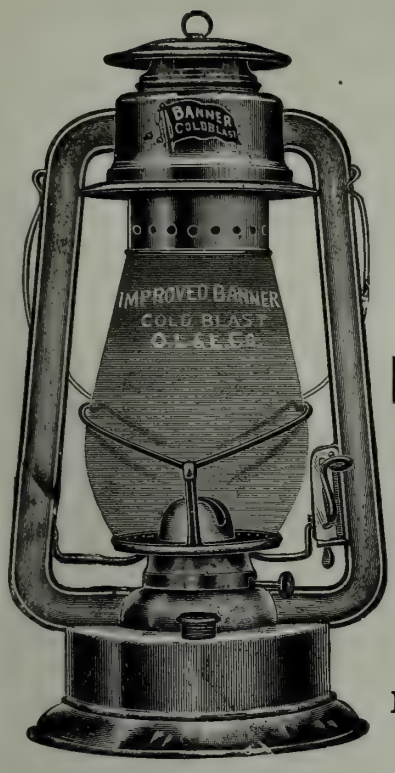
Our Leaded Art Glass is of the highest grade manufactured. Being the largest manufacturers of this line in Canada we can also give you the lowest price consistent with high quality

If you have not already received a copy of our 132 page catalogue, we would be pleased to send one.

HOBBS MANUFACTURING CO. LIMITED

OFFICES AND FACTORIES

London Toronto Winnipeg Montreal



BANNER
TRADE MARK.

EVERY IMPROVEMENT WORTH HAVING

TO DATE IS FOUND ON THE

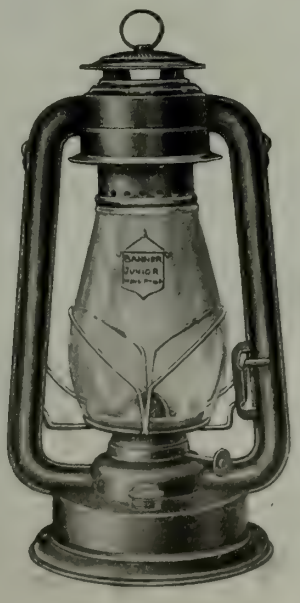
"BANNER" COLD BLAST LANTERNS

They fill all known wants—
are appreciated on sight
result in increased sales, and
Cost no more than inferior lanterns.

"IDEAL BANNER" JUNIOR

COLD BLAST LANTERNS
SOLID BRASS AND NICKEL PLATED

Most particular care has been given to the finish of this Lantern. Doctors, clergymen, and professional men will welcome it.



Ontario Lantern & Lamp Co.
LIMITED

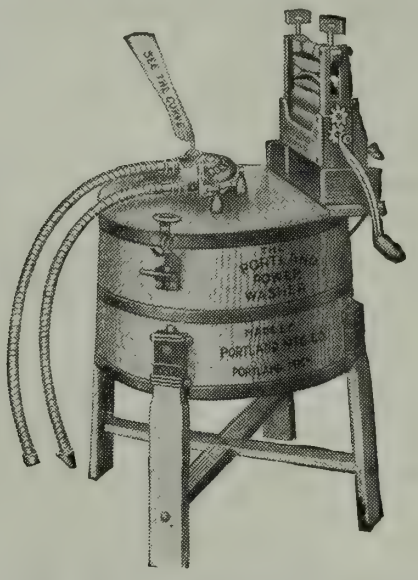
Hamilton - - Ontario

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30 St. Dizier Street

WINNIPEG, MAN.,
56 Albert Street

FROM STOCK



Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

The Portland is a trouble-less washer—it relieves all washer worries.

Made complete in our own factories—washer, motor, and furniture finished tub.

If you're looking for a quality washer that's really worth while get after your hardware jobber, or write direct to us.

SOLE CANADIAN AGENTS

HENDERSON & RICHARDSON
Formerly J. A. HENDERSON
Board of Trade Building, MONTREAL

PORTLAND MFG. CO., - Portland, Mich.

The Largest Manufacturers of Washing Machines in the World

The "IDEAL" LAWN FENCE

"An Attractive FENCE Which Pays An Attractive PROFIT"

The Ideal Fence appeals to the public because it is neat and ornamental, very strong and not expensive. Has a close mesh which keeps chickens and small animals out of the yard.

The Ideal Fence not only affords protection to the lawn, but adds greatly to the appearance of any place in which it is erected.

One very important feature about Ideal Lawn Fence is that it is made of No. 9 hard steel evenly galvanized wire. No soft or cabled wire is used, so that when once erected it does not stretch, but maintains its original appearance without bagging or sagging.

This fence can be put up quickly, and at a small cost, by anyone, and will accomplish the same result of efficiency and appearance as an iron fence costing many times as much.

Write for our catalogue and prices now and catch the Spring trade.

THE

McGregor, Banwell Fence Co., Limited

WALKERVILLE, ONTARIO

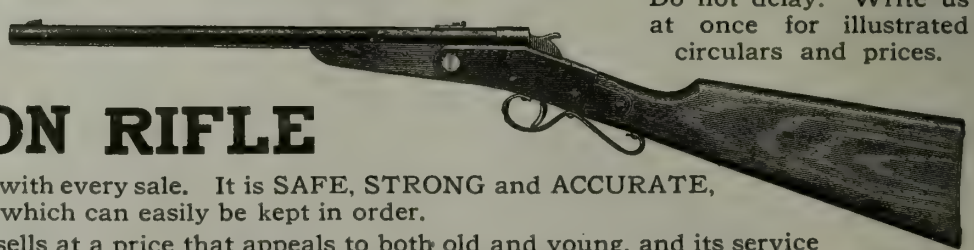


SIMONDS SAWS ARE THE BEST

Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

Right Now
is the time you should stock and boost the



Do not delay. Write us at once for illustrated circulars and prices.

HAMILTON RIFLE

as it brings good results with every sale. It is SAFE, STRONG and ACCURATE, with few working parts, which can easily be kept in order.

This 22 calibre rifle sells at a price that appeals to both old and young, and its service arouses the enthusiasm of every user. ***For Sale by all Jobbers.***

C. J. Hamilton & Son - Plymouth, Mich.

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER

Simple

Effective

Compact



1796 IRON

⅜ screw 4/-
½ " 6/6

1795 BRASS

⅜ screw 5/6
½ " 8/6

1797 GUN METAL

⅜ screw 6/6
½ " 10/6

each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.

Glass and Emery Paper and Cloth

For nearly 100 years the products of

Peter Orr & Sons
280 Cathedral St.
GLASGOW

have been used in all parts of the world. They are famed for their excellence and hard wearing qualities.

You will find Orr's Glass and Emery Cloths and Papers a good line to stock.

Samples and prices from

Agents—
George Peatt & Co.
Box 1651, Winnipeg, Man.

PRICES QUOTED IN DOLLARS & CENTS.



Sell "Safe-Lock"

the strongest fence made.

Before you order any more fencing, just note the "Safe-Lock"—it cannot slip.

Strand wires in the "SAFE-LOCK" Fence do not have to lose strength by being kinked—the lock holds without it.

This feature is a great selling point—it means greater strength, greater durability, greater value for your customer's money.

The man who has the "Safe-Lock Agency in your locality will just naturally get the bulk of the trade.

You be the man—write us for Catalog and Prices
Write us to-day.

The Owen Sound Wire Fence Co., Limited

Owen Sound, - - Ontario

Western Agents

Brandon Safe-Lock Fence Co.

Brandon, - - Man.



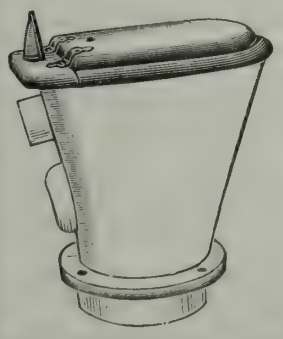
Are You A Contractor?

Do you know that the "Red Cross" Closets are what you want for those new schools you are going to build this summer!

These closets are made **especially** for **Schools, Hotels** and **Public Buildings,** are **guaranteed odorless at all times** if installed as we direct. They are indorsed by all inspectors, contractors and medical men who have seen them. **Your** new schools are not complete without them. They may be installed in basement of schools. No need of running outside to filthy closets in all kinds of weather.

Write for catalogue of our "Special School System"

TO



RED CROSS Sanitary Appliance Co.
GRIMSBY, ONT.

WESTERN AGENT:
F. E. CHAPMAN
240 Chambers of Commerce,
Winnipeg, - Man.

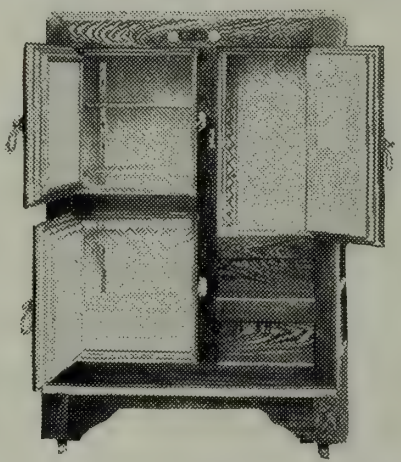
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R. HARRIS & CO. Ltd.
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NOW Is The Time

that every progressive dealer should stock refrigerators. But when doing so he has to select a trade-winner that produces a reliable profit.

You cannot get better results than those produced by the

"BARNET" Refrigerator



Contains Many Good Selling Points

This is a refrigerator that has strictly up-to-date features — a refrigerator that has been endorsed by experts. It has been subjected to every practical test, and we know that it is the choice of those who want the best.

Other dealers are reaping splendid profits—why don't you? Investigate at once.

Write us to-day for catalogue. Study it. Then you will realize **"BARNET" superiority.**

The Barnet Manufacturing Co.

LIMITED

Renfrew, Ont.

Do you want the best strop on the market— Absolutely Free?

Last season we started hundreds of dealers making money out of the

New Torrey Honing Strop

by first proving to them that it was the best strop on the market. We gave each of them a free strop to make an actual test of its merits. They were convinced themselves and found it easy to convince their customers. Now we are willing to give you the same proof—a free strop for your own use.

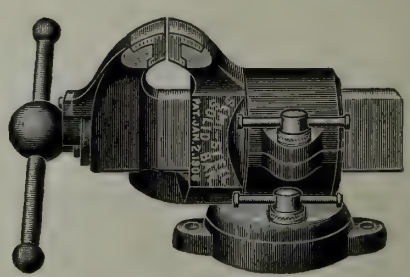
Every dealer who hasn't already received one of our strops free should write at once to our home address, Worcester. Tell us the name of your jobber and we'll send the strop absolutely free, except for duty.

J. R. TORREY & CO.

Dept. F **Worcester, Mass.**

Sole Canadian Representatives:— Henderson & Richardson, formerly J. A. Henderson, Board of Trade Building, Montreal.

PARKER'S Double Swivel Vise



"The Time Saver"

A time saver, because it is not necessary for the mechanic to turn his work. He can turn the vise in less time.

It can be swiveled on base or turned in barrel without opening the jaws, and is held in position by a turn of the tightening studs.

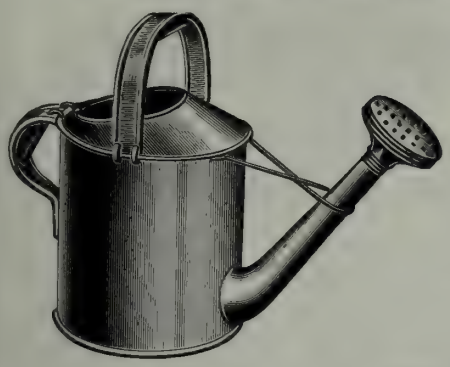
All our vises have a solid steel bar strengthener, also solid under portion of front jaw. The jaw faces are made of the Best Tool Steel and are removable and renewable at any time.

Write for Illustrated Catalog.

The Charles Parker Co.

MERIDEN, CONN., U.S.A.

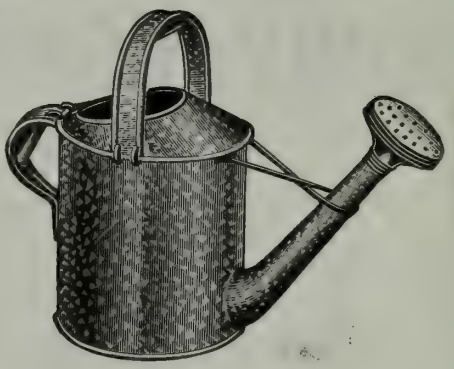
PLAIN, JAPANNED AND GALVANIZED SPRINKLERS



UNDISPUTED LEADERS FOR 1912

Large Sprinkler Roses, attached to cans by a *thread, so they cannot drop off.* Oval Filler Opening, Reinforced Pressed Spouts.

Have you our "SUMMER SALESMAN"? If not, ask for it



Quarts	1	2	3	5	10	14	16
Diam. ins.	4½	5⅜	6¼	7	8½	8¾	9¼

IF YOU HAVE NOT ALREADY ORDERED FROM US, DO SO NOW

E. T. WRIGHT & CO., (H. G. WRIGHT) - - **Hamilton, Canada**

Agencies at Vancouver, Winnipeg and Toronto



WANTED—Live Dealers

TO HANDLE OUR COPPER COVERED STEEL CENTRE LIGHTNING ROD

The Oldest Established Business of this kind in Canada.

Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

WRITE TO-DAY FOR SAMPLES AND FULL PARTICULARS

Hamilton Brass Manufacturing Co.

(Successors) Limited

Hamilton, ∴ ∴ Ontario

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

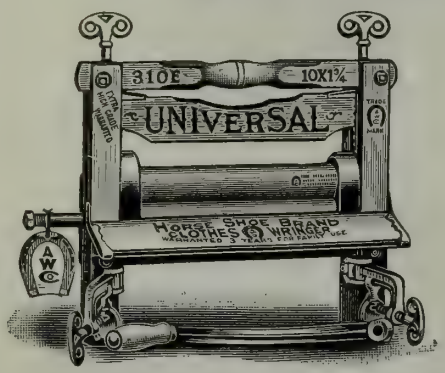
GALT, ONTARIO and VANCOUVER, B.C.

NEW LINE

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs Enclosed Cog Wheels



Packed 3 in a case

PLAIN BEARINGS

No. 310E— - - - - Rolls, 10 x 1¾ inches
No. 311E— - - - - Rolls, 11 x 1¾ inches

STEEL BALL BEARINGS

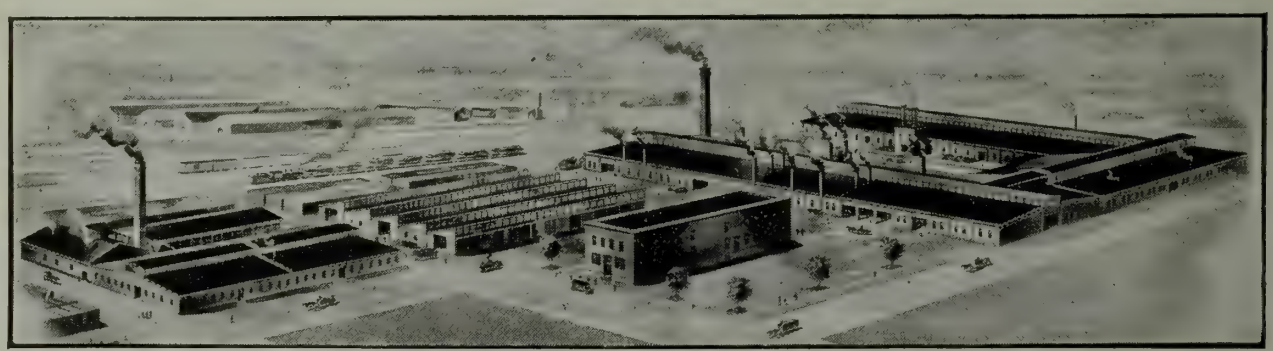
No. 317E— - - - - Rolls, 10 x 1¾ inches
No. 318E— - - - - Rolls, 11 x 1¾ inches

SAME STYLE MADE IN FOLDING BENCH

SEND FOR CATALOGUE "F"

THE AMERICAN WRINGER COMPANY

99 CHAMBERS STREET, NEW YORK



Clinch the Roofing Contract

You positively cannot say too much for BRANTFORD ROOFING. The cut shows the George White & Sons Co.'s plant situated right beside the G.T. main line in London, Ontario. Even the Boiler House and Foundries are covered with

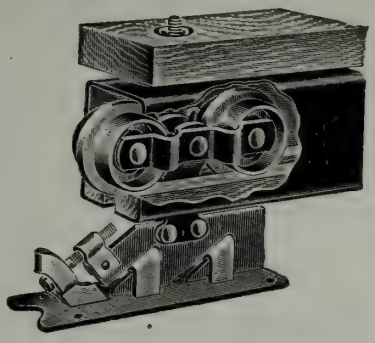
BRANTFORD ROOFING

and **a roofing that successfully withstands the combined action of fierce heat within** and **flying sparks** and **hot cinders,** flung from passing trains without—besides defying wear and weather—**cannot be too highly recommended.**

N.B.—When you see excavation work going on, go after the Roofing Contract and clinch it. BRANTFORD ROOFING will enhance your reputation, and there is a reasonable margin of profit in it for you. Write for our new catalogue.

BRANTFORD ROOFING CO., Ltd., Brantford, Can.

Branch Warehouses—MONTREAL, 9 Place D' Youville ; WINNIPEG, 117 Market Street



Richards Royal

House Door Hanger is recognized by dealers as the leader in house] door hanger construction.

Live dealers sell RICHARDS ROYAL for the satisfaction and profit it brings.

Are you getting this profit?

Richards-Wilcox

MANUFACTURING Co.
AURORA, ILL. U.S.A.

Door Hangers and Hardware Specialties



PERFECT MITRES

THE LANGDON ACME MITRE BOX

When supplied with back saws fitted by ourselves, they are warranted to do perfect work.

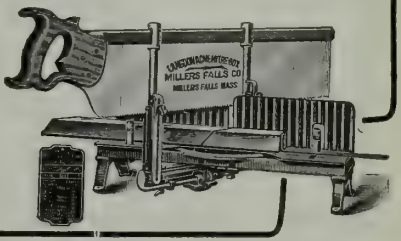
QUICKLY ADJUSTED FOR ANY ANGLE.

Some of the advantages over older models:—In longer guides, which hold the saw steadier. These guides are provided with elevators to hold the saw stationary, when desired, above the work. In a graduated arc showing the various angles commonly used. In supporting guides, to hold the work in place. In an appliance for quicker adjustment of extension lever. In a length gauge for duplicate lengths.

These boxes are made in three sizes, and put up with varying sizes of saws, ranging from 22 x 24 in. to 30 x 5 in.

Send for the FREE book "Tool Practice"

Millers Falls Co.
28 Warren Street
New York



STILL'S

AXE HANDLES

Every dealer should get acquainted with STILL'S Axe Handles.

Progressive dealers all over the country are increasing their trade and profits by handling our QUICK SELLING SPECIALTY.

STILL'S AXE HANDLES REPRESENT ALL THAT IS BEST IN QUALITY OF MATERIALS, SKILLED WORKMANSHIP AND COMPLETE MANUFACTURING FACILITIES.

Meet the coming demand with a fair trial order. We assure satisfaction.

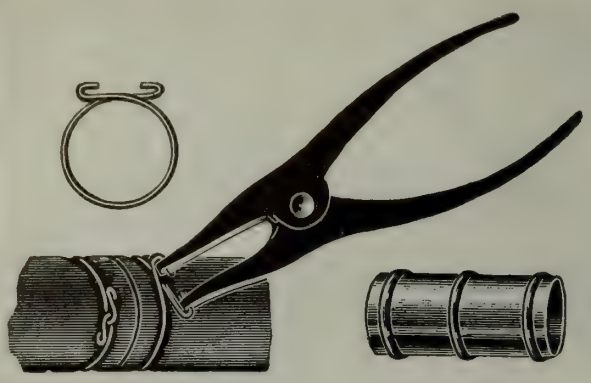
J. H. STILL MFG. CO., Ltd.
ST. THOMAS, - ONT.

SHEET COPPER

Prompt Shipment

Stock or Import

B. & S. H. Thompson & Co.
LIMITED
MONTREAL, QUE.



MONARCH HOSE MENDER

(HUDSON PATTERN)

Simplest and Best on the Market for Repairing Garden Hose.

Packed in paste-board boxes, each containing 1 pair pliers nicely japanned, 6 brass mending tubes, and 20 brass wire bands. 1 gross in a case. Weight per case, 100 pounds.

JOBBERS—Write for prices on this good seller. We will give exclusive selling rights to one jobber in each province.

Monarch Hardware Company

Buffalo, New York, U.S.A.

STANDARD CHAIN COMPANY



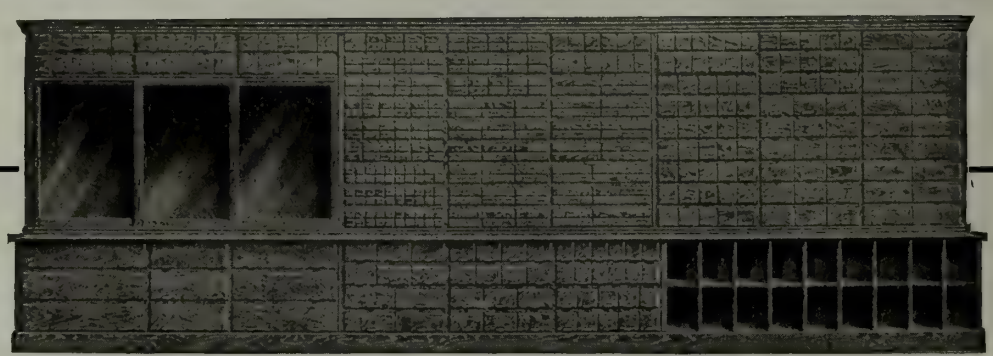
COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

LONDON
HIGH GRADE

Never Varies
in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.,
LONDON - - CANADA

Sales Agents, Ontario, Baines & Peckover, Toronto. Manitoba, Bissett & Loucks, Ltd., Winnipeg.

BAR IRON



Learn wisdom by the follies of others

Many dealers dazzled by the prospect of a big first profit recommend a certain article regardless as to whether or not that article will give a customer the greatest possible satisfaction.

This short-sightedness has proved fatal to many a dealer. Unless a customer is thoroughly satisfied, your chances for his future trade are small; but the greater his satisfaction the surer you are of his steady trade.

It's the cumulative value of a sale that counts—that's why.

It pays to sell the FORD

Auger Bit in preference to all others. It gives **maximum** satisfaction every time in every way. Your profit may not be quite as large on the first sale—**but sure repeat sales** will boost the total profit way over and above **that** obtained by "One time—large profit" sales.

If you, Mr. Dealer, are following on this latter plan in your Auger Bit trade, just try pushing the **Ford**, and note carefully the result. It will convert the occasional buyer into a steady customer and make every buyer a satisfied customer.

Dealers who have tried this know it to be a fact. Will you be the next?

Write us for catalog and circulars.

FORD AUGER BIT CO.,
Holyoke, Mass.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively



This Trade Mark Ensures Genuineness Originality Perfection Satisfaction



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal—hand fitted valved—air-tight—strong—lasting.

The big catalogue tells you exactly what the line is—get it for the asking.



Write

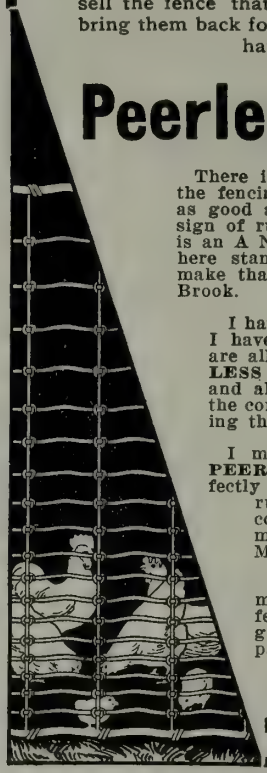
The
R. McDougall Co., LIMITED
GALT, CANADA

Why Not Sell the BEST Fence?

When you sell a fence your customer holds *you* responsible for its quality—not the maker. So why not sell the fence that will satisfy your customers and bring them back for more? Read what some dealers have to say about the

Peerless Fence

Saves Expense



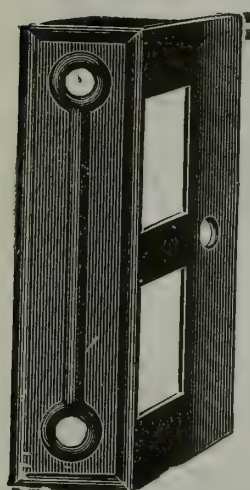
There is no fault to find with your fence. the fencing I put up four years ago is just as good as the day I put it up, showing no sign of rust and giving good satisfaction. It is an A No. 1 Fence. The **PEERLESS** around here stands the test better than any other make that I have seen.—John Mason, Spring Brook.

I have been well pleased with all the wire I have received from you. My customers are all highly pleased with all the **PEERLESS** fencing they have received from me, and although opposition is very strong in the community, **PEERLESS** Fencing is taking the lead.—Wm. F. Mills, Wheatley.

I must honestly confess I have found **PEERLESS** Fencing, once stretched, perfectly satisfactory. I have never seen any rust on it yet, nor have I received one complaint from the many different men I have sold wire to.—J. H. Craig, Metcalfe.

We manufacture farm and ornamental gates, lawn, farm and poultry fences of a quality that will build up good business for you. Write for particulars.

The Banwell-Hoxie Wire Fence Co., Ltd.
Dept. A.K. HAMILTON, ONT. WINNIPEG, MAN.

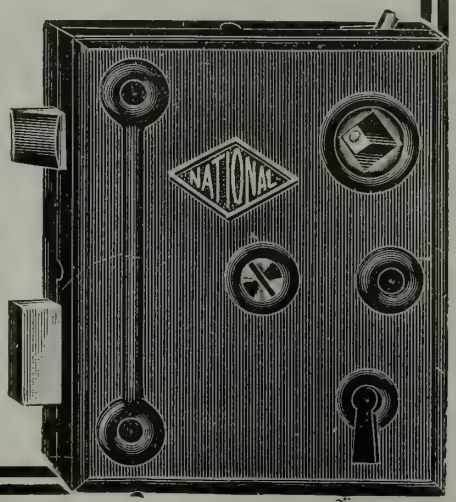


National Steel Rim Locks

ASSURE GREATEST SECURITY and DURABILITY

The locking mechanism is very simple and cannot get out of order.

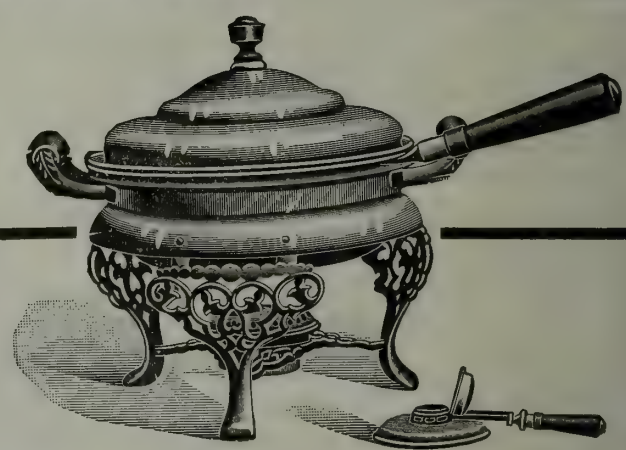
They are very popular with builders who demand the best locks.



Give the "National" Lock a trial and watch your lock trade increase.

Write at once for particulars.

NATIONAL HARDWARE CO., Limited
ORILLIA, ONT.
CANADA



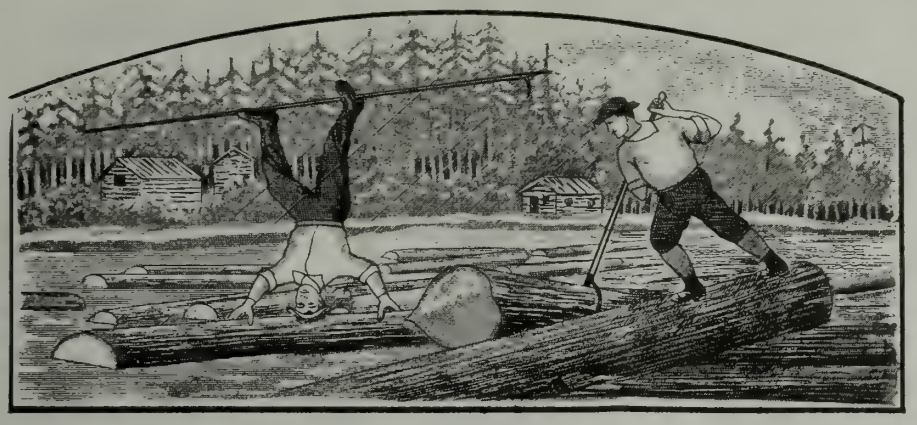
Now Is The Time To Push This

Chafing Dish

It makes an ideal wedding gift and is sure to sell well at a good profit. Made in Silver and Nickel Plate, capacity three pints. Patent asbestos forced draught lamp with each dish, or peerless regulating lamp. Handles of rubberoid or staghorn.

Write for circulars to-day. Immediate shipment guaranteed

The Buffalo Mfg. Co., Buffalo, N.Y.
Canadian Representatives
H. F. McIntosh & Co., 28 Toronto Street, Toronto



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List. **Long Distance Phone No. 87.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of Lumber Tools

PEMBROKE, ONT.





A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

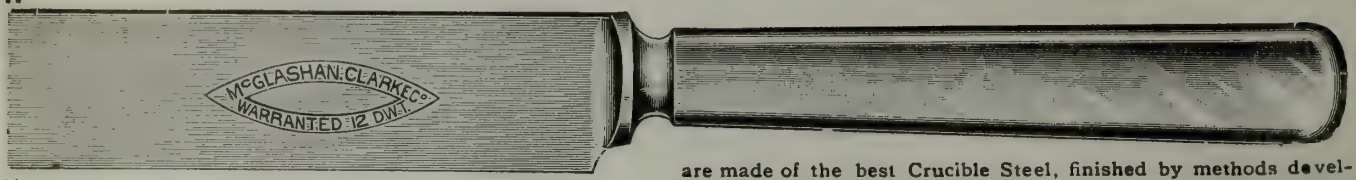
Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:
103 St. Remi St., Montreal, Canada

And at
95 Queen Victoria St., London, E.C.

The McGlashan, Clarke 12 Dwt. Knives



are made of the best Crucible Steel, finished by methods developed during years of successful manufacture, plate with 12 dwts. pure silver, put up in neat Rack Boxes containing one-half dozen. Every box contains our guarantee.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Canada

AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. David Philip, 291 Portage Ave., Winnipeg, Man. Benj. Rogers, Charlottetown, P.E.I.

Get Our Prices and Get to Thinking, That Is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.





YOUR sales will be materially increased by handling the Aylmer Metallic Ring Sprayer, the best hand pump made in Canada. No soft packing to give you trouble, a pump that gives perfect satisfaction to your customer in every instance.

Write for Prices and Discounts.

The Aylmer Pump & Scale Co., Limited

AYLMER, :: ONTARIO

That Stuffy Room

is more deadly than disease itself. Bad air is the curse of crowded living. In all public places such as asylums, clubs, big offices, schools and theatres, PURE AIR CAN BE OBTAINED ONLY BY OUR SYSTEM OF VENTILATION.

It has stood the tests of scientific experts.

It is in use in the finest buildings in Canada.

Its price is reasonable and its benefits lasting.

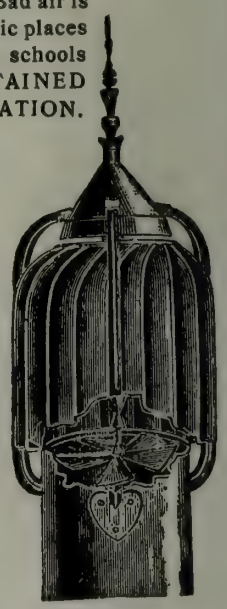
MONTREAL, JAN. 21ST, 1909

J. W. HARRIS MFG. CO., LTD.,
Montreal.

GENTLEMEN:

Your favor of 11th inst. received, and am pleased to report that "Zephyr" Ventilator which you installed on my property two years ago has done good service and is working well.

Yours truly,
EDWARD MAY,
434 Hlm Ave.



Ask for booklet re J. W. Harris and Zephyr Ventilators, also booklet on Filters, etc.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal



There's a Big Demand Among Miners and Sportsmen

for a lamp that gives high lighting efficiency at low cost and that will stand up under long hard service with minimum of breakage or loss of parts.

Maple City Acetylene Lamps

fill this demand. They have many strong selling features to be found in no other acetylene lamps and every lamp is thoroughly guaranteed. Our broad advertising campaign is creating a specific demand for Maple City Lamps that you can easily turn to profits. *Write to-day for our special Selling Proposition.*

MAPLE CITY MANUFACTURING CO.

MONMOUTH, ILLINOIS, U. S. A.







GIVES SATISFACTION WHERE ALL OTHER METALS FAIL

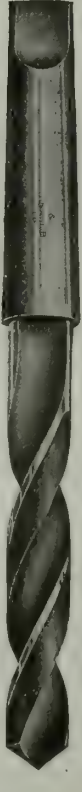
SOLD BY LEADING DEALERS EVERYWHERE OR BY

MAGNOLIA METAL COMPANY

OFFICE AND FACTORY: 225 ST. AMBROISE STREET, MONTREAL







Long Service Is A Natural Result Of The "Twisted-While-Hot" Process

It must be annoying to the average drill user to have drills made from well-known brands of steel fall down on the job. He wants efficiency and can't get it because it's milled or ground away in the process of manufacture.

"Hercules" High Speed Twisted Drills

are made from a High Percentage Vanadium High Speed Steel under the only "twisted-while-hot" process that retains all the strength of the steel in the finished drill. The grain of the steel is undisturbed, insuring longer edge-holding and greater resistance to the strains of the metals having different degrees of hardness.

The taper shanks, usually one size larger than ordinary, prevent tag troubles and give a greater driving power because the drill fits into the chuck firmly and in the center.

Your jobber will supply them or you can send order direct. Send for Catalog 74-B.

TRADE W&B MARK

Tools of Quality Bear These Marks

TRADE W B MARK

The Whitman & Barnes Mfg. Co.

Established 1854 **ST. CATHARINES, ONT.**

STOCKS CARRIED AT WINNIPEG AND MONTREAL

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895

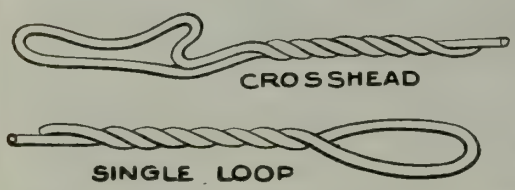
Special Grand Prize GOLD MEDAL Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

WIRE BALE TIES



Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

This is the line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

Get our prices and send us a trial order—we guarantee to satisfy.

We also recommend our WIRE NAILS and STAPLES as inferior to none.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.



SELL A GOOD LAWN-MOWER

to a man and you've gone a long way toward winning his confidence and trade. Sell him one not quite so good and he'll resent it every time he mows the lawn. Sell him a **MAXWELL LAWN-MOWER** and be sure you are on the right side. The Maxwell cuts so smooth, clean and easy, and holds its edge so well, that every man who appreciates a good machine is sure to be pleased with it.

8 to 22 inch widths—wheels 8 to 11½ inches high—3 to 6 knives. Grass catcher attachment if desired.

David Maxwell & Sons, St. Mary's, Ont.



Open Ring Cow Ties

ELECTRIC SWELL WELD CHAIN



Closed Ring Cow Ties

25% more { WELD STRENGTH WEAR }

{ MADE IN CANADA AND SOLD BY JOBBERS }

25% more { ORDERS SALES PROFITS }

Made by

Office: BUFFALO, N. Y.

McKinnon Chain Company

Factory: ST. CATHARINES, ONT.

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE  MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

Canada Plates

M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

TORONTO

25%
TRADE DISCOUNT
— OFF PRICE LIST "A-17" —

METAL CEILINGS & WALLS
WRITE US FOR THIS LIST
The Galt Art Metal Co., Limited (Dept "C")
GALT, ONT.

McFARLANE'S
Common Step-Ladder



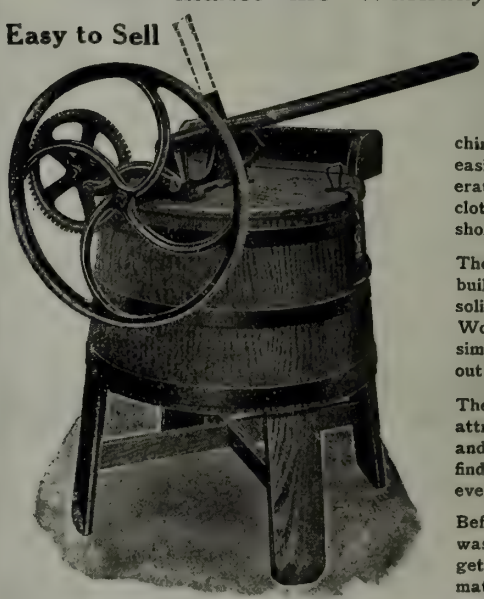
This is a good substantial Step-Ladder, being made of good clear lumber with hardwood steps nailed together.

SEND FOR CATALOGUE

McFARLANE LADDER WORKS
Tel. M. 2038 158-160 River St., TORONTO, ONT.

"THERMO"
The Washer
That makes the Washday Bright

Easy to Sell



Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial, Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices. Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON, CANADA

Edwin Schofield (Eastern Agent), Canadian Express Bldg., Montreal; F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

For Increased Business
Sell the

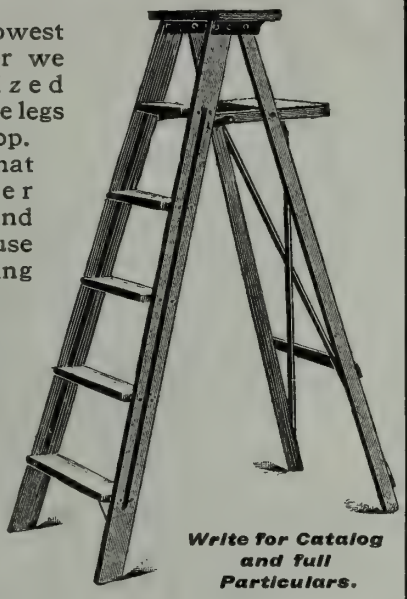
SELF LOCK STEP LADDER

This is the lowest priced step ladder we make. Galvanized steel ears fasten the legs and risers to the top.

The lock that holds the ladder from opening and closing when in use is made by using strips of steel to form a hinge with the arms that support the shelf.

The shelf is always up when the ladder is closed and horizontal when in use. This is a very convenient and practical house ladder where short lengths are used and it is certain to appeal to the puplic.

Made regularly 4 to 10ft.



Write for Catalog and full Particulars.

The Stratford Mfg. Co., Limited

Stratford *Ontario* *Canada*

Why Buy the "Near Brand" when the Best is Procurable?

THE L. MARTIN CO.'S

Old Standard, Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.

Manufacturers of the

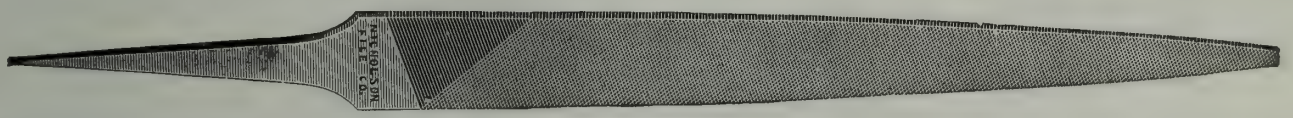
Highest Standard Lampblacks

for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.



Special Steel--Special Methods
and Long Years of Experience

are the reasons why the files produced by the Nicholson File Co. are well known everywhere as the standard of file quality. These are the well-known factory brands made by the Nicholson File Company in Canada:

"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McCLELLAN" "KEARNEY & FOOT" "J.C.SMITH"

Sell these and you sell the best.

Nicholson File Co., - - Port Hope, Ont.



BEAR BRAND LAMP BLACKS



Have The Quality That Customers Demand

We are the largest manufacturers of Lamp Blacks. Ivory Blacks, Bone Blacks, Drop Blacks, Mineral Blacks, and Cement Blacks in the world. These products are of one quality—the best, and we aim to keep them so. A trial order will convince you.

WRITE TO-DAY

WILCKES MARTIN WILCKES CO.

NEW YORK, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.



STEP LADDERS

4 TO 12 FEET

The Best Ladder at the price.
Clear Norway pine sides.
Hardwood Steps --- malleable iron clamp.

We also make
Curtain Stretchers, 3 styles.
Tub Stands, Clothes Bars,
Ironing Boards, Etc.

Send for catalogue

OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE - - ONT.

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

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W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL - - - - -	$1,400,000.00
ASSETS - - - - - - - - -	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96

Cap Screws, Set Screws, Studs
Special Milled Work
Gold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company

LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

WESTERN ASSURANCE COMPANY

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE, TORONTO, ONT.

Assets over - - - - $3,570,000

Losses Paid Since Organization of the Company, over - - **54,000,000.00**

HON. GEO. A. COX, President
W. R. BROCK, Vice-President
W. B. MEIKLE, General Manager
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ARE YOU ALIVE

To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for **you?** Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
1c. per word subsequent insertions.
5c. extra if box number is desired.

Hardware and Metal

TORONTO - MONTREAL - WINNIPEG

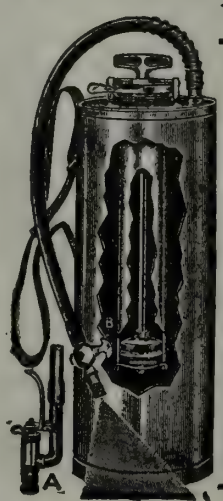
BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.

HAMILTON, ONT.



The Demand

for Sprayers of all sorts is growing rapidly. We claim to have the best **AUTOMATIC COMPRESSED-AIR SPRAYER** on the market at the price.

It is light, easily handled, does the work quickly and well and is cheap.

It will pay you to have it in stock.

Send for description and prices.

CAVERS BROS., Manufacturers

GALT, ONTARIO

UTICA PLIERS

UTICA PLIERS can be depended upon to DO the work. Each Plier is tested before leaving the factory, and guaranteed to give ABSOLUTE satisfaction.

Any tool bearing the Utica trade mark has our "MONEY BACK IF NOT SATISFACTORY" guarantee behind it.

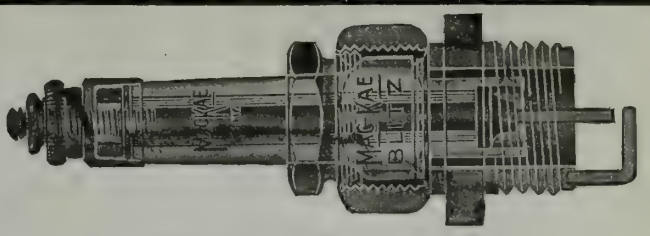
"THE PLIER THAT FITS THE HAND"

Let us send you prices and catalogs.

UTICA DROP FORGE & TOOL CO., Utica, N.Y.

SOLE CANADIAN AGENTS

SMITH HARDWARE CO., Ltd., 240 Lemoine St., MONTREAL

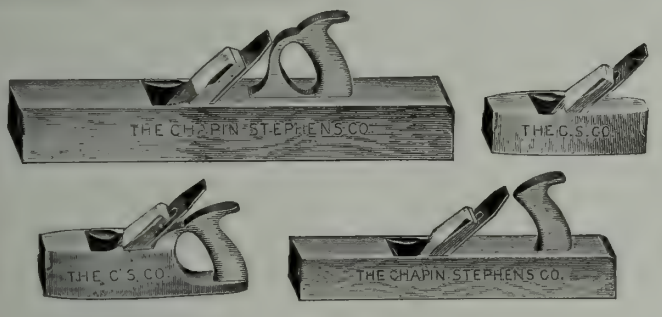


"BLITZ" SPARK PLUGS

cannot short circuit; the inner wire, through the porcelain being protected by a mica tube. The porcelains are imported, and the plug in general is assembled of parts of the highest quality throughout. Made in all sizes.

WRITE FOR PRICES.

Agents for Canada **SMITH HARDWARE CO., Ltd.** 240 Lemoine Street, Montreal, P.Q.



All kinds of **WOOD Planes**

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

SCREW AND STRAP HINGES

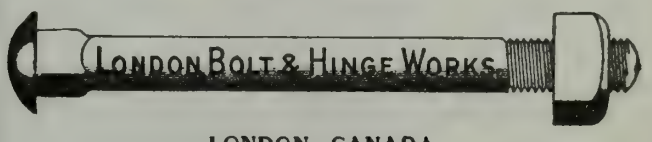
for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

NUTS

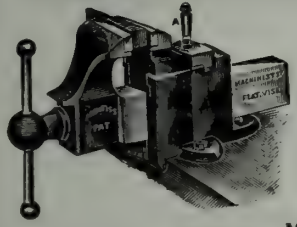
We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA

Do Not Be Misled by Inferior Imitations.



There is but one

PRENTISS VISE

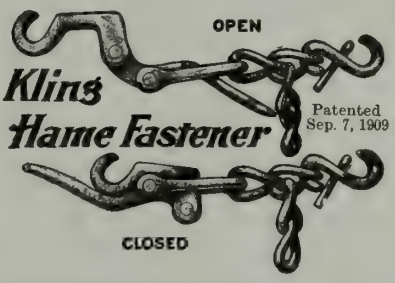
Made by

Prentiss Vise Company

Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

Sole Agents for Canada: A. Macfarlane & Co., Corlstine Bldg., Montreal.
Sole Agents for Great Britain: Chas. Neat & Co., 112 Queen Victoria St., London, E. C.

LET CUSTOMERS TRY IT 30 DAYS



They are bound to keep this fastener because it is better than words can tell: but if, by chance, one should not give satisfaction, take it back. We'll see that you don't lose. The Kling works easily and instantly. Always exerts the same pressure. Lasts longer than the harness. Retails for 25c. Gives you 50 per cent. profit. Order a dozen from your jobber, $2.00. Name "Kling" on the handle. Descriptive circular on request.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.
D. C. Ross & Co., 56 Colborne Street, Toronto, Ont.
Canadian Distributing Agents

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. **LIMITED**

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

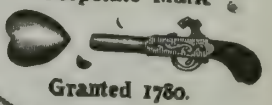
James Hutton & Company

MONTREAL

Jonathan Crookes & Son

Sheffield, England

Corporate Mark



Granted 1780.

Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution

BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, QUEBEC

CHAPLETS.



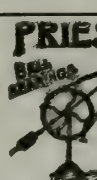
ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

HORSE POKES.

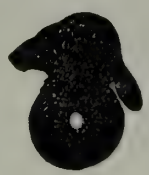
Surprise Horse and Cattle Pokes

The only poke that will stop horses from jumping. Made at Perth, Ont., by

James & Reid
ASK YOUR JOBBER



EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to
A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118 Queen Street, Glasgow, Scotland

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES

Raymond Bros., London, Ont.

IRON.

IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.

David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
St. Nicholas Bldg., Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

PLOW CASTINGS.

Castings of all Kinds.

Write us for our list of Plow Castings.

The Hilborn Co., Ayr, Ontario.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

STRAP HINGES.



ATLAS STRAP HINGE
Strong, Light and Attractive, Japan Finish.
One pair with Screws in a Neat Box.
Write for Samples and Prices.
ATLAS MFG. CO., - New Haven, Conn.

SPRAYERS.

COLLINS SPRAYERS=SATISFIED CUSTOMERS

The Collins line of sprayers for this year is the best yet offered. We have found some small improvements could be made, especially in finish, and have also lowered the price, with the intention of making larger sales but smaller profits. We are aiming at doubling last year's output. Our three largest sellers are our Three-gallon Compressed Air Sprayer, our Crown and Gem Sprayers. Write for Catalogue and Prices. For Sale by Leading Jobbers or

THE COLLINS MFG. CO., TORONTO

TOOL HOLDERS.



ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shapes. 7 sizes each. Write for Catalogue



Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.S.A.

WE MAKE A SPECIALTY OF
WIRE SPRINGS
for COMPRESSION and EXTENSION.
James Steele, Limited, Guelph

Send For Our New Catalog
Most complete line of
SCREW DRIVERS AND SMALL TOOLS
PIONEER TOOLS
The Southington Mfg. Co., - Southington, Conn.

Malleable Iron Castings
for Carriages and Special Castings of all Kinds
Manufactured by
P. KYLE
MERRICKVILLE, ONT.

ESTABLISHED 1849
BRADSTREET'S
Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.
THOMAS C. IRVING, General Manager Western Canada
TORONTO

When writing advertisers kindly mention having seen the advertisement in this paper

The INFALLIBLE GLAZIER'S DIAMOND
Just the Tool for Inexperienced Glass Cutters



Made by
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

J. A. HENCKELS
TWINWORKS
CUTLERY



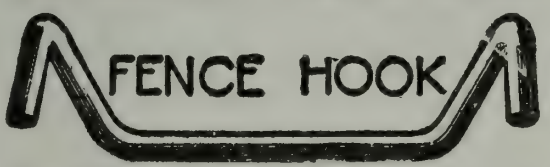
Pocket Knives, Scissors, Razors, Butchers' and Cooks' Knives, etc.
SOLE AGENTS F.W. Lamplough & Co., 9 DeBresoles St. MONTREAL

Sharratt & Newth's Glaziers' Diamonds
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.
The Western Wire and Nail Co., Limited, - London, Ont.

"ACME" are the strongest and sharpest low-priced Shears and Scissors on the market.
Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?
Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.
Special Representatives, Wiebusch & Hilger, Ltd., New York City.
MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high-priced shears with "Acme" shears and scissors and watch the gratifying results.
Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.



The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.
THE ACME SHEAR CO., (125-195 Knowlton St.,) BRIDGEPORT, CONN., U.S.A.

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto Street, Toronto. 52 Canada Life Bldg., Montreal

When writing advertisers kindly mention having seen the advertisement in this paper.

BOOKS
Books on Metal, Casting, Chemical, Scientific, Medical, Educational, Literary, and all other subjects. Second-hand at Half Prices. New at 25 per cent Discount. Books Bought. Send for Catalogue No. 543, post free, and state wants. Books sent on approval.
W. & G. FOYLE, 135 Charing Cross Road LONDON, W.C.

You Can Make Your Store PRODUCE BETTER RESULTS



both in profit and satisfaction by stocking and selling a roofing that is high in quality, yet low in price

"SANKOTE" ASPHALT ROOFING

is an everlasting waterpoof product, specially suited to Canadian climatic conditions. Resists deterioration longer than many high-priced roofings, being very tough, strong and durable. "Sankote" appeals to the public because it gives them more service in proportion to price than other roofing in the market.

Full Directions, Roofing Nails and Liquid Cement packed in every roll. Can be easily laid by any inexperienced hand.

Write us for exclusive agency proposition—it is certain to interest you.

WEATHERPROOF CASCO PRODUCTS

Canadian Supply Co.,

220 King St. W.
TORONTO

Why not make 1912 the most profitable saw year in your history?



ATKINS STERLING SAWS

MADE IN CANADA

THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

E. C. ATKINS & CO.,

MAKERS OF STERLING SAWS

HAMILTON, ONTARIO

Vancouver Branch, 109 Powell St.

U.S. Factory, Indianapolis, Ind.

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet Brand"

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

St. Nicholas Bldg. - Montreal

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

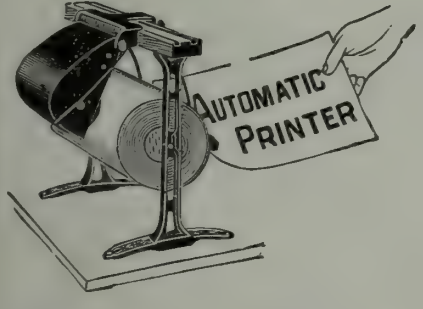
OPEN HEARTH STEEL

Judicious Advertising

Advertising is the life of your trade, but when you do advertise, do it judiciously. See that you are GETTING RESULTS.

The Automatic Printer

(It's a Marvel)

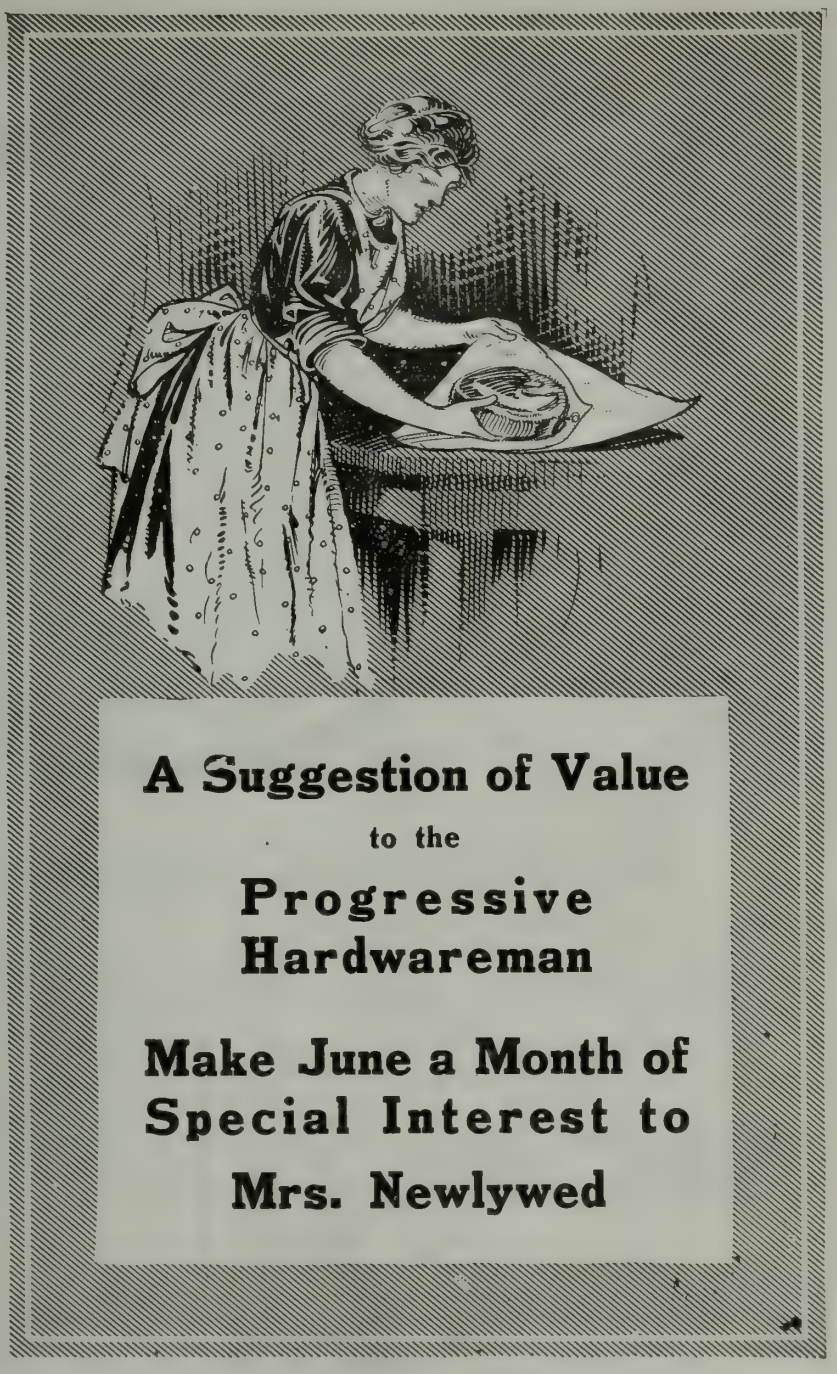


will help you cut down, in fact WILL CUT DOWN your advertising account and yet get you better returns.
Familiarize your customers with your store, service and methods.

WRITE US

UTILITIES LIMITED

73 Bank of Ottawa Bldg., - MONTREAL



A Suggestion of Value

to the

Progressive Hardwareman

Make June a Month of Special Interest to Mrs. Newlywed

THE ERMALINE SYSTEM

of Cooking with Paper Bags

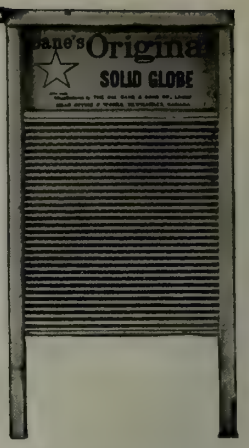
is the logical solution of the kitchen problem

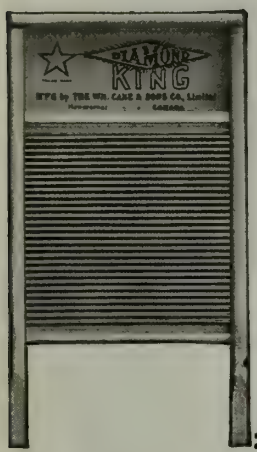
Write for samples and our special JUNE showcards

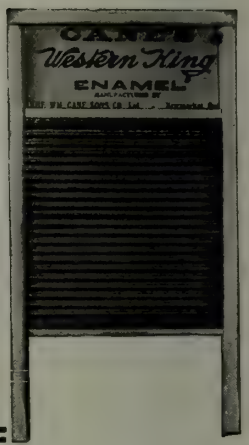
Edward Lloyd, Ltd., MONTREAL

"ASK YOUR WHOLESALER"









Cane's Washboards

A washboard for every price and each the best at the price.

IMPROVED GLOBE—Thin back solid zinc washing plate.

DIAMOND KING—Glass washing plate.

ORIGINAL GLOBE—Heavy back zinc washing plate.

WESTERN KING—Enamel washing plate.

Have you seen our new Boards—**BEAVER Brass**, and **NEPTUNE, Wavey Zinc?**

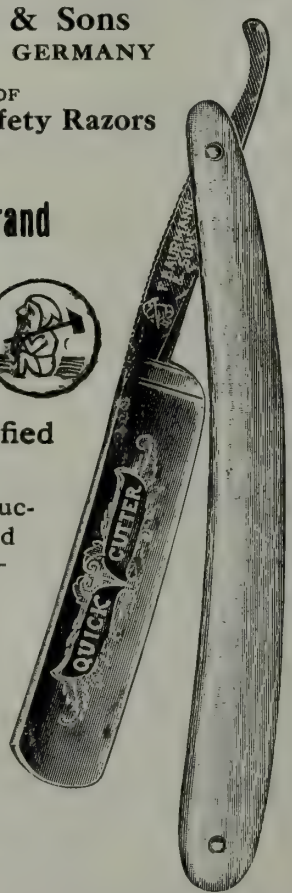
Write for Catalog and full particulars on CANE'S WASHDAY WOODENWARE.

WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.

Friedr. Baurmann & Sons
SOLINGEN GERMANY

MANUFACTURERS OF
High Grade Razors & Safety Razors

"DWARF" Brand RAZORS



Will bring you satisfied customers.

Made of the best English Crucible Steel—guaranteed hand forged and hand ground—very carefully tempered by special secret process ensuring highest results.

Write for our catalogue.

Canadian Agents:
Hupfeld Ludecking & Company
Montreal, - Box 1076

ADS AND SALES

A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.

By Herbert N. Casson.

An Invaluable Book for the Manufacturer, Jobber and Retailer.

This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

Cloth-bound, Limited Edition, 167 pages.

Sent Postpaid on Receipt of $2 to any Address.

Technical Book Department

MacLean Publishing Co.

143-149 University Avenue, Toronto

Whenever you Want

To SELL A BUSINESS

BUY A BUSINESS

HIRE A CLERK

LOCATE A NEW POSITION

or get into touch with the whole hardware trade for any other purpose—try a Hardware and Metal Want Ad.

Rates, payable in advance:

2 cents per word first insertion
1 cent per word subsequent insertions
5 cents additional each insertion when box number is required.

For a few cents you can introduce your proposition to nearly everyone interested in the Canadian Hardware Trade.

The D.L. EXTRUDED METAL CORNER BAR FOR STORE WINDOWS

combines strength, with a neat, light appearance.

The nicest, best finished and most substantial CORNER BAR made—and it is a *low priced* bar.

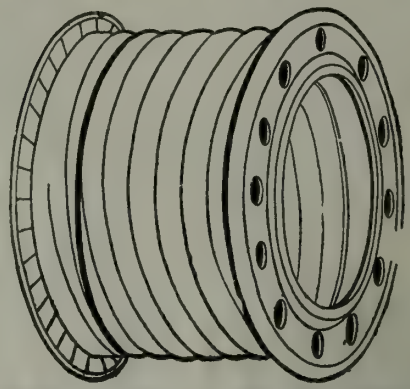
Send for sample, prices and discounts.

DENNIS WIRE AND IRON WORKS CO., LTD.
LONDON :: ONTARIO



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

FOR SALE BY JOBBERS OR BY THE MANUFACTURERS.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER . . . ONTARIO

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.

F. E. MYERS & BRO.
ASHLAND, OHIO

PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS
guaranteed by our reputation for fair dealing.
The name means "QUALITY"
LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.

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Steel Co. of Canada, Limited, Hamilton.

Screws, Wood
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.

Scythe Stones
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.

Shelf Boxes
Cameron & Campbell, Toronto.

Shellacs
Berry Bros., Walkerville.

Shovels and Spades
Spear & Jackson, Sheffield, Eng.

Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silverware
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.

Sprayers
Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.
Spramotor Co., London.

Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

Spring Hinges, Etc.
Chicago Spring Butt Co., Chicago, Ill.
Standard Mfg. Co., Shelby, Ohio.

Stains, Shingle
Berry Bros., Walkerville.

Stains, Wood
Berry Bros., Walkerville.

Staples
B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton.

Steel—High Speed
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops
Steel Co. of Canada, Ltd., Hamilton.

Stencils
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont.
Herod Machine & Stamping Co., Brantford.

Store Ladders
Hamilton Brass Mfg. Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.

Tacks
The Steel Co. of Canada, Ltd.,Hamilton.

Tapes
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Armstrong Bros. Tool Co., Chicago.
Robt. Sorby & Sons, Sheffield.
Stanley Rule & Level Co., New Britain.
International Tool Co., Detroit.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.

Tool Grinders
American Grinder Mfg. Co., Milwaukee Wis.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont.
Renfrew Scale Co., Renfrew, Co.

Varnishes: See Paints
Berry Bros., Limited, Walkerville, Ont
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators
Harris, J. W., Co., Montreal.

Vises
Henderson & Richardson, Montreal.
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer–Dowswell Ltd., Hamilton, Ont
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.

Wall Plaster
Manitoba Gypsum Co., Winnipeg.

Waffle Irons
Stover Mfg Co., Freeport, Ill.

Wagons—Children's
Wodstock Wagon Co., Woodstock.

Washers
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

White Lead
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Howland, H. S., Sons & Co., Toronto
Lewis Bros. & Co., Montreal.

Window Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery
Ed Brand, 472 Moss Lane., Manchester Eng.

Wire Products
Andrews Wire Works, Watford, Ont.

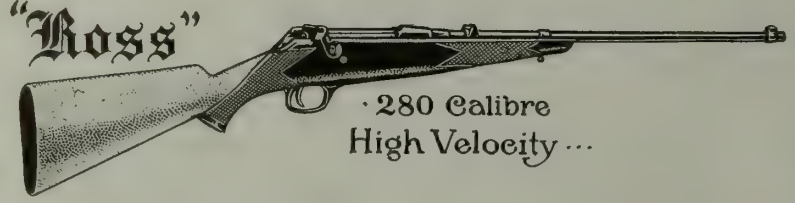
Wire Rope.
The B. Greening Wire Rope Co., Ltd. Hamilton.

Wire Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Jas. Steele Limited, Guelph, Ont.

Wood Finishes
Berry Bros., Walkerville.

Wrenches
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdwe. & Tool Co., Springfield, Mass.

THE ROSS .280
HAS CAUSED A SENSATION



This rifle, which is a modification of the "Ross Match Rifle" which has created a furore in Great Britain, is shown by tests to be the hardest hitting rifle made.

In finish, only the highest priced English Rifles can be compared with it.

DEALERS HAVE AN OPPORTUNITY

to sell this high-class rifle which gives them a fair profit, and always makes a satisfied customer. If you have not any in stock write at once for discounts, etc.

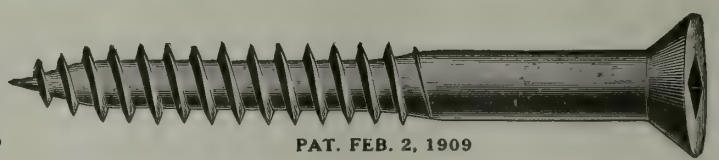
YOUR customer may buy one from a RIVAL'S store

ROSS RIFLE CO. - QUEBEC

ROBERTSON
SOCKET HEAD
WOOD SCREWS



GET OUR PRICES



PAT. FEB. 2, 1909

SEE THAT SQUARE HOLE



HAND DRIVERS, YANKEE BITS, BRACE BITS,
RIVETS, BURRS, WASHERS, NAILS, WIRE

SEND FOR CATALOG

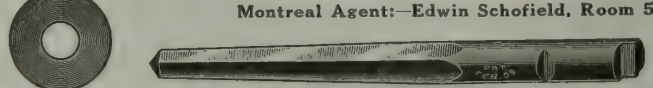


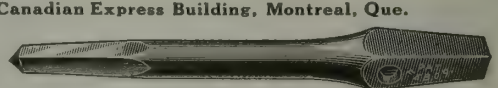


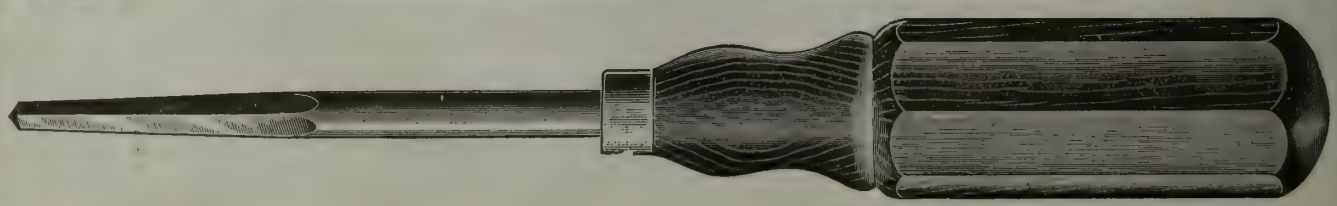
The P. L. Robertson Manufacturing Co., Limited, - Milton, Ont.

TORONTO WAREHOUSE. 19 Jarvis Street, - F. J. Schuch, Agent

Montreal Agent:—Edwin Schofield, Room 509 Canadian Express Building, Montreal, Que.







IF IT'S AN
ANCHOR BRAND
WRINGER



THAT'S ALL YOU NEED TO KNOW ABOUT A WRINGER

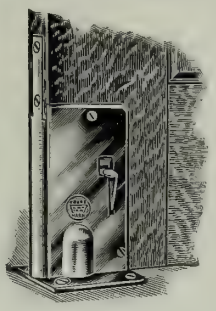
The quality goes in before the name goes on. Do you handle them? If not, why?

LOVELL MFG. CO.
ERIE, PA. U.S.A.

CHICAGO
SPRING BUTTS

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



Chicago "Relax" Spring Hinges

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO TRADE CSB CO MARK NEW YORK



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

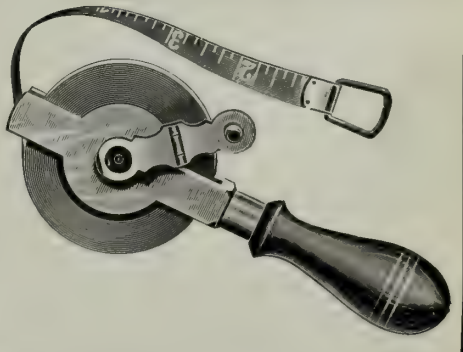
The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

Toronto Montreal Halifax Winnipeg Calgary Vancouver

MEASURING TAPES

MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.



Those that bear this Trade-Mark LUFKIN are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY ALL JOBBERS.

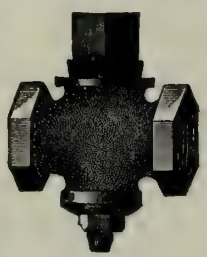
THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

CATALOGUE ON REQUEST

Morrison's Guaranteed STEAM GOODS

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

Pay a Very Attractive Profit



STEAM COCKS

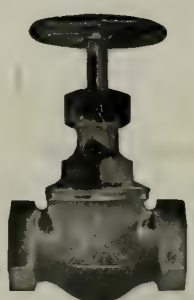
Every progressive dealer should stock a line of steam goods, but when doing so, he must select **"the reliable, efficient and profit-making kind."**

Our goods are backed by an **iron-clad guarantee** and our **long retained reputation for quality.**

Investigate at once. It will pay you.



SWING CHECK VALVES



GLOBE VALVES



INJECTORS



LEVER THROTTLE VALVES

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West, TORONTO

CANADA'S ONLY WEEKLY HARDWARE PAPER

HARDWARE AND METAL

Published Weekly by
THE MACLEAN PUBLISHING COMPANY, LIMITED

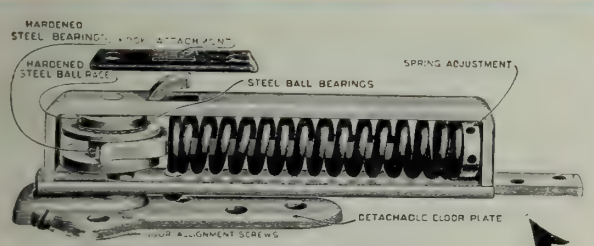
Vol. XXIV. Publication Office: Toronto, Canada No 41
June 8, 1912

"STANDARD"

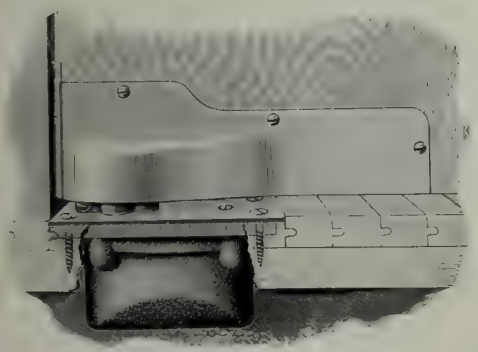
FLOOR HINGES

CHECKING AND UNCONTROLLED KIND

FOR DOUBLE-ACTING DOORS



UNCONTROLLED KIND



CHECKING KIND

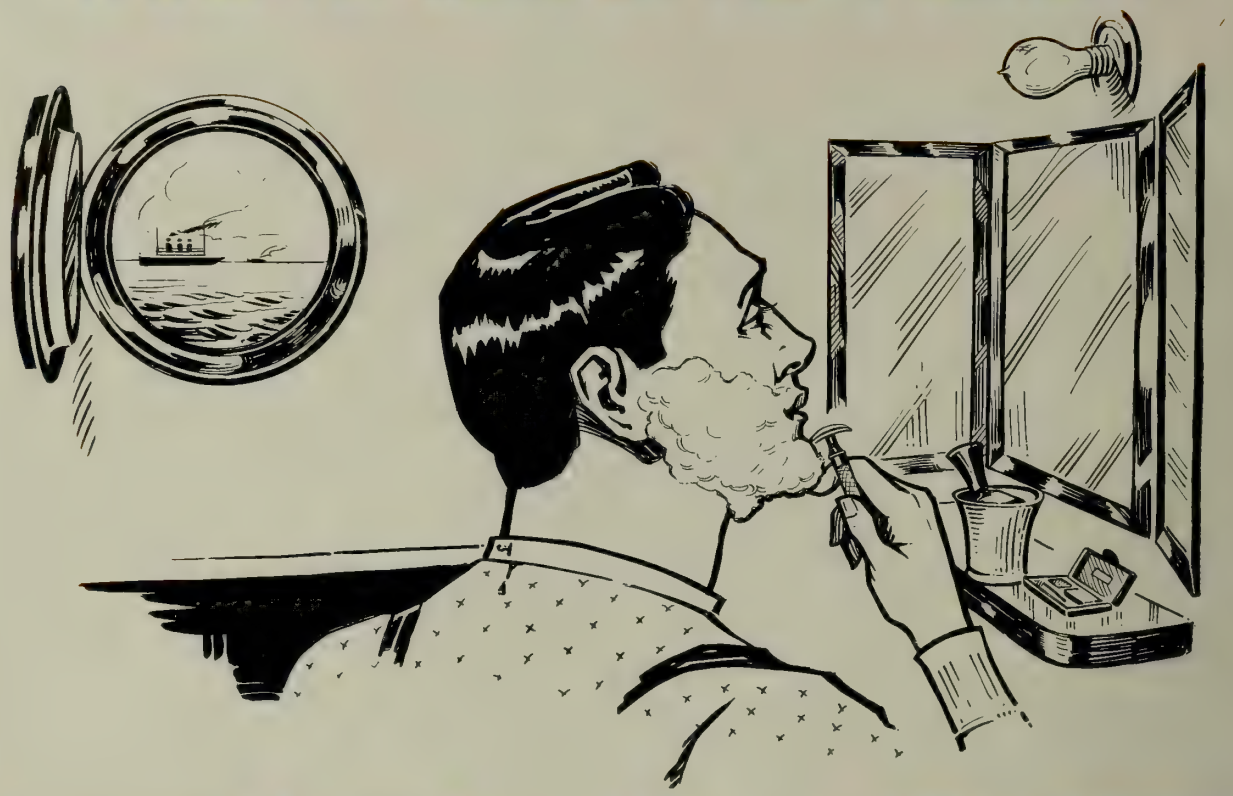
It is the only practical checking hinge for double acting doors between dining-room to pantry or kitchen in private Residences and Apartments, Hospitals, Vestibule Doors in Churches and Public Buildings.

Hardwaremen sell them. Write for particulars.



The Standard Manufacturing Company
SHELBY, OHIO, U.S.A.

When He goes on His Vacation



Be sure He takes along a GILLETTE

When you start to feature holiday goods in your windows, show cases and newspaper advertisements, [illegible] GILLETTE [illegible]

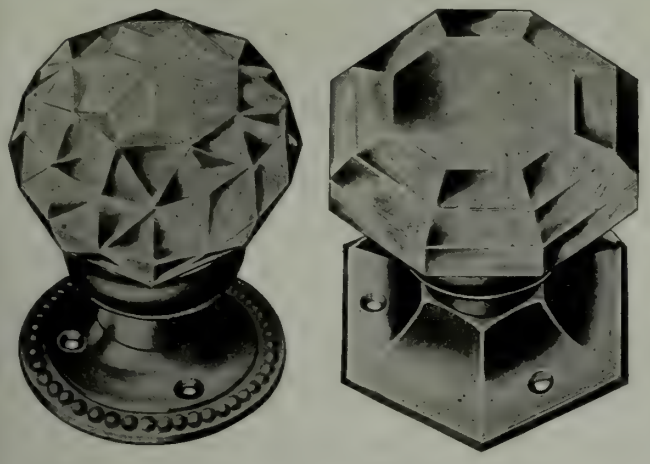
To one man you can sell fishing tackle—to another a gun and ammunition—to another golf, tennis or baseball supplies, according to his individual taste. But the GILLETTE appeals to [illegible] The GILLETTE appeals with special force to the man who is off on a trip. With it he can shave with comfort and dispatch in a heaving steamboat cabin or a lurching Pullman—in a crowded city hotel or beside a stump in the backwoods.

The Pocket Edition GILLETTE is the most compact Safety Razor made—the Combination Sets the most complete and luxurious. But the best feature of all is the cool, clean, comfortable three-minute shave which the GILLETTE insures to every man, everywhere. You can talk this feature as strongly as you like—the GILLETTE will make good your claims every time, with a margin over for that good will which means so much for your future trade. Don't let slip these splendid opportunities for vacation trade in GILLETTES.

The Gillette Safety Razor Co. of Canada, Ltd.

Office and Factory:
The New Gillette Building, Montreal

TRADE Gillette MARK
KNOWN THE WORLD OVER



A few of our beautiful line of

Cut Glass Knobs

HIGH-CLASS BUILDERS' HARDWARE of all kinds for high-class buildings, banks, offices, residences, etc.

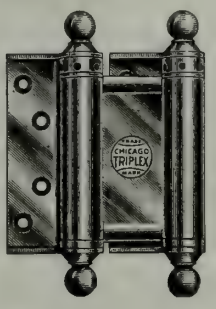
The Belleville Hardware and Lock Manufacturing Co.
LIMITED

Head Office and Factory — BELLEVILLE Canada

CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO — TRADE C.S.B. CO. MARK — NEW YORK

A New Line

"Yankee" Plain Screw Drivers



Strong, durable, well balanced tools, of the same high quality of material and workmanship as other "Yankee" Tools, which to-day are without equal.

The blade and ferrule are highly polished, the handle of hardwood, finished in dull black, making a handsome appearance.

Each tool is thoroughly tested and the blades positively guaranteed not to turn in the handle.

Your Jobber Will Supply You

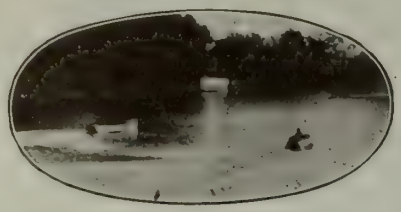
No. 90, Standard Style, Fourteen Sizes, 2 to 30 in.

No. 95, Cabinet Style, (Slim Blade) Eleven Sizes, 2½ to 15½ in.

Made by

North Bros. Mfg. Co.

PHILADELPHIA, PA.



MOTOR BOATING

Will be more popular than ever this season

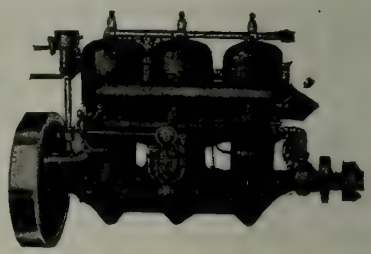
THIS year promises to be a record year in the motor boat field. When the season opens there will be a large number of new boats, and old boats fixed up. What are you doing to reap the benefit of this trade? Every wide-awake dealer should stock motor boat supplies and marine hardware. We carry the largest stock of accessories in Canada. Our Motor Boat Accessory Catalog is ready for mailing; a card asking for Catalog H. 24 will bring it to you.

If you are interested in Marine Engines you should have our Catalog H 23.

WHEN WRITING FOR CATALOGS ADDRESS OUR NEAREST BRANCH.

The Canadian Fairbanks-Morse Co.,
LIMITED

MONTREAL	TORONTO	SASKATOON
ST. JOHN	WINNIPEG	VANCOUVER
OTTAWA	CALGARY	VICTORIA



THE S.M.P. Enameled Preserving Kettles and Fruit Jar Fillers

WILL SOON BE IN DEMAND

Are You Prepared for the Rush?



Prices on Application



Our brands "DIAMOND" and "PEARL" Wares will satisfy the most critical patrons. Our stock is complete, and we can ship promptly. Send us your orders.

THE SHEET METAL PRODUCTS COMPANY

OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

An Unprecedented Demand For The Famous

BIG 4 LAWN MOWERS

has been created by our present pronounced wet spell. The fast growing grass must be cut frequently to keep trim lawns. Merchants who have handled this line of mowers in past seasons know the perfect satisfaction which it gives to all concerned.

Service and satisfaction considered, we claim they are the *Cheapest Mowers* to be found in Canada.

BLACK DIAMOND—**Ball Bearing**
10 in. High Wheel—Four Blade Reel
Gold and Aluminum Bronzed;
Vermilion and Black Trimmed
Geared on Both Ends
Sizes, 14, 16, 18, and 20 in. cut.
Ahead of anything in Canada at the price.

NEW ENGLAND—Ball Bearing
8 in. Low Wheel—Three Blade Reel
Gold and Aluminum Bronzed;
Red and Black Trimmed
Geared on Both Ends
Sizes, 14, 16, and 18 in. cut.
The Best and Handsomest 3 Blade Mower made.

"Best in the land—
BLACK DIAMOND BRAND"



Are you sending **MAIL ORDERS** to us.

Send for Circular showing these Mowers in their actual colors.

COMMONWEALTH
—Plain Bearing
9 in. High Wheel—Four Blade Reel
Aluminum Finish, Gilt and Red Striped
Geared on Both Ends
Sizes, 14, 16 and 18 in. cut.
No Better or Lighter Running Plain Bearing Mower on the market than this.

BALDWIN—
Plain Bearing
8 in. Low Wheel—Three Blade Reel
Painted Green, with Gilt Striped
Geared on Both Ends
Sizes, 12, 14 and 16 in. cut.
Full Value for the Price. It is a Good, Serviceable, Cheap Mower.

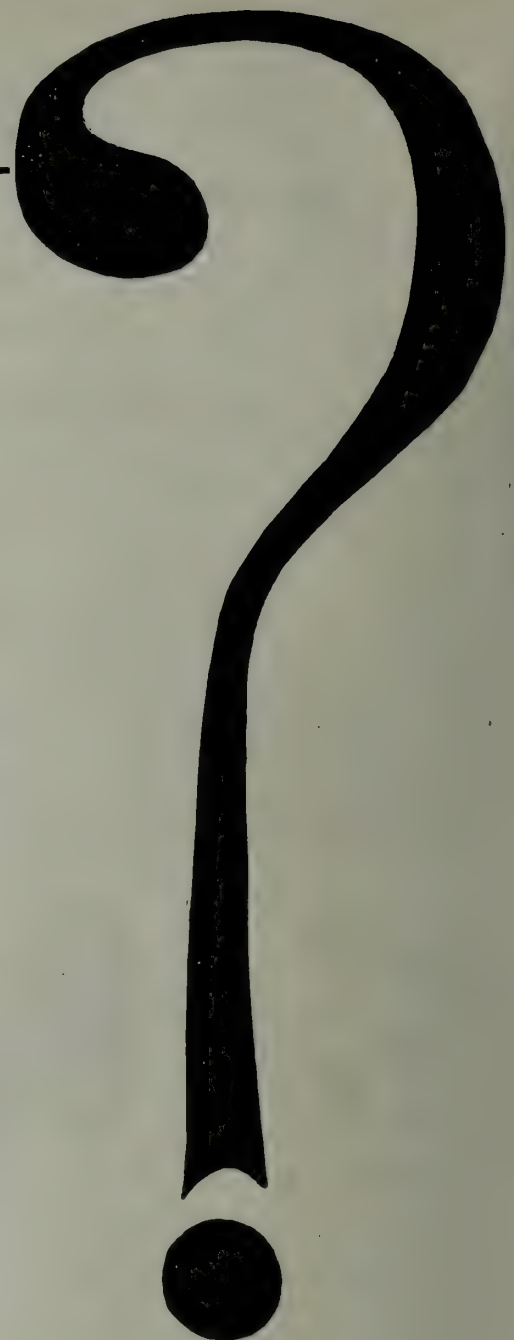
Notwithstanding the congested condition of the Railroads, we are making **Very Quick Shipments—THE QUICKEST SHIPPERS IN CANADA.**

As for **MAIL ORDERS**—We have a Separate and Specialized Force in this Department and the "Main Boss" is the **moving** spirit behind all Mail Orders; he sees to it that they are kept on the jump.

Get in the habit of sending us your orders

LEWIS BROS. LIMITED, MONTREAL

OTTAWA - TORONTO - VANCOUVER



CAN WE HELP YOU

There are some hardware dealers living in this 20th Century who are still using 19th Century methods. They do not realize that Halifax is closer to Vancouver to-day than Montreal was to Toronto fifty years ago.

Twenty-five years ago it was a calamity for a merchant to lose a good clerk, for he knew it was practically impossible for him to get in touch with an experienced man. Such an idea as making a deal with a fellow hardware man a couple of hundred miles away either to buy a set of tinners' tools or to sell a second-hand counter or show case, did not seem practicable to even the most progressive hardware men. If a man wanted to sell his business he had to accept the highest price he could get from some one of his fellow townsmen, for no one else knew of the opportunity or had any means of finding out about it.

To-day the up-to-date dealer

CREATES HIS OPPORTUNITIES

He states his wants briefly in a "Hardware and Metal want ad." and in four days' time practically every hardware merchant, clerk, hardware manafacturer and traveler has read the proposition, and it seems reasonable that somewhere among the "blue noses" of the Maritimes or the pioneers of the boundless West someone will want just what he has to offer.

EVERY HARDWARE MERCHANT IN CANADA

can take advantage of our "want ad." page. Ask yourself:

Is there not some article I would be better without if I could get a fair price for it? If you cannot get a fair price for it by appealing to the trade throughout Canada you had better sell it for scrap

We can help you, but you must take the first step.

Surely it is worth 25c or 50c to find the one man in Canada whose wants dovetail into just what you have to offer.

RATES: *(payable in advance)* **2c per word first insertion. 1c per word subsequent insertions. Box Number, 5c additional each insertion.**

HARDWARE & METAL

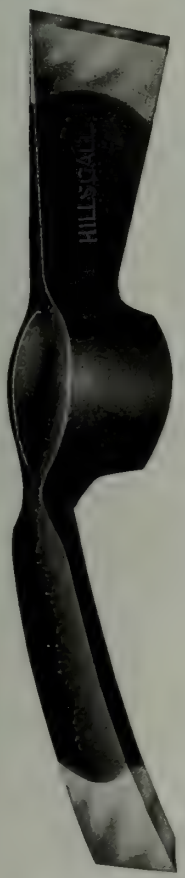
Montreal **Toronto** **Winnipeg**

EDGE TOOLS

AXES, HAMMERS, PICKS,

MATTOCKS, LUMBERING TOOLS, ETC.,

OF THE HIGHEST QUALITY.



MATTOCK

Write For

CATALOG

It contains cuts of our complete line. We have spent much time in producing it so as to give the trade a fair impression as to the attractiveness of our manufacture.

ALLEN HILL'S GOODS PAY AN ATTRACTIVE PROFIT

OUR GUARANTEE

We guarantee to replace free of any charge any tools that prove defective in material or workmanship.



CLAY PICK

Allen Hill's Edge Tool Co., Limited,

Galt, Ontario, Canada

The Steel Company of Canada, Limited

BASIC OPEN HEARTH STEEL PRODUCTS

Bar Steel
Squares, Rounds, Flats
Bands, Angles, Special Sections,
Stove Bolts, Stove Rods, Rivets, Burrs,
Wire, Bright Wire Goods, Wire Nails, Tacks
Invincible Field Fencing, Forgings,
Horse Shoes, Horse Nails
Wood Screws, Machine
Screws, Spikes

WROUGHT PIPE

MERCHANT, BLACK and GALVANIZED

White Lead, Putty, Shot, Lead Pipe

DISTRICT SALES OFFICES:
HAMILTON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, B.C.
VICTORIA, B.C., ST. JOHN, N.B., HALIFAX, N.S.

SAMSON FARM AND GARDEN TOOLS



Samson Farm and Garden Tools are warranted to give satisfaction everywhere, and the retail merchant who pushes the Samson goods will find that satisfaction reflected in the increased trade.

Excellent Value

The handles of the forks are made from the best selected second growth hickory, the metal parts are perfectly finished, every point is carefully watched and the result is that a customer purchasing Samson Farm and Garden Tools requires no further recommendation to come back for more. Let us have your order.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

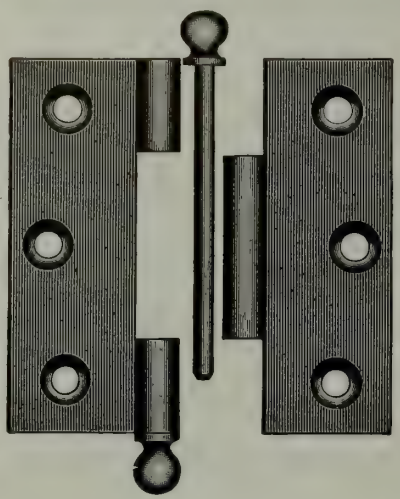
TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

Crescent Brand HARDWARE



Butt Hinges Strap Hinges Tee Hinges

Barn Door Hangers Parlor Door Hangers

Trolley Hangers Hinged Hasps Shelf Brackets

Wrought Staples Rollston Pulleys

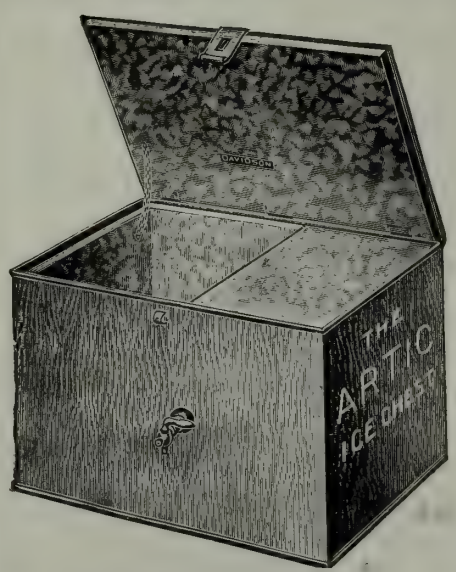
Gate Hooks Wagon Hardware Etc. Etc. Etc.

Steel Sheets Bands Bars

Rods Wire

CANADA STEEL GOODS CO., Limited

HAMILTON - - - CANADA



MADE IN THREE SIZES

"ARTIC"

No. 20—19 x 13¼ x 13¼
" 30—23 x 16 x 16
" 40—27 x 19¼ x 19¼

"POLAR"

A cheaper line with single walls
TWO SIZES

Small—20⅜ x 14⅜ x 14⅜
Large—28 x 16½ x 16½

The "Artic" Ice Chest

Portable, Handy and Compact

Refrigerator

MADE ON SCIENTIFIC PRINCIPLES

Double walls of galvanized iron. Japanned in oak. Separate chamber for ice, with nickel-plated tap for the drip water.

The most suitable refrigerator for yachting and picnic parties, summer residences, bachelors' quarters, camping, etc. A positive boon in the sick room. Perishable requisites for the invalid can be kept close at hand—sweet and fresh at *all times.*

PRICES ON APPLICATION

The Thos. Davidson Mfg. Co., Limited

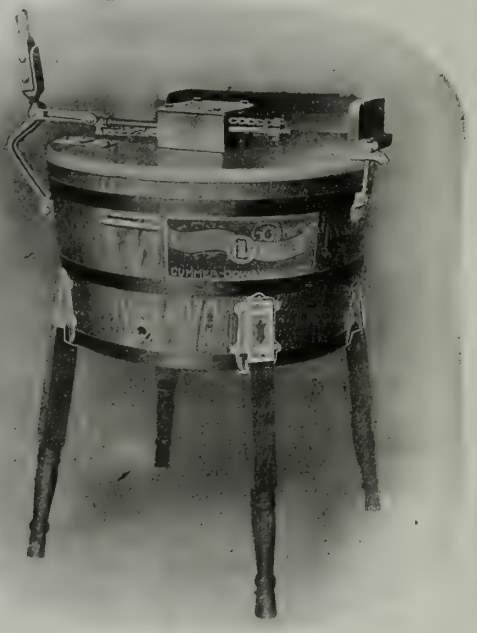
MONTREAL TORONTO WINNIPEG

HERE'S A COUPLE OF GOOD SELLERS

Made Right and Backed by C. D. Efficiency



Real Quality at the Right Price



MADE BY

Cummer-Dowswell, Limited

HAMILTON, CANADA

Agents:
W. L. Haldimand & Son, MONTREAL
H. F. Moulden & Son, WINNIPEG

HANDLE BRANTFORD ROOFING

And Secure the BEST Roofing Trade in Your Vicinity

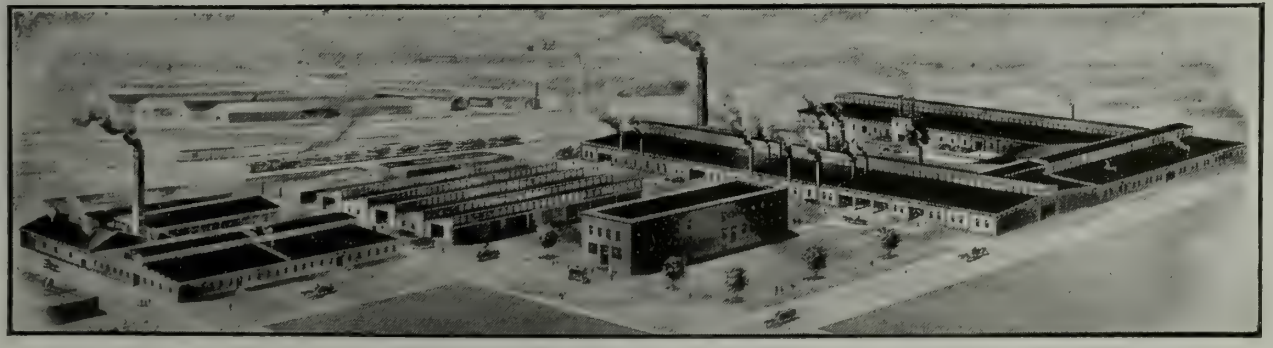
Every time you recommend this high-grade roofing you are paving the way for more and better business BRANTFORD ROOFING, as you know, is practically indestructible, and there is a fair margin of profit that will please you.

There are three kinds of Brantford Roofing—ASPHALT, RUBBER and CRYSTAL—and each of the three different kinds is made of long-fibred wool completely saturated with pure Asphalt (a mineral fluid that has withstood the ravages of time for centuries).

Write to-day for samples and FREE roofing book.

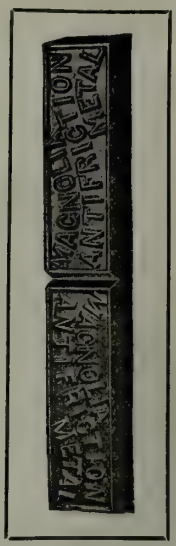
BRANTFORD ROOFING CO., LIMITED, - - - Brantford, Canada

Branch Warehouses—MONTREAL, 9 Place D'Youville; WINNIPEG, 117 Market Street



The George White & Sons Co.'s plant, London, Ont., situated beside the G. T. R. main line, and right in the danger zone of flying sparks and hot cinders. But they are well protected, for even their boiler house and foundries are covered with Brantford Roofing.

SHAFTING BEARINGS



Countless thousands of dollars have been wasted in power, oil, metal, labor etc. in a mistaken idea of economy by using cheap or inferior metals on shafting bearings. The following letters show the value of Magnolia Metal for that service.

THE CITIZENS ELECTRIC CO., LTD.
Smiths Falls, Ont., Jan. 25th, 1911

Gentlemen:—
Yours of the 27th inst. to hand and noted, Regarding the boxes you mentioned lined with "MAGNOLIA METAL" would say we have 60ft. 3½" shaft, running 300 rev. per min., running all night and every night in the year, put up over *10 years ago*, and still running perfectly, and has never been touched in that time except for oil, and one tablespoonful will run each box for 12 hours.

Yours very truly,
J. A. SCROGGIE, Eng. & Electrician.

KAUKAUNA GAS, ELECTRIC LIGHT & POWER CO.
Kaukauna, Wis., Jvne 15th, I911.

Gentlemen:—
I have used "MAGNOLIA METAL" for the past six years. I placed some of this metal in chain oiling boxes on a 4-7-16" line shaft running 278 R.P.M. in October 1905. This shaft has been running continuously 24 hours a day ever since. I have not found it necessary to rebabbitt any of these boxes to date nor have I had any burn-outs. I am also using Magnolia Metal for belt driven dynamos, ranging in speed from 900 to 1275 R.P.M. and have found the metal much more satisfactory than any other I have used,

Yours truly,
N. B. MONTGOMERY, Chief Engineer.

SPECIAL OFFER

PRACTICAL ENGINEER POCKET BOOK, 680 pages, over 2000 subjects. Price 40c. post paid. We do not aim to make a profit on these books. We buy them in large quantities as an advertising medium and give Engineers benefit of low price. They are highly spoken of by Engineers. Address Montreal office.

SOLD BY LEADING DEALERS EVERYWHERE OR BY

MAGNOLIA METAL CO.

OFFICE AND FACTORY
225 ST. AMBROISE STREET, MONTREAL

The "RENFREW" Handy Two-Wheel TRUCK SCALE

"A Convenience and Protection for Farmers"

This is a scale that pays the dealer A VERY ATTRACTIVE PROFIT—a scale that is becoming more and more popular every day with farmers.

It is absolutely accurate and has many advantages over the common scale.

With this scale in his possession the farmer knows the exact weight of the products he is selling—he is armed against short weights.

The "RENFREW" TRUCK SCALES are GOVERNMENT TESTED and have been awarded their GOVERNMENT CERTIFICATE without question, and are backed by our WRITTEN GUARANTEE to be just as represented, and to give a long, reliable service. Capable of weighing anything from a single pound to 2000 pounds.

The "RENFREW" TRUCK SCALES are rigidly built and will stand all kinds of rough usage.

LET US SEND YOU ONE. Show it to every farmer who comes into the store, and see how many you can sell.



Write for Circulars and prices NOW.

Renfrew Scale Co.

RENFREW, ONT.

Sell GLUE in packages--it means less handling--more profit



BRANTFORD ALL AROUND GLUE

weighed and wrapped ready to hand over the counter.

NO MUSS—NO FUSS—
NO LOSS OF TIME

¼ pounds, ½ pounds, pounds. Everybody's Glue Size, in pounds only.

The quality is there and will be maintained.

ASK YOUR JOBBER FOR PRICES AND DISCOUNTS

PROTECT your show-cases by using the

BRANTFORD COIN MAT

same as cut at left in Blue and Orange.

WRITE US FOR ONE.

CANADA GLUE CO.
LIMITED
BRANTFORD, ONT.

Manufacturers of Glue and Gelatine of all kinds and for all purposes.

"We must hope all things, believe all things, endure all things rather than lose that most precious of all earthly possessions—a trusty friend."—*Charles Kingsley*



THE ENGINEER must have a babbitt metal upon which absolute reliance can be placed. That is why he specifies

Harris Heavy Pressure

THE BABBITT METAL WITHOUT A FAULT

It is doubly copper hardened,
It is guaranteed not to crack or squeeze out.
It positively eliminates friction.
It runs cool at any speed.

Harris Heavy Pressure is the Engineer's Trusty Friend

OUR GUARANTEE IS BACK OF EVERY POUND

WRITE FOR PRICES

The Canada Metal Co., Limited

TORONTO MONTREAL WINNIPEG

The Loop-Lock Rope Buckle Tie



Assures Good Profits And Complete Satisfaction

Every progressive dealer should investigate this high grade tie. It will be a sure trade-winner after once introduced.

Makes an adjustable and **SURE-LOCK** tie rope. Can be fastened at any point along the rope, making a loop that **will not slip, give or loosen.** The harder the pull the tighter the grip on the rope.

The Loop-Lock Buckle is very simple, has no springs or snaps, does not rust, and will not break as it is made of malleable iron. **Will last a life time.**

The rope used is the **best grade of Manilla, British-Manilla and Sisal.**

The farmer will buy it on sight.

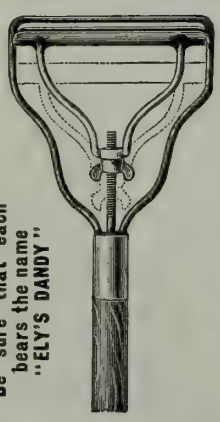
Write for full particulars

CANADIAN ROPE BUCKLE CO.
HAMILTON :: ONTARIO

ELY'S JANITOR MOP

No. 8 for men
No. 21 for women

Others are not just as good



Be sure that each bears the name "ELY'S DANDY"

ELY'S DANDY
Mop Wringer and Bucket
COMBINED

Others are not just as good.

Be sure that each bears the name ELY'S DANDY

Made in three sizes, 10 qt., 14 qt. and 22 qt.; guides, posts and step of malleable iron; lever of wrought iron, finished in black enamel; cedar buckets, three hardwood rolls. The most popular mop wringer on the market.



THEO. J. ELY MFG. CO.
ERIE, PA.

Get our catalogue of Mop Sticks, Mop Wringers, Brush Holders, Carpet Beaters, Broom Holders, Etc.

Western Hardwaremen

There are four months in the year when your battery trade cuts quite a figure in your receipts. This is one of them. July, August, and September are the other three. Are you ready for a big battery trade?



X CELL DRY BATTERIES

are what your trade will want! First because our advertising campaign all over the West has educated consumers to ask for X CELLS. Next, because they have found that X CELLS, being made in the West, are always fresh and full of vitality.

Write us and we'll put you in touch with the nearest jobber

Canadian Carbon Company
OF WINNIPEG, LIMITED

Bury and Irish Ave., - - Winnipeg
E. W. HANNA, President and Managing Director



Get after them

The architects, builders, owners, everybody in your locality interested in building construction ought to know you sell

Genasco

THE TRINIDAD-LAKE-ASPHALT Ready Roofing



They ought to know you sell it because it is the most lasting, economical and satisfactory ready roofing they can use. They ought to know that the natural oils of Trinidad Lake asphalt keep life in Genasco and make it permanently waterproof.

Tell them, and increase your sales.

Order from your jobber—enough for all comers.

The Kant-leak Kleet is the fastener for smooth-surface roofing everybody ought to know about, too.

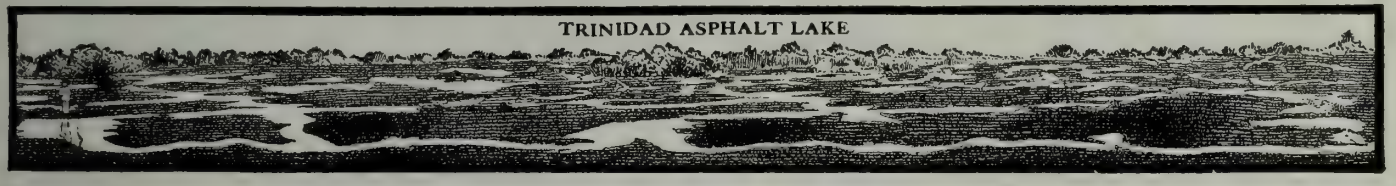
THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world

NEW YORK PHILADELPHIA SAN FRANCISCO CHICAGO

Caverhill, Learmont & Company, Montreal, Quebec; D. H. Howden & Co., Ltd., 200 York St., London, Ont., Canadian Distributors

TRINIDAD ASPHALT LAKE



H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H & R ARMS CO. MARK



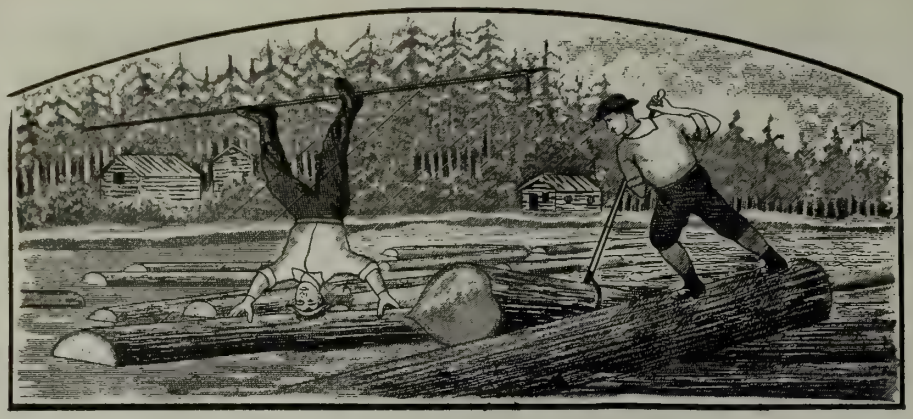
TRADE H & R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.
We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List. **Long Distance Phone No. 87.**

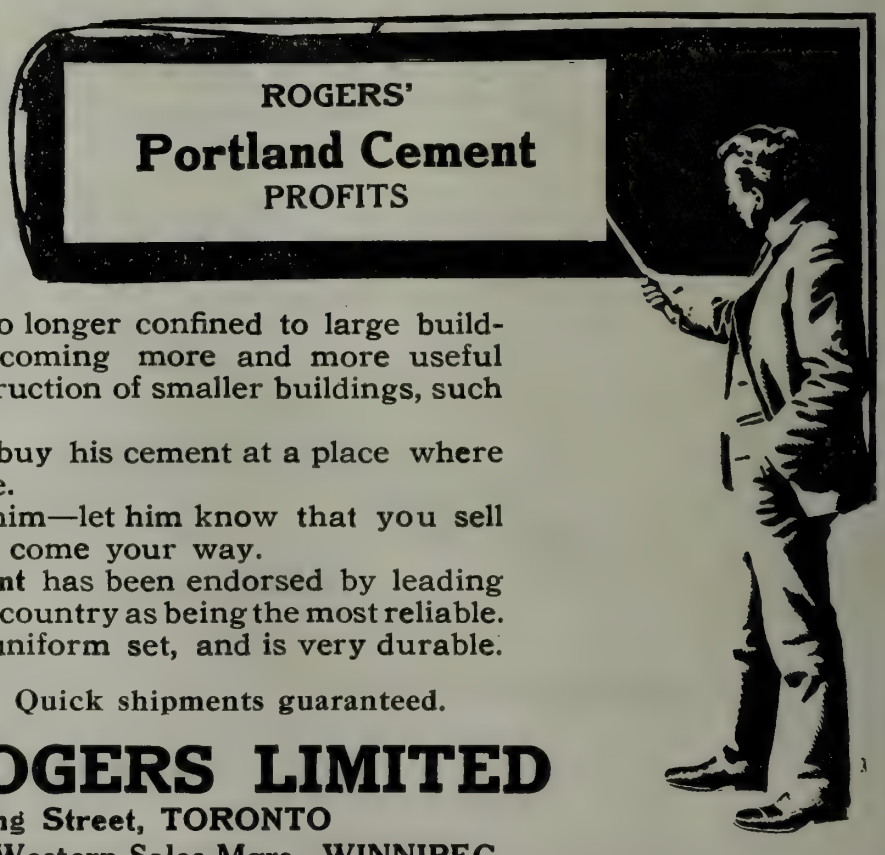
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of Lumber Tools

PEMBROKE, ONT.

It Will Pay You To Investigate





Mr. Dealer, cement is no longer confined to large building purposes—it is becoming more and more useful every day in the construction of smaller buildings, such as residences, etc.
The builder is going to buy his cement at a place where he can get quick service.
Be prepared to supply him—let him know that you sell it and he will invariably come your way.
Rogers' Portland Cement has been endorsed by leading builders throughout the country as being the most reliable. It has great strength, uniform set, and is very durable.

Get our prices now. Quick shipments guaranteed.

ALFRED ROGERS LIMITED

28 West King Street, TORONTO
N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG

For Quick and Satisfactory Sales Try

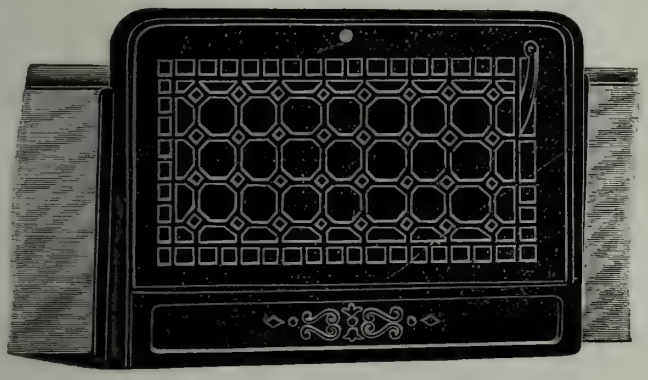
"EMPIRE"
HOT AIR REGISTERS

These are two popular and very neat designs that are sure to attract those who are interested.

The "Empire Special" Register meets the demand for a register with a large opening. Has all the qualities that are required to assure the complete satisfaction of the user.



EMPIRE SPECIAL
New design, made in full sizes from 7 x 10 to 12 x 15



MOORISH DESIGN CAST REGISTER
Made in full sizes from 7 x 10 to 12 x 15

Made in Japanned, nickel-plated and oxidized

Write us to-day for full particulars, catalogue and discounts.

Others dealers are making good profits by handling this line—you can do the same. We guarantee to please you. *Do not Delay.*

THE

Canadian Heating & Ventilating Company, Limited

OWEN SOUND :: ONTARIO

Or The Canadian Heating and Ventilating Co. Branch:
521 Henry Avenue, Winnipeg, Man.



Here is YOUR Chance

to make your range department more profitable and more satisfactory.

"Happy Thought" Ranges

are known from one side of the continent to the other and recommended by every housewife who ever used them.

The **"HAPPY THOUGHT"** works equally well with coal or wood and gives a longer and more reliable service than any other.

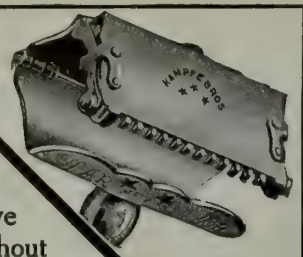
This is not a claim, but a fact, and we can prove it.

Get a **"HAPPY THOUGHT"** Catalog at once. Each sale brings a good profit.

The William Buck Stove Co., Limited

Calgary Saskatoon Vancouver Brantford Montreal Winnipeg

STAR
Safety Razor



The only safety with a barber's blade. It will give satisfaction for years without additional cost.

We are receiving many inquiries from Canada for STAR goods. We give these to our dealers whenever possible. Our national advertising is making the demand greater daily.

Many dealers are dressing their windows with STAR goods and display matter. It draws to their stores the purchasers of STARS created by our advertising. Are you one of these dealers?

Write us for display matter of all kinds and for 1912 Catalog of



STAR Safety Razors
STAR Shaving Brushes
STAR Diagonal Grooved Strops
STAR Automatic Stropping Machines
STAR Safety Corn Razors

Your jobber will supply you

Kampfe Bros.
12-14 Reade Street
NEW YORK CITY

ROTARY
SCREW FAN VENTILATORS

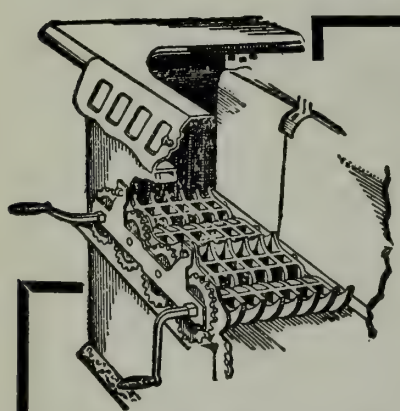
Noiseless
and storm proof.

None better—try them and be convinced.



Eavetrough,
Conductor Pipe and
Corrugated Iron,
etc.

Wheeler & Bain
THE QUICK SHIPPERS
Toronto



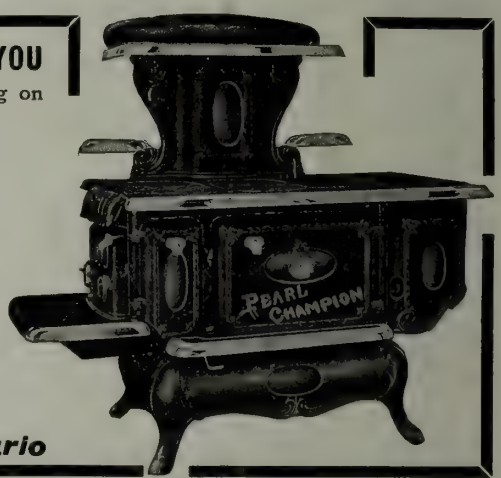
There's A Better Profit Awaiting YOU
Seize this opportunity and write us for catalog on

CHAMPION RANGES

Ranges that are extremely popular wherever used—ranges that bring the dealer good profits.

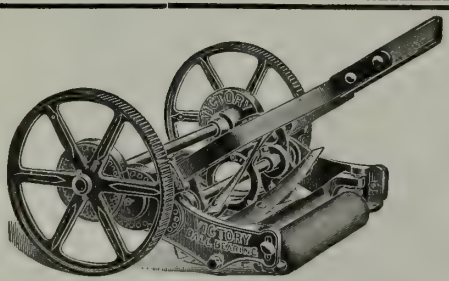
The Champion Grate

is a grate which is patented and used only on this range. Crosswise, non-warping, easily shaken, more open surface and a clean fire.



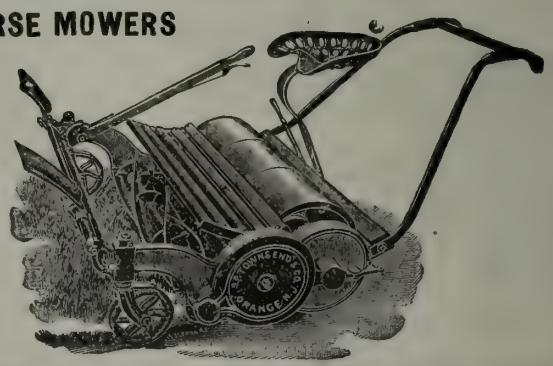
Write for Catalogue NOW
D. J. BARKER & COMPANY, - Picton, Ontario

TOWNSEND MOWERS
HAND MOWERS and HORSE MOWERS



All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.
ORANGE, N. J.

Note The Extra Long Fire Travel Of

The Pilot Success Furnace

The draw-back of the majority of furnaces is that there is too much heat going to waste up the smoke pipe.

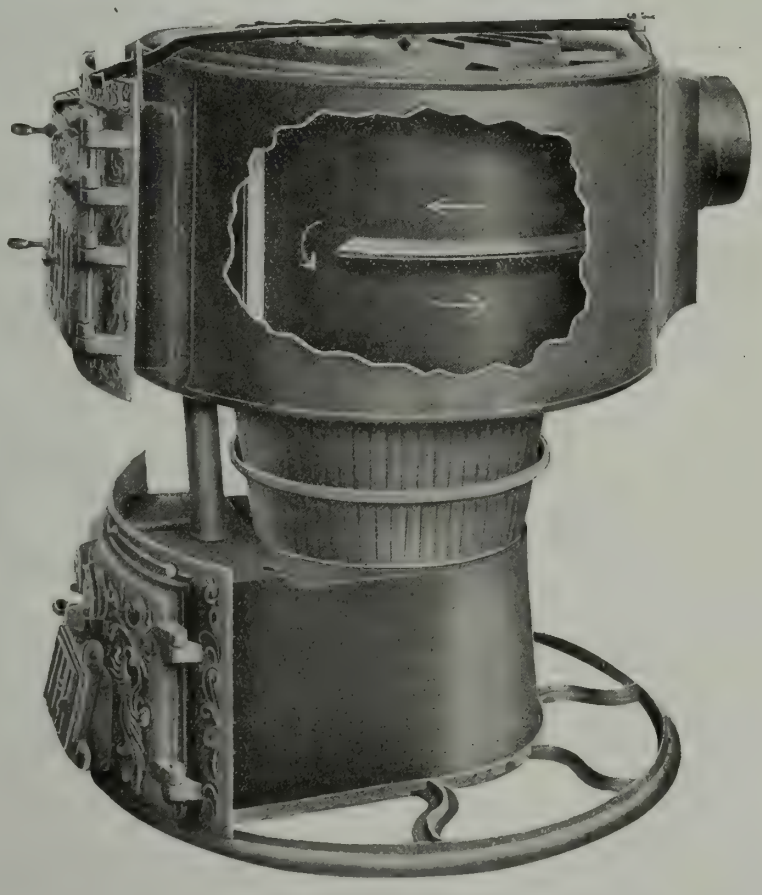
We have taken particular notice of this and designed **The Pilot Success** with an **extra long fire travel** so that all the heat will be kept in the building.

The prospective buyer is certain to select this furnace after once shown this great advantage.

The material used is the very best that is procurable, and the workmanship cannot be excelled.

Every sale of a **Pilot Success Furnace** means a large profit for the dealer.

Do not hesitate—get particulars at once.

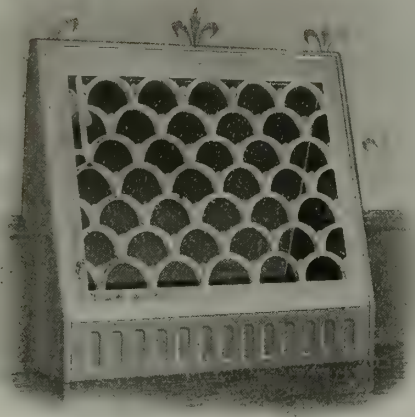


The Hall Zryd Foundry Co., Ltd.

HESPELER, ONTARIO

THE DEFIANCE

THE MOST POWERFUL
REGISTER IN THE WORLD



Fits a stack head EIGHT INCHES deep, and accommodates either a 12 in. or a 14. in. supply pipe. Write for prices.

Canadian Ferrosteel Co., Limited
BRIDGEBURG, ONTARIO



No. 1186 Coal Grate

MANUFACTURED BY

The Ohio Foundry & Manufacturing Co.

STEUBENVILLE, OHIO, U.S.A.

Manufacturers of all styles of coal or gas burning fire-place goods, as well as andirons and wrought fire-place trimmings.

HOT WEATHER DEMANDS

McClary's



Quality sells them

FAMOUS QUEEN OIL STOVES

with one piece heavy steel galvanized tank, cast top and base on chimney, two 4 inch all brass burners, Strong brass spring clip holding chimney in place, water-tray which keeps burners cool.

A RELIABLE STOVE FOR HOME, CAMP AND OUTING PARTIES

McClary's

"McClary" on goods is a quality name

Toronto Montreal London Vancouver St. John, N.B.
Hamilton Winnipeg Calgary Saskatoon

McClary's Ship Quick





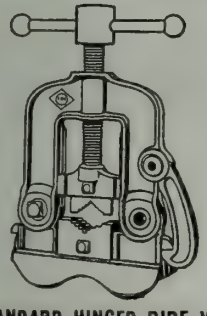
METALLIC CEILINGS FOR STORES

There is money for you in selling them, in erecting them and in selling the paint to finish them. Write for our Catalogue and go in for this line at once.

THE METALLIC ROOFING CO. OF CANADA, Limited

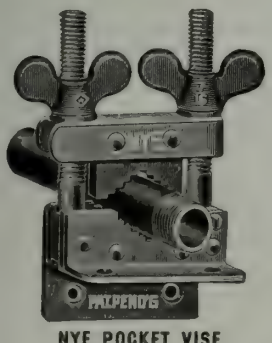
TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

C 91



STANDARD HINGED PIPE VISE

No. 1 takes ⅛ to 2½ in. paper.
No. 2 takes ⅛ to 3½ in. paper.



NYE POCKET VISE

Very strong and effective. Can be easily carried in coat pocket, being very light and compact. Ideal for repair work. Will last a lifetime. Takes ⅛ to 1¼ in. pipe and ⅛ in. to 2 inch.



WARNOCK SIMPLEX WRENCH

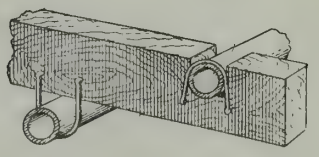
This is the simplest Strap Wrench made—a handle—a strap—a wedge. For use with brass or nickel plated pipe and tube. Both ends of straight unlooped strap can be used, thus getting double wear.

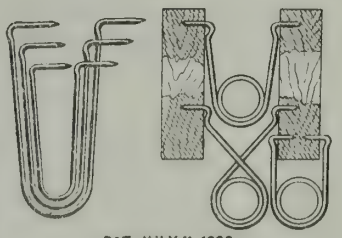
It will pay you to **investigate** this line of tools. We will send one or all **on trial** to any responsible dealer.

We also carry a line of guaranteed **Plumbing Supplies** and **Steam Specialties.**

Write for full details and prices

MORRISON'S CONVENIENT PIPE TOOLS





PAT. JULY 11, 1893.

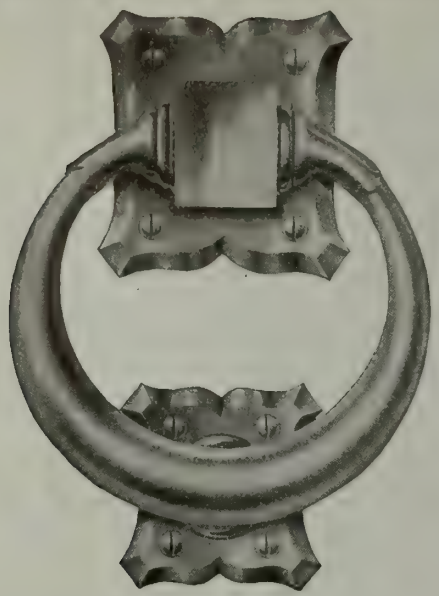
REZMOR PIPE HOOKS

Cheap, strong and very durable. Every dealer will handle them.

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West - TORONTO

Peterboro Hardware



Door Knockers add greatly to the appearance of a door. They are rapidly coming into vogue. Peterborough Door Knockers supplied to match any of our designs. A sample on your show cases will interest .customers

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH, ONT.



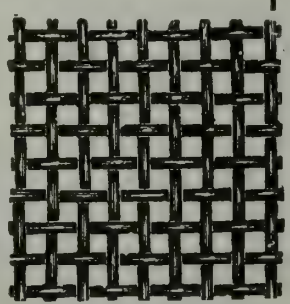
GOODS THAT LAST

WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

Perforated Sheet Metals
General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.

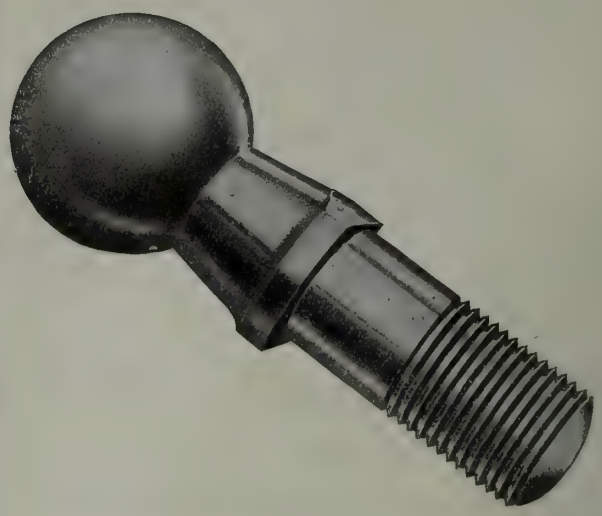


Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

Canada Wire and Iron Goods Company
HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.



SPECIAL MILLED PRODUCT

THE most modern factory in Canada and the most up-to-date screw machines produce NAMCO products.

ANY kind of milled parts in iron, steel or brass for the trades made to our customer's samples and specifications. Exact duplication and quick service.

BOOK "Parts for the Trade" sent on request, shows over two hundred special parts made for our customers.

STANDARD products are carried in stock at our factory for immediate shipment. Cap and Set Screws with "V" or U.S.S. threads, and (Nuts plain and castellated) in all popular sizes.

THE NATIONAL-ACME MANUFACTURING COMPANY
MILLED SCREWS, NUTS, BOLTS AND SPECIAL PARTS
MONTREAL

Let us show you the advantages we offer in our contract for standard products.

Free If You Are Not Satisfied

The New Preston O. G. Square Bead Eavestroughing

We have always claimed that our eavestroughing was the best on the market, but we have gone ahead and gotten out something that is far superior to our old make. Now we can claim that we can't be beat when it comes to our eavestrough.

Some time ago we advised all the trade that we were manufacturing O. G. Square Bead eavestroughing by machinery which assured absolute uniformity in shape, but it developed that our machinery was not heavy enough to produce as sharp a bead as we desired. We have now perfected and patented automatic steel dies to fit our large power press and we now guarantee a trough superior in shape, appearance and fit to any other on the market.

You can save time and solder in the erection of this eavetrough FOR EVERY PIECE IS EXACTLY THE SAME and fits snug and tight. There are more profits for you and more satisfaction if you use our make. See our special offer below and take advantage of it at once.

Cut out this ad. and mail it to us to-day with your order for 250 feet of our new O. G. S. B. Eavestrough and if it is not exactly as we represent it we will make you a present of it. This offer is good for thirty days.

MENTION HARDWARE AND METAL

THE METAL SHINGLE & SIDING Co. LTD

PRESTON ONT. MONTREAL QUE.

WIRE ROPE

FOR

Hauling Threshing Machines and moving Buildings

HAY FORK ROPES, etc.

We manufacture all kinds of Wire Rope for all purposes.

WIRE ROPE FITTINGS WIRE ROPE GREASE

The B. Greening Wire Co.

LIMITED

HAMILTON, Ont. - - - MONTREAL, Que.

Quality Goods for Business Builders

McClary's

1912 GAS RANGES

Our 1912 Series Gas Ranges embraces lines suitable for Palace or Cottage

In quality, style and finish, they outdistance all other Gas Ranges.

For economy of gas and labor they are unsurpassed.



Illustration shows
Style E. S. No. 256

New bright black enamel finish that lasts.

Specially selected, hammered blue finished steel oven doors.

Neat designs of nickel trimmings throughout.

White enamelled broiler pan and match trays.

The style and finish of this range makes selling easy.

The quality of the range, and its economical working, pleases users and brings new customers. That's the foundation of successful business building. It's quality that does it.

GET SAMPLES RIGHT AWAY

When you see the samples we'll get your stock order.

"McClary" on Goods is a Quality Name.

McClary's

McCLARY'S SHIP QUICK.

Toronto, Montreal, London, Vancouver, St. John, N.B.
Hamilton, Winnipeg, Calgary, Saskatoon

CAVERHILL, LEARMONT & CO.

MONTREAL

WHOLESALE HARDWARE & METAL MERCHANTS

RAILROAD AND MILL SUPPLIES

Builders' Hardware

Cutlery and Plated Ware

Tools of Every Description

Household Supplies

Bar Iron

High Speed, Carbon and Mild Steel

Tin, Black Sheet Iron, Galvanized Iron

Canada and Terne Plates

Glass and Putty

Grindstones, Harvest Tools

Shovels and Spades

Valves, Fittings and Pipe

ARMS AND AMMUNITION

H. Boker & Co.'s "Tree" Brand Cutlery

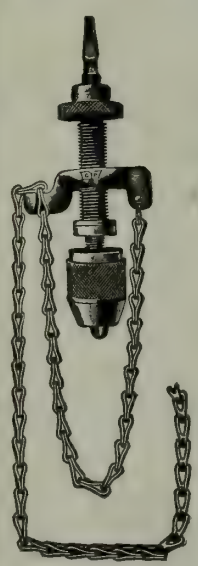
Is the Highest Quality Cutlery Made

"Tree" Brand Shears and Scissors are Guaranteed to Cut Clean from Heel to Point

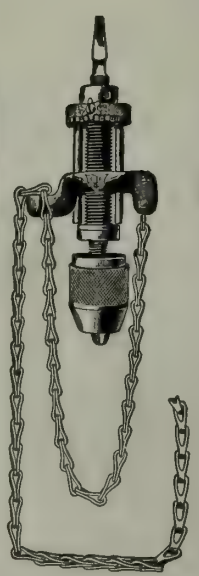


Ask your Jobber to show you the "Tree" Brand line of Shears and Scissors. They remain sharp longer than any other Shears or Scissors on the market.

For Sale by All Leading Wholesale Hardware Houses



No. 0316



No. 307

Goodell-Pratt's

CHAIN DRILLS

Have been used by discriminating mechanics for so many years that Your Stock is not complete without them.

Especially interesting are our two new Chain Drills with Patent Automatic Feed, Nos. 326 and 327.

Investigate

Goodell-Pratt Company

Toolsmiths

GREENFIELD, MASS., U.S.A.



No. 326



No. 316

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet Brand"

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

St. Nicholas Bldg. - Montreal

NOVA SCOTIA STEEL & COAL CO., Limited, NEW GLASGOW, N.S.

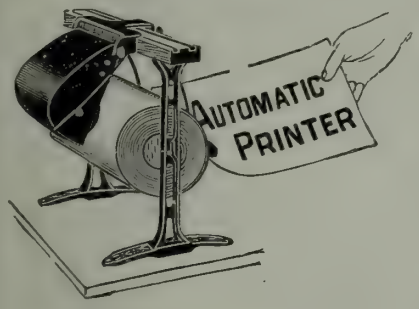
Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

MAKE YOUR PARCELS ADVERTISE YOU



You can make each parcel that goes out of your store advertise you. The advertisement will go into many houses where you could not otherwise get it and will identify your name with quality and satisfaction that the purchaser gets from your goods.

The Automatic Printing Device prints the advertisement on the wrapper by the action of unrolling the paper No extra work. No trouble.

Write for our Leaflet which describes the details and advantages of this valuable device and gives you prices.

UTILITIES LIMITED

73 Bank of Ottawa Bldg., - MONTREAL

Merchants and Salesmen!

Would you be willing to pay $2.00 to hear some of the leading authorities on salesmanship express their opinions on this all-important subject? In

BRAIN-POWER BUSINESS MANUAL

125 Presidents, Vice-Presidents, General Managers, Sales Managers and Star Result Getters, have contributed of their knowledge and experience on such phases of the subject as:—

The Selling Profession.
Education and Training.
Before the Interview.
Getting Interviews.
The Approach.
Selling Talk.
Answering Objections.
Selling Tactics.
Closing Sales.
Cash with Order.
Samples.
Getting the Price.
Credits and Terms.
Cancelled Orders.
Territory.
Long vs. Short Trips.
Finding New Customers.
Salesmen's Relation to House.
Salesmen and Advertising.
Expense Accounts.
Promotions.
Bribes.
Conduct Toward Customer.
Special Tactics.
Character and Conduct.

183 pages, 5¾ x 8¾ inches.

PRICE $2.00

TECHNICAL BOOKS.

143-149 University Ave.
TORONTO

W. 186 Waterproof Wrapping Papers

May SEEM unnecessary to the average merchant, but consider the reason why so many progressive concerns are discarding ordinary wrapping for one which will effectually prevent the rusting or tarnishing of metal goods.

It is just as economic inasmuch as one sheet is sufficient to wrap goods where two or three would be used of ordinary paper purely as a means of protection.

Suggest to your wholesaler that it will be found mutually advantageous to use,

W. 186 Waterproof Wrapping Papers

Further particulars and samples from our distributors.

The Dominion Paper Co.
Montreal, P.Q.

The Wilkinson-Appleyard Co.
Toronto, Ont.

The Schofield Paper Co.
St. John, N.B.

The Hudson Paper Company
Winnipeg, Man.

or direct from

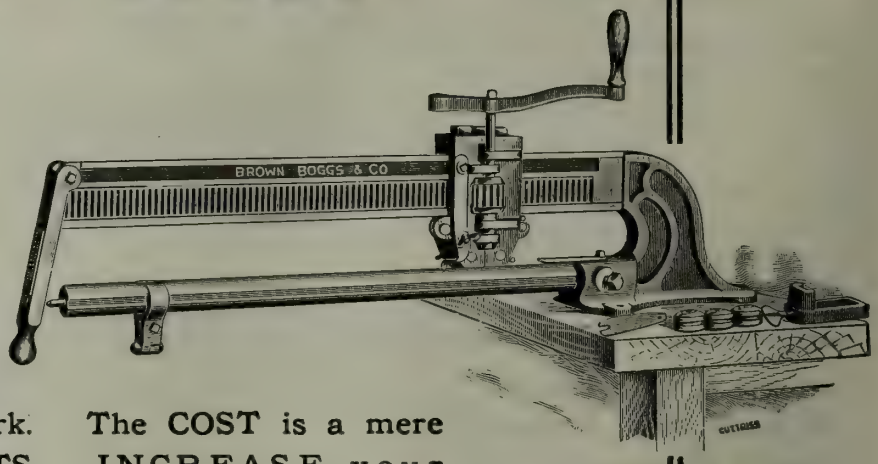
Edward Lloyd Limited

Eastern Townships Bank Building

MONTREAL

YOUR TIN SHOP

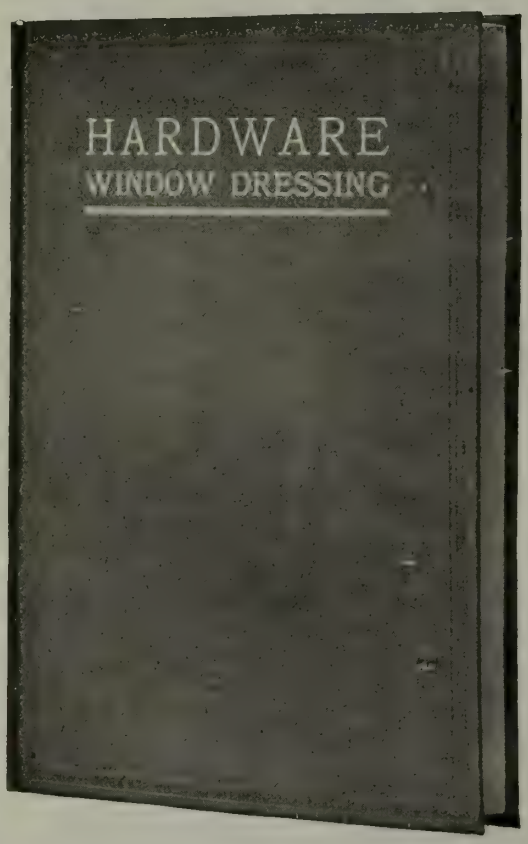
is not complete without a NOYES GROOVER. It will GROOVE the work and close the seam down in one operation. It is good for INSIDE or OUTSIDE seaming. The standard size has been 32 in. long. We are also making the "NOYES" for 36 in. work. The COST is a mere trifle compared with RESULTS. INCREASE your PROFITS by adding one of these machines to your equipment.



The Brown-Boggs Company, Limited

HAMILTON, CANADA

Tinsmiths' Tools, Presses, Dies, Sheet Metal Workers' Tools, Canning Machinery



You May Become a Practical Window Dresser for $2.50

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages **8x11 Inches** **300 Illustrations**

Price $2.50. (Payable in Advance)

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

A NEW
CORBIN "SILENT SALESMAN"

NO. 800 PADLOCK ASSORTMENT AND STOCK CABINET.



The cabinet is constructed of sheet metal which makes it light and durable. It is finished in green enamel with gold lettering, and has one each of twelve different styles of padlocks fastened on front for samples, which makes a very handsome display cabinet to stand on show case or counter.

Colored Illustrations with Selling Plan and Prices sent on Application.

CORBIN CABINET LOCK COMPANY DIVISION

The American Hardware Corporation

NEW BRITAIN, CONN., U.S.A.

New York Chicago Philadelphia

DOMINION
LESS PRICE---MORE FORCE
AMMUNITION

What you want, PRICE and QUALITY

We Have Both { Lowest Price / Highest Quality

You Save Money by Using Dominion Cartridges.
You Save Cartridges, Shooting Your Game with the Dominion Make.

DOMINION CARTRIDGE CO., LIMITED
MONTREAL, QUE.



Sure Fire
Accuracy
Penetration

The World's Record Holders

Remington-UMC .22 cal. cartridges have broken two records in two years.

The world's 100-shot gallery record, 2484 ex 2500, held by Arthur Hubalek was made with these hard hitting .22's.

These records alone are a guarantee of sales. Your customers want to break their records, too—they will demand the record breaking cartridges.

Remington-UMC .22's are made, too, with hollow point bullets. This increases their shocking and killing power.

Supplied in .22 short, .22 long or .22 long Rifle size in Black, smokeless and Lesmok powders.
Remington-UMC—the perfect shooting combination.

REMINGTON ARMS-UNION METALLIC CARTRIDGE CO. 299 Broadway, New York City

Practical Hints on Window Dressing

Window With Proper Background Has an Advantage—How Lack of Background Can be Overcome—Window Trimmers Should Keep Plenty of Fixtures on Hand—Pay Attention to Classification of Articles—Realism and Originality.

By Chas. Byford, Newmarket.

The ideas and problems of window dressing that present themselves to the trimmer are very numerous.

The construction of the window is an important matter to the trimmer. In my opinion the window that is cased in, but built in such a way that it can be easily removed, if necessary, has a decided advantage over the open one. Of course, it depends largely upon the articles to be displayed. But take for instance a cutlery or Xmas trim, and compare the one that is cased in with a good background, keeping the goods clean and the window glass clear in frosty weather with the one that is not cased in.

I think you will find the one cased in with a background centres the attraction of the onlookers to the articles shown, whereas with the open one the attention is distracted by reason of the view obtained of the interior of the store, especially at night, when the lights are on. Our windows are not cased in, but for Xmas trims I arrange a board background covered with cloth. For paint displays I use white cheesecloth, and so on, to suit the trim.

Making Fixtures.

Fixtures such as display boards and shelves can be easily made of different designs and sizes. It is a good idea to have a varied assortment of these boards on hand. They do not take long to make. If I have not a good variety, it is difficult sometimes to work the same ones into two different displays. I find that boxes about 20 inches by 16 inches and 6 inches deep are very useful for the floor, as they can be either laid flat or stood on end. Thus you can arrange steps to take off the flatness that sometimes presents itself in a cutlery or tool trim.

Classification of Goods.

Articles to be displayed should be classified separately in each trim, such as cutlery, tools, tinware, graniteware, stoves, etc. In showing tools, for instance, all sizes of, say, chisels or screwdrivers of one kind should be placed together, and in rotation, so that the onlooker can see that the store carries a full line of the articles shown.

Do not overcrowd a window, but at the same time, show a sufficient quantity, so that it will not look as though the stock is limited. It is important to impress on the public that there is a first class selection of everything in the store.

The writer of this article, Charles Byford, has been with G. A. Binns, of Newmarket, for some years, and has won a deserved reputation as a window dresser of much originality. He has won prizes at various times in the contests conducted by Hardware and Metal.

It is hoped to be able to present articles from other well-known window dressers from time to time in these columns. —Editor.

Price Tickets are Important.

Price tickets are an important factor in a window trim. If the goods are marked at the right price, the tickets cannot but help to bring more custom to the store. It is from the price ticket system that the benefits of window dressing are derived.

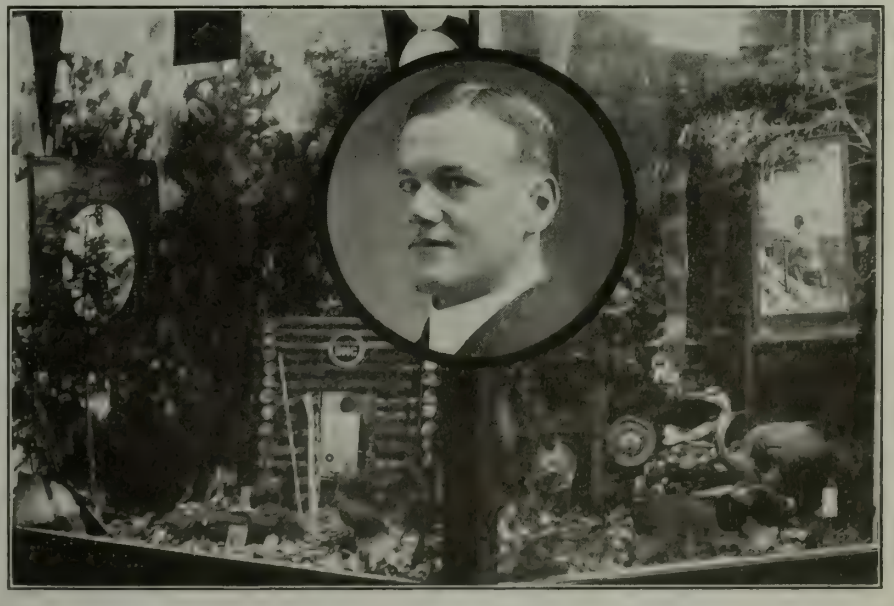
Sales are repeatedly traced by this means, for customers can readily see how much an article is. They more often buy when they know how much they have to pay. Otherwise they might not bother to ask, thinking it would be too much. When a customer enters and says "I want to look at those $2.50 carvers" (naming article in window), you know that the window display has been responsible for bringing the customer in.

Realism in Display.

I am a firm believer in realism in window displays—realism and originality. Have your windows different from the rest and possessing some quality which will not only draw people to look, but give them something to think and talk about.

Last fall, during fair week, I designed a hunting window. I made it as realistic as possible, believing that the people at the fair, who were out for a holiday, would be more apt to give attention to a display of that kind than to an arrangement of store goods, no matter how creditable it might be. When people are out for pleasure, the window dresser who desires to catch their attention must have something designed to give pleasure.

In the background I placed a log cabin, with the door open, so that one could see the table set within. There was a light inside, and at nights this was turned on. At one side—not very clearly shown in the photograph—was a rockery, made of large stones, and moss. A stream of water trickled over the rocks and ran in a direct course to the front of the window. The water was brought up from a water pipe at the rear, and its bed consisted of a half piece of conductor pipe, but none of these "inner works" appeared on the surface. The use of moss and leaves made the stream look quite rustic and



Hunting window display trimmed by Chas. Byford—A description is given in the article—Picture of Mr. Byford is inserted.

natural. Goldfish had been placed in the water to give a still further touch of nature. On all sides were stuffed animals—deer, bear, fawn, porcupine, grouse, raccoon, crane, wild duck and even a snake curling over the stones. The idea that the animals were attracted to the "watering place" was made quite apparent. A camp fire added the final realistic touch.

The results aimed at with this display were achieved. All who visited the fair came to see the display. It was talked about a great deal, and advertised the store far and near.

To Photograph a Trim.

I may say in conclusion that the best method I have found to take a photo of a window trim is to turn out all the lights in the store and have plenty of lights in the window and let the photographer expose it for 3 or 4 minutes. If there is a good background there will be no reflection.

English Manufacturers Touring Canada

Representatives of Prominent Old Country Firms are Making a Trip Through the Dominion to Study the Opportunities of Developing This Market for British Goods — Many Hardware Firms Represented—The Itinerary.

Sixty-five prepresentatives of English manufacturing houses are now in Canada, having come over to see the Dominion from coast to coast, on a tour organized by The Financial News, of London. Among the visitors are managing directors of gigantic concerns, members of boards of directors, engineering experts, and even head salesmen. The purpose of the expedition, while not definitely worded, is undoubtedly to see the opportunity which Canada offers for the marketing of more English goods. The trip may have a great influence on the hardware field, as many connected with the line are in the party. Among the hardware firms represented are:

Vickers, Ltd., Sheffield, Explosives.

Electric and Ordnance Accessories, Birmingham.

Osram Lamps, Ltd., London.

Robertson, Electric Lamps, Ltd.

Blundell, Spence & Co., Ltd., Hull, paints, colors, varnish, oil.

G. B. Kent & Sons, Ltd., London, brush manufacturers.

Broughton Copper Co., Ltd., Manchester, copper manufacturers.

E. & W. Lucas, Ltd., Sheffield, spades and implements.

G. W. Goodchild & Partner, London, edge tools, etc.

Armstrong, Stevens & Sons, Ltd., Birmingham, bolts, nuts, screws, forgings.

The itinerary arranged is very full, and since it will be of interest to many who wish to see some of the party, it may well be given here:

Leave Liverpool, Tuesday, May 31; arrive Quebec, Thursday, June 6; leave Quebec, Friday, June 7, 9 a.m.; arrive Amherst, Saturday, June 8, 4 a.m.; leave Amherst, Saturday, June 8, 7 a.m.; arrive Truro, Saturday, June 8, 9 a.m.; arrive Kentville, Sunday, June 9, 3 a.m.; leave Kentville, Sunday, June 9, midnight; arrive Halifax, Monday, June 10, 5 a.m.; leave Halifax, Monday, June 10, 7 p.m.; arrive Sydney, Tuesday, June 11, 7 a.m.; leave Sydney, Tuesday, June 11, 4 p.m.; arrive Moncton, Wednesday, June 12, 7 a.m.; leave Moncton Thursday, June 13, 7 a.m.; arrive St. John, Thursday, June 13, 10 a.m.; leave St. John, Thursday, June 13, 10 p.m.; arrive Fredericton, Friday, June 14, 2 a.m.; leave Fredericton, Friday, June 14, 5 p.m.; arrive Montreal, Saturday, June 15, 8 a.m.; leave Montreal, Sunday, June 16, 10 a.m.; arrive Ottawa, Sunday, June 16, 1 p.m.; leave Ottawa, Monday, June 17, 10 p.m.; arrive Toronto, Tuesday, June 18, 7 a.m.; leave Toronto, Wednesday, June 19, midnight; arrive Niagara, Thursday, June 20, 3 a.m.; leave Niagara, Thursday, June 20, noon; arrive Hamilton, Thursday, June 20, 2 p.m.; leave Hamilton, Thursday, June 20, midnight; arrive London, Friday, June 21, 4 a.m.; leave London, Friday, June 21, 2 p.m.; arrive Brantford, Friday, June 21, 4 p.m.; leave Brantford, Friday, June 21, 8 p.m.; arrive North Bay, Saturday, June 22, 6 a.m.; leave North Bay, Saturday, June 22, 6 a.m.; arrive Cobalt, Saturday, June 22, 10 a.m.; leave Cobalt, Saturday, June 22, 4 p.m.; arrive North Bay, Saturday, June 22, 8 p.m.; arrive Port Arthur, Sunday, June 23, 8 p.m.; leave Port Arthur, Monday, June 24, 7 p.m.; arrive Winnipeg, Tuesday, June 25, 9 a.m.; leave Winnipeg, Wednesday, June 26, 8 p.m.; arrive Saskatoon, Thursday, June 27, noon; leave Saskatoon, Thursday, June 27, 8 p.m.; arrive Edmonton, Friday, June 28, 8 a.m.; leave Edmonton, Friday, June 28, midnight; arrive Calgary, Saturday, June 29, 7 a.m.; leave Calgary, Saturday, June 29, 8 p.m.; arrive Banff, Saturday, June 29, 11 p.m.; leave Banff, Monday, July 1, 9 a.m.; arrive Glacier, Monday, July 1, 3 p.m.; leave Glacier Monday, July 1, 6 p.m.; arrive Vancouver, Tuesday, July 2, noon; leave Vancouver, Thursday, July 4, 10 a.m.; arrive Victoria, Thursday, July 4, 2.30 p.m.; leave Victoria, Saturday, July 6. 2.15 p.m.; arrive Vancouver, Saturday, July 6, 6.45 p.m.; leave Vancouver Saturday, July 6, 7.30 p.m.; arrive Laggan, Sunday, July 7, 10 p.m.; leave Laggan, Monday, July 8, midnight; arrive Calgary, Tuesday, July 9, 4 a.m.; leave Calgary, Tuesday, July 9, 11 p.m.; arrive Lethbridge, Wednesday, July 10, 5 a.m.; leave Lethbridge Wednesday, July 10, noon; arrive Medicine Hat, Wednesday, July 10, 3 p.m.; leave Medicine Hat, Wednesday, July 10, 10 p.m.; arrive Moose Jaw, Thursday, July 11, 7 a.m.; leave Moose Jaw Thurs., July 11, noon; arrive Regina, Thursday, July 11, 2 p.m.; leave Regina, Friday, July 12, 10 p.m.; arrive Brandon, Saturday, July 13, 7 a.m.; leave Brandon Saturday, July 13, 2 p.m.; arrive Winnipeg, Saturday, July 13, 6 p.m.; leave Winnipeg, Sunday, July 14, 11 p.m.; arrive Montreal, Tuesday, July 16, 11 p.m.; Montreal, Wednesday, July 17; Thursday, July 18; Friday, July 19, embark, 10 p.m.; sail from Montreal or Quebec, July 20; due Liverpool, July 27.



The following items were taken from the files of June 11, 1892:

"The Standard Oil Co., the largest trust in the United States—yet in healthy existence in a changed form merely, notwithstanding its nominal dissolution some time ago —is no doubt somewhere in the background of this movement to permit the importation of petroleum in bulk. Canadian consumers are naturally on the side of it, as it means cheaper oil to them."

(Editor's Note. — Trusts apparently have as many lives as cats. It is significant of the longevity and elusiveness of trusts that Standard Oil is to-day in exactly the same position as it was twenty years ago. Its dissolution has again been ordered.

* * *

"Wood, Vallance & Co., Hamilton, are going to erect a four-storey brick warehouse at the southeast corner of King William and Hughson streets."

(Editor's Note.—The same premises in enlarged form are occupied to-day by Wood, Vallance & Co.)

Hardware Store Publicity

Chapter 10.--- Change Copy Regularly

This chapter will deal with a phase of retail advertising which is old and yet ever new. It is old from the fact that in the past constant references have been made to the subject. It is new because new evidences of the practice concerned are coming to light daily.

Whenever you pick up a newspaper some advertisement strikes you with a sense of monotonous familiarity. "That ad. has been running so long that I'm sick of the sight of it," you say. "Can't that fellow get up anything new?" The continued repetition of the same copy or cut becomes tiresome to readers. They recognize it at a glance and studiously avoid it. If they give any thought whatever to the matter, it is to wonder if it is lack of ideas or negligence which causes this merchant to inflict his worn-out advertisement on them so often.

Again, in glancing through a newspaper the eye frequently encounters something which causes one to stop. "I must be mistaken," you think, believing that your eyes have deceived you. "I can't have read that." But yes, there it is, in bold type. It may be boiling hot outside but this is what stares at you from the page you are holding in front of you:

Skates! Skates! Skates!

Now that winter has come with its frost and snow, all young people will be needing a pair of skates. We have them of every size and price.

Also on sale — Buffalo robes, warm mittens, sleigh heaters, etc.

This is not such an exceptional case as it may seem. Pick up almost any country weekly and an equally ludicrous ad. will reward your search through its columns. The writer has some half dozen specimens in front of him now, all of which were clipped from newspapers within the last two or three weeks. One reads as follows:—

THE FALL IS STOVE TIME.

The winter will soon be here and you must buy that stove before the cold weather arrives. Don't delay. It may cost you dear.

The ———— heater is the best on the market—and so on.

Certainly no objection can be taken to the fact that the space is devoted to the subject of stoves, but the references to fall and winter let the cat out of the bag. It is quite apparent that the copy was prepared last fall. "What a careless fellow that hardwareman is," people in that locality will say. "If his methods are as bad in other ways, he certainly won't get my trade."

Another one refers to Christmas gifts. "Christmas is coming," it very truly but not exactly pertinently remarks. "Shopping done early is done well. Get down now and see about your holiday purchases."

A third goes with much detail into the question of sleighs and toboggans. A fourth deals with paint, asserting that "Winter will soon be over and you will want to usher in spring with a new coat of paint."

They all appear to have been pretty good ads. when they were first used. That much can be said for them.

Whether it is the negligence of the merchant which keeps these ads. running or whether they are "dead" and are "lifted" by the printer to fill in when he runs short of matter to fill up, it is impossible to determine. The fact remains that they appear and there can be no uncertainty as to the effect they produce. They serve as a black eye to the merchant in each case.

Change Copy Regularly.

One of the first essentials of successful retail advertising is to change the copy regularly. If it is necessary to use the same arguments and facts, tell them a little differently and rearrange the lay-out.

There are numerous reasons to impel this course. The first and foremost of course, is that best results can be obtained by that means only. Then the advertiser should consider that by regular changes of copy he gets the full worth of his space. Finally, if he desires to make his advertising effective, he must have his copy seasonable and that entails frequent changes.

It is particularly necessary for the hardwareman to keep his copy fresh. He has one hundred and one lines to sell and every article demands more or less attention from the advertising standpoint. No dealer has a more wide and varied stock than the hardwareman. He could run a different advertisement every day for a year and never mention the same article twice. If he allows an advertisement to run for an unduly long period, he focuses attention on certain articles at the expense of others. If, for instance, he were at the present time to devote his space for three weeks to lawn mowers, there would be sundry other lines which would suffer—garden tools, builders' hardware, screen doors, refrigerators, gas stoves, paint and so on. If he were to change the copy regularly, he could in the same space of time take up each one of these lines and the general volume of business would be improved accordingly.

Even firms who have one line only to sell find it incumbent on them to give variety to their publicity efforts. Look at the international advertising of the cereal food manufacturers. Each advertisement is different from the one that went before it. The same thought is suggested, the same arguments presented, but the whole ad is different. It attracts the reader from a new angle and he peruses it just as he did the preceding one.

If it is necessary to change so often where only one line is concerned, how much more necessary is it for the hardware dealer who has a whole storeful of goods clamoring for attention?

The Danger of Forgetfulness.

Most dealers realize the wisdom of frequent changes. They probably intend to look after the preparation of regular copy but they either forget or neglect the matter. It is not uncommon for them to leave it off until the last moment. If it happens to be busy just then, they dismiss the matter with the reflection: "I guess the old copy can run another day. It won't hurt me any." Perhaps not. But neither will it help him; and he is paying out good money on advertising so that it will help him.

The best way to correct this tendency is to plan your advertising ahead of time. Some prepare a series of ads. for each week, thus having the copy always well ahead of time. This insures best results in every way.



TURNING THE STOCK.

This question was taken up in Hardware and Metal in a recent issue. Some opinions received since will be of interest.

H. A. Bernier, Montreal, writes:—

"The question of how often a stock of hardware should be turned over, in my opinion, would depend on the class of goods sold and the profits derived from same. For instance, a stock of $10,000 turned three times would yield a gross profit of 20 per cent. As some lines are sold but three or four times and others as often as twelve times, I believe a retail store should have an average turnover of six times a year."

Thornton Bros., Bradford, write:—

"In our opinion a hardware stock should, at least, be turned over three or four times yearly, and a hardware stock which does not turn over this number of times is not paying."

HARDWARE AND METAL

(ESTABLISHED 1888.)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

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SUBSCRIPTION

Canada, $2; United States, $2.50; Great Britain and Colonies, 8s 6d; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

THE GLASS SITUATION.

The threatened revolution in Belgium is being watched with anxiety by all interested in the glass industry. Canada depends upon Belgium for a large percentage of her glass imports and anything which might interfere with shipments from that country would seriously affect conditions here.

The latest reports from that country are reassuring, but there is no certainty yet that the unrest has been quelled. There can be no doubt that, if the threatened upheaval results, the glass industry would be crippled for a time at least. Whether the manufacturers would be able to fill their contracts in the face of such a development would be problematical, although Canadian importers are inclined to think that their shipments for the summer at least would not be seriously interfered with.

It is reported that present stocks in this country are not large enough to bridge over any lengthy delay in shipments from Belgium, so that the situation there is fraught with grave possibilities. Importers and jobbers acknowledge that they are anxious, but they are inclined to look on the hopeful side.

MORE OF THE TRANSPORTATION TROUBLES.

With talk of scarcity in many manufactured products already being heard, it is not good to discover that the transportation difficulties are yet far from being relieved. Indeed, the manager of one enamelware concern lays the entire blame for the present shortage upon the carrying companies.

"There is no real shortage of enamelware yet," says this man. "The appearance of a shortage is given, that is, all buyers are not getting prompt delivery, not because we are not shipping the goods promptly, but because they are not being promptly delivered."

Instances a-plenty of slow shipment might be quoted. A shipment takes two weeks, exactly, to reach Montreal from London, Ontario. Goods loaded at Port Hope reach Ottawa 15 days later—the trip is actually one which would take a night. Goods were shipped to Montreal from Ottawa a fortnight ago. They have arrived, and upon inquiry, those to whom they were sent have found that it took the shipment three days instead of three hours to come from the Capital to the Royal City, and that it took seven days to get them from the Montreal freight yard to their destination in the city.

This transportation problem is one of moment. Conditions will undoubtedly become more grave before fall. What is to be done is a question which may not easily be answered, but it would appear that this is a question which might well be taken up at the various hardware conventions—a question which might be discussed by retailers and manufacturers together.

RECALL YOUR OWN NEWLY-WED DAYS.

Tact, someone has said, is the art of putting one's self quickly in another person's position.

This being so, salesmanship and tact are closely allied, for there is nothing like putting himself in his customer's position to enable a dealer to discover a real need and sell the goods to fill it.

It is well worth the dealer's while, at this time, to put himself in the position of the many who are starting housekeeping. He needn't go back in his mind to that day when he asked the old gentleman, and he said he could have the girl; but he must try to remember what was wanted when the honeymoon over, he and his bride returned to the house which was to become a home. If he remembers what had to be bought then, he will know what the newly-weds will need now; and by advertising these things, by displaying them, and by making sales of them he will draw the newly-wed trade—a trade which is perhaps the most valuable of any, for it represents not a single sale, but a series of sales throughout many coming years.

BE EARLY IN THE FIELD.

It is an old saying and a true one, that the early bird catches the worm. The first traveler around gets the order, all other things being equal. The first applicant to appear has the best chance of landing the vacant position. The dealer who first attracts the attention of the public to a certain line gets the cream of the trade.

It is a great advantage to be the first in the field. It is possible to become firmly intrenched before the opposition appears. The merchant who is sufficiently wide-awake to capture the early orders is generally able to retain the biggest share of the trade right through the season.

In some hardware lines, stoves particularly, it is absolutely necessary to get into the field early. The bulk of the trade centres in the fall, but the dealer who desires to make the most of it must begin his campaign early in the summer and maintain it steadily throughout. As pointed out elsewhere in this issue, the average person does not buy a stove on the spur of the moment. Considerable thought is given to the matter before the deal is closed. When a man intends to buy a stove in the fall he gives some attention to the subject of stoves for several months before that. While the dealer may not sell many stoves during the summer, he has a splendid opportunity to arouse interest among those who will be in the market for stoves in the fall; an opportunity which he cannot safely neglect.

It is wise to get into the field early; wiser still never to leave it.

PEARL-HANDLED GOODS ADVANCE.

Reference will be found elsewhere in this issue to the fact that cutlery with mother-o'-pearl handles has advanced in price. This is attributable to the rapidly increasing scarcity of pearl shell and a resultant increase in value.

Mother-o'-pearl has come into great favor of late years, and, as material for handles of all varieties of knives and carvers, is displacing ivory to a considerable extent. The demand among the rich and well-to-do classes in the United States for the most expensive things in every line has created a popular vogue of cutlery with pearl handles, heavily and richly mounted in silver. To satisfy this demand, American cutlers have been buying a large share of the mother-o'-pearl supply, and the price has gone up in consequence.

Manufacturers are reported to have been reluctant to put up the price of their ware. However, conditions have forced an advance and rumor has it that a still further increase may be expected before the end of the year.

POINTED EDITORIALS.

Paint window displays bring far reaching results.

* * *

You can usually tell a poor clerk—but you can't tell him much.

* * *

The early closing movement is gaining headway. Progress is slow, but sure.

* * *

The poet to the contrary, they will not serve many who only stand and wait.

* * *

What percentage of your earnings must be credited to the lower floor of your store?

* * *

White lead is one step nearer the dizzy level of 8 cents, predicted by some a few weeks ago.

* * *

Good tools are worth having. There's nothing that makes a man fly off the handle like a hammer head that does.

* * *

Would it not be possible to make the ground floor advertise the one above, without doing any harm to the lower?

* * *

The British manufacturers could not have struck Canada at a more propitious time. We are riding on the crest of a great wave of prosperity.

* * *

The dealer who does not turn his stock four times a year is not doing a profitable business; unless the reason for the slowness of his turnover is that he charges an unusually high rate of profit.

* * *

The hardwareman who is advertising the fact that "Christmas is coming" is stating an undoubted truth. But is it worth while paying advertising rates to announce the fact? Wouldn't it be better to give the public a few home truths about lawn mowers, tools, vacuum cleaners and paint?

* * *

Pearl-handled cutlery has advanced in price, the advance being due to the fact that demand has increased sufficiently to create a scarcity of material. People are clamoring for and paying for the very best nowadays. Even the prudent farmer, who was one time content with pewter, now pares apples with a pearl-handled fruit knife.

Spying Out the Land

A PARTY of English manufacturers are at present touring through Canada for the purpose of "sizing up" the possibilities of this market for British-made goods. The itinerary of the party will take them from coast to coast, and will give them an opportunity of visiting all the more important centres.

The object of this cross-continent jaunt is one in which all Canadians will heartily concur. Canadians have quite rightly felt that the British have not held a true conception of the importance of this country hitherto. While the old-time impression in John Bull's mind that "Our Lady of the Snows" was an icebound land of little commercial value and somewhat of a white elephant in other respects, has long since been dissipated; while it has gradually been brought home to the British people that Canada is a country of wonderful possibilities; the conception still held is inadequate and far from comprehensive. The truth of the matter is that one has to see Canada to appreciate the country. There are (who knows?) thousands of Canadians who have almost as befogged a conception of their own land as that held by people beyond the seas, never having strayed beyond their own section or county.

The British manufacturers will see a country in the throes of rapid expansion. They will stop at stations crowded with newly-arrived immigrants. They will see whole towns in course of construction and find the older-established centres actuated with an activity which might be termed feverish were it not that that term implies lack of permanence. Getting beyond the settled parts, they will find new railroad lines being energetically pushed ahead, and opening up vast new territories of great agricultural possibilities. They will see hardy pioneers breaking the land many miles north of what was once supposed to be the "ultima thule" of human habitation, where they will raise the very best grades of No. 1 hard.

The trip should rob the visitors of any doubts which they may have felt as to the importance and future of the Dominion of Canada. They will see such tangible proofs of the great potentialities of the land that it will be hard for them to retain a grain of skepticism. Faults they will doubtless find. Conditions far from perfect will manifest themselves. But conviction cannot help but grow in the tourist who sees Canada from coast to coast with an observant eye and an open mind.

That good will result from the tour is certain. British manufacturers, with some bright exceptions, have been either timid of or indifferent to the Canadian market in the past. They have not taken the active steps to cultivate the close acquaintance industrially which may be expected to result from the personal observations of the members of the party. That the manufacturers will carry home the belief that the Canadian field is worth aggressive exploitation is a safe assumption, and the industrial connection between Great Britain and this country in future seems equally assured.

It is interesting to note that many of the largest British manufacturers of hardware and kindred lines are represented in the party.

Sell only good goods to the newly-weds. Satisfied, their trade is secured for the coming years. Dissatisfied, they will avoid your store. The early purchases of the bride and bridegroom are their tests of the neighborhood's retailers.



One section of the Upstairs in Sumner Company's store. It will be seen that there are displays which will draw women especially to this upper storey.

Rapid Increase in the Number of Articles Which Must be Carried by the Up-to-date Hardware Man Makes the Utilization of the Upper Storeys Necessary—Many Dealers Are Afraid that Customers Would Not Go Upstairs—This Has Been Found the Case by Sumner Company, of Moncton—They Have Taken Steps to Attract Trade to the Upper Storey.

After all, large and small are really comparative terms. Have you ever noticed how huge is your conception of the yard in which you used to play as a little boy? It is a shock, after an absence of years, when you see this yard again. It appears so small. The yard, of course, has not changed in area—but then it was compared with small things—now it stands contrasted with lawns of real magnitude.

Much the same is true of stores. One may be large as compared with others, and yet it may be small for the trade carried on within it. So, even from a large store, there may be secured pointers for those who are doing business in really small buildings, as well as for those who are doing a big business in a place hardly large enough for this.

Space-Saving Devices.

The establishment of Sumner Company, Moncton, N.B., is far from small. It must indeed be ranked among the large hardware stores; and yet those most closely connected with it do not regard it as large. They feel the need of more room, as every healthy concern should. This need has caused the introduction of space-saving and space-utilizing schemes which will give useful hints to other dealers who are facing a like need of expansion—dealers who are doing business in stores of really small dimensions, and dealers who are carrying on their operations in what from the outside appear spacious quarters.

One floor stores are undoubtedly the cause of much crowding at the present time. There is a feeling that people will not go upstairs to buy, and that, therefore, samples of everything, or of practically everything, must be kept on the ground floor.

Earning Powers of Ground Floor.

Even department stores, which shoot many storeys into the air, have some such idea as have the "Ground Floor Dealers." The department store managers, as most people know, charge their department managers so much rent for the space they occupy, and deduct that amount before they credit the department with any earnings. Upon the departments which have ground floor space they put a high rent—three or four times as much as is charged the departments which do business in the upper storeys. They regard the earning power of the ground floor as three times that of the upper storeys.

Undoubtedly there is good ground for such a belief. Past earnings have shown the ground floor to be of the greatest value. It would seem that it always will be, yet this is no reason why the ground floor should be the only one used. Suppose the lower storey is worth three times as much as the upper, from a money-making standpoint, why should the upper storey be neglected? If, for instance, $60,000 worth of business could be done on the ground floor, it would seem foolish to throw away $20,000 worth on the second storey just because a $60,000 turnover could not be secured there, too.

Danger of Confusion.

Moreover, where only one floor is used the natural desire is to get something of everything on that floor. The result is often a jumble, which may mean that less business will actually be done than would be done were fewer goods better shown.

Many dealers who have avoided the use of their upper flats are shortly going to take to these. They must. The hardware business to-day is not what it was a few years ago. Alf. Outram, of Port Hope, was saying a little time ago that while he used to carry something like 5,000 lines—counting everything—he must now have 23,000 lines in his store. There is a general broadening. Specialties have to be handled. There are more classes of the one article than there used to be, and they all take room. Even if only samples are shown—which is not wise with every class of goods, since it prevents an effective display—a great deal of space is needed.

People Will Go Upstairs.

No, the upper flats must be utilized; and, fortunately, this necessity need not be regarded with too great trepidation. It has been shown that people will go upstairs—not perhaps half those who enter the store, but still many will go to the second storey, and those who do take the trouble are the select buyers. A man's business does not so much depend upon the number of people who come to his store, as upon the class of people. It is buyers, not persons, who are wanted, and it is the buyers who go upstairs—the people who are interested in some special line which they know they will find up there.

Here though is the vital point. It is necessary to let the people downstairs

know what there is upstairs. Only thus will many be induced to make the trip.

It is this necessity which has been born in mind by Sumner and Company. It is here that this firm has a hint to offer many other dealers. This is not the only suggestion, but it is one which will appeal to many, and which will enhance the value of many a store.

Believers in Signs.

There is no elaborate scheme adopted in this Moncton establishment. Just a straight-forward business method of securing attention. As will be seen in one of the accompanying illustrations, there is a large sign placed upon a pillar, right near the main entrance. All who enter must see this, and upon the sign is this wording:

STOVES
Kitchen Furnishings
Tin Ware
Enamel Ware
UP STAIRS.

Elsewhere there is a notice stating that fine china may be had upstairs, and near the stairway—which is well situated—is another sign much like that near the main entrance, setting forth some of the lines which are to be seen upstairs.

It will be noticed that some of the articles sold on the upper storey are those which are in daily demand. Tin ware, enamel ware, kitchen furnishings—these are regularly sought by women customers, who thus get the habit of going to the second story, and who thereby become acquainted with the fine china, the brass goods and the other lines to be secured there.

Whether these goods would sell better were they shown downstairs, can not, of course, be definitely stated. There is a chance that they would—were they given the same space. But the sales upstairs have been exceedingly satisfactory. Fred W. Sumner, the President, is quite certain that the upstairs department has brought good returns. He would like to show everything downstairs, but that is simply out of the question. There are too many lines. Mr. Sumner is quite convinced that it is better to have a good display downstairs and upstairs, than to have a confused display on the ground floor—a veritable Irish stew display—and nothing at all on the second storey.

Apart from the use made of the second storey, and from the means taken to draw the serious buyers to that storey, the store of Sumner Company has a message for the progressive dealers.

The illustration of a part of the ground floor shows not only some fine displays of tools, of silverware and cutlery; it not only gives a hint of the carefully arranged paint department, and the well sampled builders' hardware, but it also indicates the use which is made of Manufacturers' Posters. These are displayed near the articles to which they refer—not in such great quantities that they give a confused appearance to the store, but in a way which hitches the article there displayed to all the advertising which the manufacturers have done. People coming to the store and reading those signs know that the articles being sold them are good articles—articles of which they have read, and for which they have felt a need. These signs make them more ready to buy.

In the illustration showing a part of the store's upper storey the devices used to display a wide stock without confusion are apparent. China and cut-glass has a place upon the shelves, and upon specially made stands near the store front. Chafing dishes, brass ware and copper ware, too, have tables and stands to themselves, and the kitchen goods are so arranged that a woman looking for a special article is almost certain to see something else for which she will feel a need.

Some of the modes of display used here might be out of the question in certain stores. That is not of vital importance, for from these very methods—impossible as they may be for his establishment—the enthusiastic dealer may secure hints.

But all may well consider the methods adopted by Sumner Company for drawing attention to the goods displayed upstairs. There are many one-storey hardware stores to-day, but their day is passing. Upper storeys will be opened more and more, and the question of drawing the people to these will be one of great moment.



View of Sumner Company's store near the main entrance. Note the sign telling of the goods to be found Upstairs. The use made of Manufacturers Posters is also shown here.

Handling the Builders' Hardware Trade

The Importance of This Department of the Store — People are Now Demanding a Higher Quality of Hardware — Salesmen Should Give the Subject Close Study — The Use of Estimate Sheets in Figuring Contracts — Losses Avoided in That Way — Value of Display.

The high cost of living, or the cost of high living—whichever it may be—has wrought radical changes in many lines. People have come to think there are things they cannot do without which formerly they regretfully left to the rich, who could afford them. This is true of all things—food, clothing, recreations, homes. The very best of everything is now demanded.

This has had a marked effect on the sale of builders' hardware. It is now accepted as a foregone conclusion that the new home must have the very latest "finishings" in the shape of door knobs, lock sets and push buttons. People who once thought a porcelain knob plenty good enough, now insist on a Renaissance or Gothic finish. Even the citizen who builds his modest home on the time plan does not believe in scrimping when it comes to the hardware.

It goes without saying that builders' hardware is decidedly one of the most important departments of the hardware store. The dealer should give considerable attention to this department, particularly at this time of the year, when building operations are pretty well under way. From now on there will be a steady call for builders' hardware.

Make Study of Subject.

The subject has widened appreciably of late years. The modern house is not fitted out with hardware in a haphazard manner. The door fixtures must be strictly in accordance with the general plan of the house. For instance, if the plan of architecture partakes of the ornate French style of the eighteenth century, Louis XIV. hardware is in order. If the house is of the Colonial style, there are types of hardware which will "match." It would not do to put hardware designed to match architecture of the Elizabethan era into a typical dwelling of the 1912 model.

The study of hardware has, therefore, become more complex. A higher order of salesmanship is called for. It is a wise plan for the dealer either to acquire a pretty extensive knowledge of the subject himself or to have at least one member of his staff thoroughly conversant with everything pertaining to it. All members of the staff must, of course, be sufficiently versed to sell the stock intelligently, but at least one member should be in a position to give what might be termed "expert advice" to customers in the matter of house fittings. The average person has little knowledge of the various styles and needs the guidance of someone who does.

The salesman, who thoroughly understands his work, will ask his customer first what size the house is, how it is built and how laid out. He will then be in a postion to make suggestions. "A bronze finish will tone in well," he remarks. "I would recommend it to you ahead of the lighter finishes for this house." He is able to explain why the bronze finish is best, and this convinces his customer. The house, when fitted up, looks better than it would had the purchaser been allowed to make his own selection. Satisfaction is ensured in that way.

To know when to recommend plain and when ornate styles, when to push the very best quality goods and the latest specialties, calls for a knowledge of hardware requirements which can only be acquired by the closest observation.

On the Ground.

It is quite as important to be "on the ground." Builders' hardware trade does not always come to the dealer. The dealer must, therefore, go out after the trade. In a great many cases, the selection of the hardware is left with the builder or the architect and, being busy men, they are likely to place the order with the first dealer they get in touch with, quality and prices being right. This is the custom, because owners are in the habit of leaving everything of a detail nature to the architect.

However, the interest of owners can be aroused to such an extent that in every case they will elect to personally select the hardware. The method for the dealer to pursue in arousing this interest is to make a personal call on the owner, taking along samples or a catalogue. He may find that the owner has stipulated for the best, but has not expressed any preference as to style or pattern. The man who is building a house can always be interested in anything pertaining thereto, and the dealer will not find any difficulty in getting his attention riveted to the builders' hardware. The owner will soon decide what he likes best, and will instruct the architect or builder as to his wishes. Naturally, the dealer gets the order.

This will work out in practically all cases where the order has not already been placed. It pays, of course, to call on the architect and builders also; but, in the opinion of the writer, to call on the owners is to get sure results.

Watch Building Work.

In order to get on the ground early, the hardwareman should keep closely in touch with real estate and building news. This can be done in numerous ways. Some dealers carefully clip out all references to building operations from the local newspapers and follow up the information contained therein, carefully filing the clippings. Others depend on the building permits, but this method is not to be entirely depended upon. Many permits are not filed at the city hall until after the building is almost compelted.

The plan followed by a Northwestern Ontario dealer in this connection is worth recounting. One of his staff makes a regular patrol of the place. As soon as an excavation is begun, he makes it his business to find out what is to be built, together with the names of the owner, architect and builder. Calls are then made on all the interested parties and orders solicited for builders' hardware and other lines as well—tar paper, roofing, paint, etc. This system gives the dealer an opportunity to figure on practically every building erected.

Outside Salesmanship.

The "outside salesmanship" idea is found particularly effective in pushing the sale of builders' supplies. Some dealers—their number is becoming smaller all the time—do not believe in canvassing outside the store for trade. With some it is prejudice, with others just indifference. The objections which they urge do not hold good, however, when builders' hardware is in question, for it has been proven beyond all cavil that canvassing not only results in bigger sales, but improves the quality of the demand. A personal talk very often brings the owner to purchase a good quality of hardware, where otherwise an order for cheap goods would have gone through.

Dealers in all parts of the country are now adopting the canvassing idea, and

the writer has yet to meet one who has not found it profitable.

Have Estimate Sheets.

Figuring on contract work requires close attention. The "ready reckoner" is a fairly common type—the man who makes a cursory explanation of a building and gives a figure on the spot. This practice is dangerous. The ready reckoner is almost certain to forget an item or two and he thus figures short on the total.

The best method is to have estimate and contract sheets to fill out. The dealer enters on a sheet every article which he will have to supply, and marks the cost price down. He then knows how much it is going to cost him, and can fix his price accordingly.

A good form for a contract sheet is as follows:

At the top have blanks for filling in the date, owner's name, location of building, contractor's name and address and the name of architects. Have the space ruled off into seven sections. In the first section put the location of the door, window or room where each article on the list is to go. Second, comes the quantity; third, the article; fourth, the finish; fifth, the cost; sixth, the selling price, and seventh space is reserved for remarks, with reference to the various items. An entry would read thus: Hall to parlor—1 set D. S. locks, O. B., 6964—$4.10—$5.10—1¾-inch door.

Each room and door would be taken up in turn, and every lock, push button, floor hinge, door check, push plate, mortise bolt, transom lift, sash lock and lift would be accounted for. Nothing would be forgotten and the dealer would be certain that he was going to make a profit.

Keep on File.

These sheets serve another purpose. They should be prepared in duplicate, and copies kept on file for future reference. In figuring on other contracts, the dealer will find it very handy to be able to refer back to the sheets he has on file. Not only will he be able to check over his list of articles, but price comparisons will also be found valuable. Mistakes will often be avoided in that way.

The sheets can also be used to good purpose in checking over deliveries.

The Margin of Profit.

In figuring a contract price, many dealers are too prone to consider the margin above the cost price of their goods as profit. For instance, of goods are sold for $40, which cost the dealer $30, he considers that he has made $10 profit on an investment of $30, or 33 1-3 per cent. This is, of course, erroneous. Overhead expenses must be taken into account here as in all other departments. If it costs a dealer 20 per cent. to carry on business, he must clear that margin on his selling price before he begins to realize and profit. Furthermore, the profit and cost of doing business should be reckoned on the selling price, and not on the cost price. To illustrate, suppose that in the case cited above the dealer's overhead expenses total 20 per cent. of the yearly turnover. If he sells for $40 goods which cost him $30, he has cleared 5 per cent. net profit. Figure it out for yourself.

Featuring the Stock.

Another important consideration is the proper display of builder's hardware lines. In the larger stores, a builder's hardware showroom is generally mentioned where it is possible to show each separate article as it would appear when installed. This system has a great advantage, as it enables the salesman to give his customers a practical demonstration. In the smaller stores, this cannot very well be done, but every effort should be made to keep the stock where it will show to best possible advantage.

The importance of window displays should not be lost sight of. Very effective window trims can be arranged with the use of the lines which come under the head of builders' hardware. People will show an immediate interest in a display of this nature, particularly those who are either engaged in or contemplating home building.

The writer ran across a window of this description recently which struck him as being particularly good. A varied assortment of lock sets, push plates, door clucks, etc., were shown in the window against a white background. At the back was a picture of a pretty suburban home. Attached to each article was a narrow strip of crepe paper drawn back to this picture. Over all was a large sign with the words: "The finishing touch to your home."

The dealer who designed this window assured the writer that he had traced direct results to it. People had entered the store and discussed builders' hardware with him as a result of studying the display, and in several of the cases he had supplied them with good sized bills of goods.

An Advance in Pearl Handled Goods

Scarcity of Raw Pearl Has Resulted in Putting Prices Up—Another Advance is Predicted Before the End of the Year—The Cutlery Situation in England is Marked by Labor Unrest.

The price of pearl-handled goods has materially advanced. This is not only due to the fact that the demand for pearl-handled cutlery has increased enormously of late years, but also to the fact that the prices for pearl shells have been coutinually advancing, and at sales in London, on March 12 and again on May 14 of this year, further advances took place.

Pearl handles have to a great extent taken the place of ivory, and have come into such general favor that a scarcity of the raw pearl has developed. The cutlerers report the difficulty they are having in getting supplies, is growing all the time. It has now developed to such a stage that it is affecting the price of the finished article.

The fact that labor is higher may have had some effect, but this is not regarded as one of the real contributing causes by those who are closely in touch with the situation.

Thomas B. Lee, hardware wholesaler, Toronto, states that the present situation can be traced directly to the growing shortage of raw material.

Further Advances.

Pearl cutters report and expect further advances before the end of the year, and in view of same, are declining to entertain contracts for more handles than their present stock of shells will cut or furnish.

The Cutlery Situation.

Reports from England are to the effect that there is a great deal of unrest again in the cutlery industry. For years wages were pretty low, and a large number of the experienced men went out of the business, seeking employment in other lines where the remuneration would be larger. The result has been a scarcity of skilled men. The scarcity is stated to be pronouced at the present time.

The men are now taking advantage of the fact that skilled help is hard to secure to press for higher wages. Advances have been made, but there is an agitation at present for another advance.

The labor unrest may not affect the cutlery situation, but handlers of cutlery in this country are watching the situation with considerable interest.

Leonard Mould has completed a four weeks' trip through the Maritime Provinces in the interests of the Glidden Varnish Co.

Complete Course of Sheet Metal Work

By L. W. KOSER

Prob. 16, plate 20, illustrates a proposition in geometry which comes very handy to the sheet metal draftsman.

This problem shows us how to draw an arc or curve through three given points or places, no matter where these points may be.

In Fig. 1, Prob. 16, ABC represents three given points, and we wish to draw an arc which will pass through each one of these.

For convenience we have shown these points equal distance from each other and in line, but the problem would be the same, if, for instance, A was close to B or C, or in any position whatever, for as previously explained the position of the points makes no difference whatever.

What we want to find is the centre for drawing the curve to pass through these three points.

In Fig. 2, ABC represent the three points.

Set the point of the compass at A, and with a radius equal to about ¾ of the distance between A and B, describe the arc 1-2, then with B as centre and the same radius, describe the arc 3-4, cutting 1-2, also describe 5-6, then with C as centre, describe the arc 7-8, cutting 5-6.

Through the intersections of the arcs draw straight lines, as NM, and where they meet, as the point O, will be the centre desired.

It will now be seen that the point O is equal distance from A, B and C. Therefore, if we set the point of the compass at O, and the lead at either A, B or C, and swing an arc, it must necessarily pass through these three points.

Get thoroughly familiar with this problem, as it is used in the next several succeeding examples.

In Prob. 17 we give a practical application of Prob. 16 in developing the lip for a tin measure.

First draw an elevation of the measure, as shown by Fig. 1.

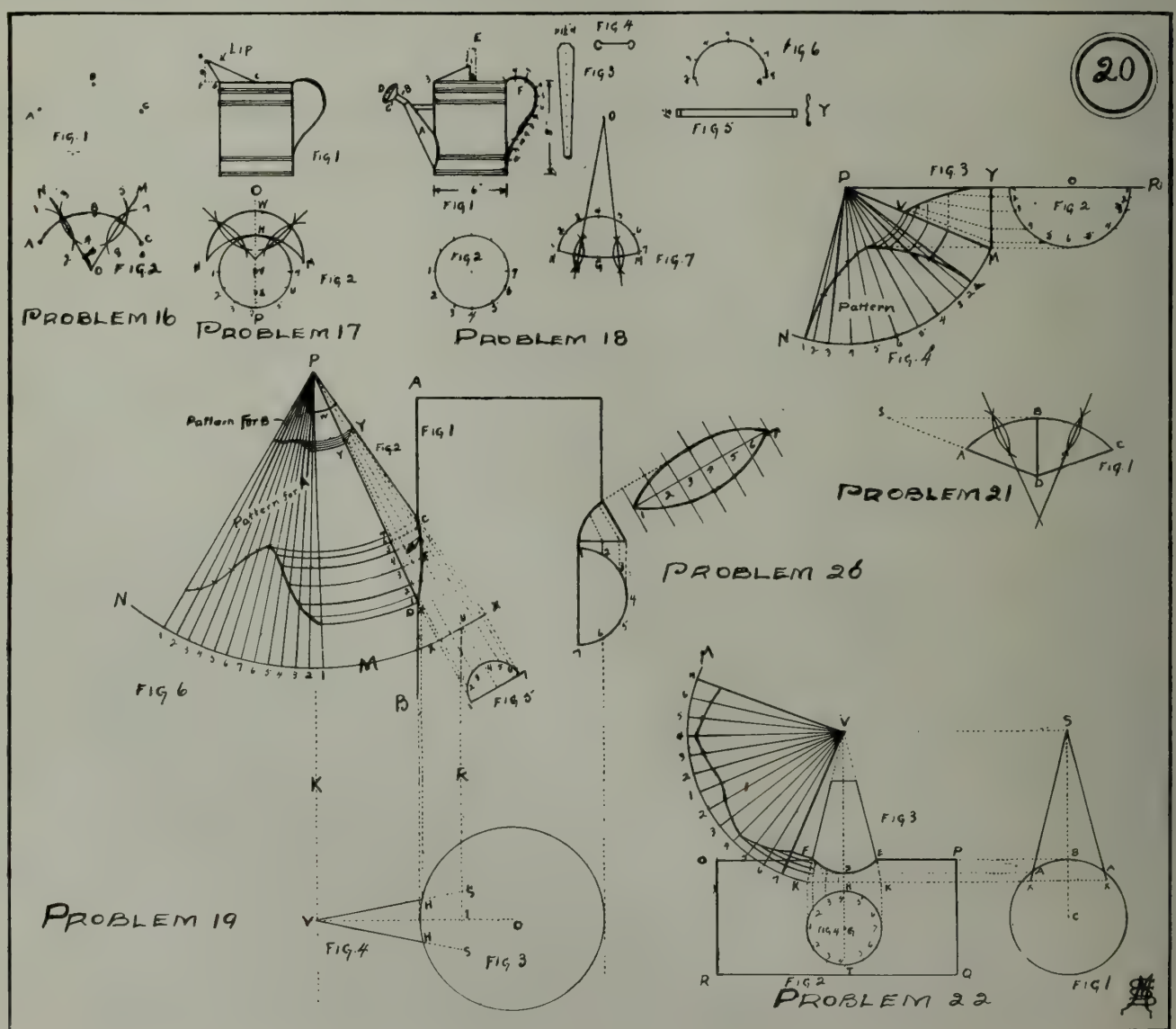
Extend the top line, as shown by the dotted line Rb.

Then drop a line from the point a, as shown by a r; this is to get the height of the point "a" above the top of the can.

Next draw a vertical line as O P, and at any place on this line as "v" draw a circle the size of the can, and divide ½ of it off into equal spaces.

Set one point of the dividers at "a" and the other point at "r," and with the dividers thus set, transfer this space to the line O P, as shown by V X.

Set the point of the compass at X and the lead at the top of the circle at H, and describe the arc N M.



Lay off on N M the stretchout of one-half of the can.

Then set one point of the dividers at "a" and the other at "b" and transfer this space to the line O P, as shown by W H.

Then N, W, M, are the three points through which it is desired to draw an arc.

Apply the rule set forth for Prob. 16, and the pattern will be developed. Allow for flanges and burr.

In Prob. 18, Fig. 1 is a watering can, in which 1, 2, 3, represents the brest; A, B, C, D the different parts of the spout, E the top handle, and F the side handle.

To get the handle F, divide it into equal spaces and lay out a stretchout of same, make it the desired width at top and bottom. Notch the corners for turning around the wire, form to shape similar to Fig. 4, put in wire and rivet and solder to can.

To get the top handle E, draw a profile of same similar to Fig. 6, and lay out the stretchout as Fig. 5, form to shape similar to Y and Fig. 6, and solder to can. On large cans it is well to allow a flange to come down on sides of can for riveting.

To get the brest 1, 2, 3, set the point of the compass at 1, and the lead at 3, Fig. 1, and with any convenient point as centre, as G., Fig. 7, describe the arc NM. Lay off the stretchout of one-half of the can, as 1 to 7.

Then N, G, M represents the three points through which it is desired to draw an arc.

Find the centre O, as described for Prob. 15, and with O as centre, describe the arc NGM. Allow for flanges.

A REMARKABLE REVIVAL.

The American Metal Market says editorially:

Yesterday under the heading of "Our Curious Revival in Business," we discussed some of the features that seem to us to justify our calling the present revival in business in the United States a curious one. We dealt yesterday with metals. When we turn to the iron and steel situation we find a condition which it is no exaggeration to call remarkable. After an enormous business done, there is no appearance of letting up, no indication that the orders placed have not been for actual legitimate requirements, in fact, there is every cause to believe that if there is a falling off in new business, it is simply because the mills cannot take on any more orders for the deliveries required.

The situation of the U. S. Steel Corporation is illuminative, and we think conclusive, as the following which we believe to be actual facts, shows:

With nearly 6,000,000 tons of unfilled orders on their books, with their shipments for May the largest of any month in the history of the corporation there is in spite of this every reason to predict an increase in their unfilled orders for May of over 100,000 tons. If the present rate of the production of the corporation is continued, it would indicate their ingot production for 1912 may reach 17,000,000 tons, as compared with 12,753,370 tons in 1911, and 14,179,369 tons in 1910. The Gary mills are sold up for 10 months, and what most intimately interests the metal trade, their tin plate mills sold up for seven months. There will be no midsummer closing this year. This state of things has been the result of heavy and extensive buying by the railroads, and the necessities of the country generally. It has undoubtedly been fostered by the low prices at which the material was obtainable, but at the same time it represents a legitimate demand. There has been no speculation in the recent iron and steel movement. It is estimated that there are unfilled orders on the books for 100,000 cars, and negotiations for some 32,000 pending. We are informed every shipbuilding plant with the exception of one or two are unable to enter further orders, and it is well known the activity that exists in structural material.

NO MERGER OF SOIL PIPE INTERESTS.

Montreal, June 6.—A report has gained circulation to the effect that a merger of the soil pipe interests is to take place. This, it is learned, is incorrect. That such a thing has been talked of is not denied, but the six large concerns which were spoken of do not favor the proposal. "There has been talk," remarked one closely connected with the soil pipe industry. "There has been plenty of talk, but it has been on the part of a promotor. I do not hesitate to say that there will not be a merger."

Manufacturers are so busy trying to meet the exceptional demand which has arisen for soil pipe that they are not taking any great interest in anything outside. Certainly the merger proposal seems to have found little favor in their sight. As far as production goes it is learned that the pipe is being sold as fast as it can be made.

"We hope," stated the manager of a local concern, "that orders will ease off in a month or so, and that we will be able to get a little reserve supply with which to meet the heavy demand of the fall. If there is not this July quiet season I don't know what we will do. We are away behind now. To-day I have received seven telegrams like this," and the speaker handed over a yellow bit of paper bearing this message: "Out of 4-inch pipe. When are you going to ship?"

Hardware Letter Box

Stove Repairs.

P. McL. Cummings, Cobden, Ont.—"Can you tell me where I can procure repairs for the Bismark Stove No. 9--25, made by Chown & Cunningham?"

Communicate with M. A. Caswell, 380 Queen Street East, Toronto; Jas. Moir, 221 Queen Street West, Toronto.—Ed.

Annealed Wire.

Wells & Emmerson, Port Arthur, Ont.—"Who are the manufacturers of annealed wire in Canada?"

Laidlaw, Bale Tie Co., Hamilton; Steel Company of Canada, Ltd., Hamilton; Jas. Pender Mfg. Co., St. John, N. B.

TO HOLD DEMONSTRATION.

New Liskeard.—A demonstration of stain and varnish will be held in the store of Magladery Bros. on June 10, 11 and 12.

APPLY FOR CHARTER.

Application for incorporation has been made to Fredericton, N.B., by the following: J. L. McAvity, F. J. G. Knowlton, J. B. McLean, George and Thomas McAvity, to carry on a business in St. John under the firm name of McLean, Holt & Co., Ltd., with a capital stock of $150,000.

THE SUMMER TRADE.

Ottawa, Ont. — Under the heading, "Get Ready for the Hot Summer Days," J. P. and F. W. Esmonde are advertising a list of summer hardware lines, including lawn seats, verandah chairs, croquet sets, window screens, hose reels, screen doors, refrigerators, etc.

Grates.

The Ohio Foundry and Manufacturing Co., Steubenville, Ohio, have issued their fortieth catalogue, devoted to all varieties of grates. It contains 111 large-sized pages, and shows an almost endless variety of grates, andirons, fire sets, dampers and ash dumps. The grates shown are of every style, from tile to the gas log variety. Portable grates are also shown.

Lesson 16--Course in Card Writing

Deals With the Slant Lettering as Executed With the Square-Pointed Pen—A Speedily Made Letter, Used for Price Tickets and Show Cards and Readers.

By J. C. Edwards, Copyright, Canada, 1911.

AS with other slanting or italic letters, the slanting pen lettering is much more speedily made than the straight. This brings it in for a big share of use among cardwriters of today. For small, neat cards or price tickets this style of lettering is unequalled and is very effective and not altogether inornate when the eccentric lines are worked in nicely.

Eccentricities Not Necessary, But—

In glancing down the plate you will notice that a few of the letters are exaggerated to very good effect. Letters such as A, B, D, E, L, etc., may be made plain or as shown in the plate which, when nicely executed, add greatly to the relief of a card. Letters such as A, V and Y may also be given an eccentric or irregular touch without detracting from the legibility of the inscription. The right hand stroke of any one may be given a graceful, sweeping curve over the top of the rest of the word.

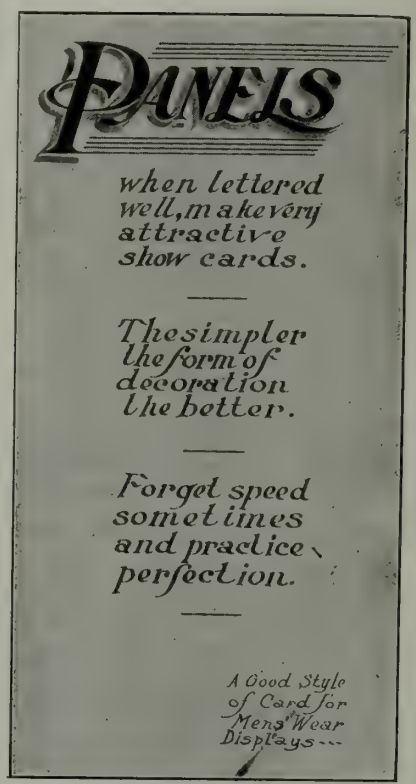
Similar to Brush Script.

The style of the short pen work is not unlike brush script in general lines, but varies some in details and the letters must never be connected as the script is, but a nice, uniform letter kept at all times, with the letters always on the same slant. Some practice will be required to get the letters to slant the same. Letters such as A, W, X, Y and V, that already having slanting strokes are the most difficult to get right; however, if you follow the plate and practice them there should be no difficulty.

The Panel a Pen Card.

A favorite card with stores of the better class is the long panel, and being long and narrow it is adapted to pen-lettering more than brush work. Pen lettering is neater than that made by a brush of a similar width.

The panel, when well lettered and an illuminated capital or a fancy corner piece used, makes an effective sign and



Panel card demonstrating the paragraph idea in show cards.

is much more refined in appearance than the larger card with heavy black face lettering. This card is particularly adapted for use in men's wear displays.

The panel as shown here shows the adaptation of the first word heading, i. e., the first word forms the heading and reads right on without breaking. The paragraphed idea is also used in this card as it is recommended for use in all kinds of advertising. Each paragraph should contain a well defined thought, so that if only one is read it will convery a meaning and not depend on the others. People will read a series of short, crisp paragraphs and get the whole story in a nutshell, whereas, if the same matter were written in solid, the tendency is for them to overlook it. For instance, the statement, "the simpler the form of decoration the better." You at once get the meaning and it is simply this, the use of elaborately decorated cards is not convincing, for the mind is taken from the wording and centred on the decorative parts, which should be avoided.

Forget speed sometimes and practice perfection. The great tendency to-day is to try to get the speed before the real formation of the letters is mastered. This leads to the indifferent appearance of cards so often seen in our stores—it promotes carelessness.

The Landscape Card.

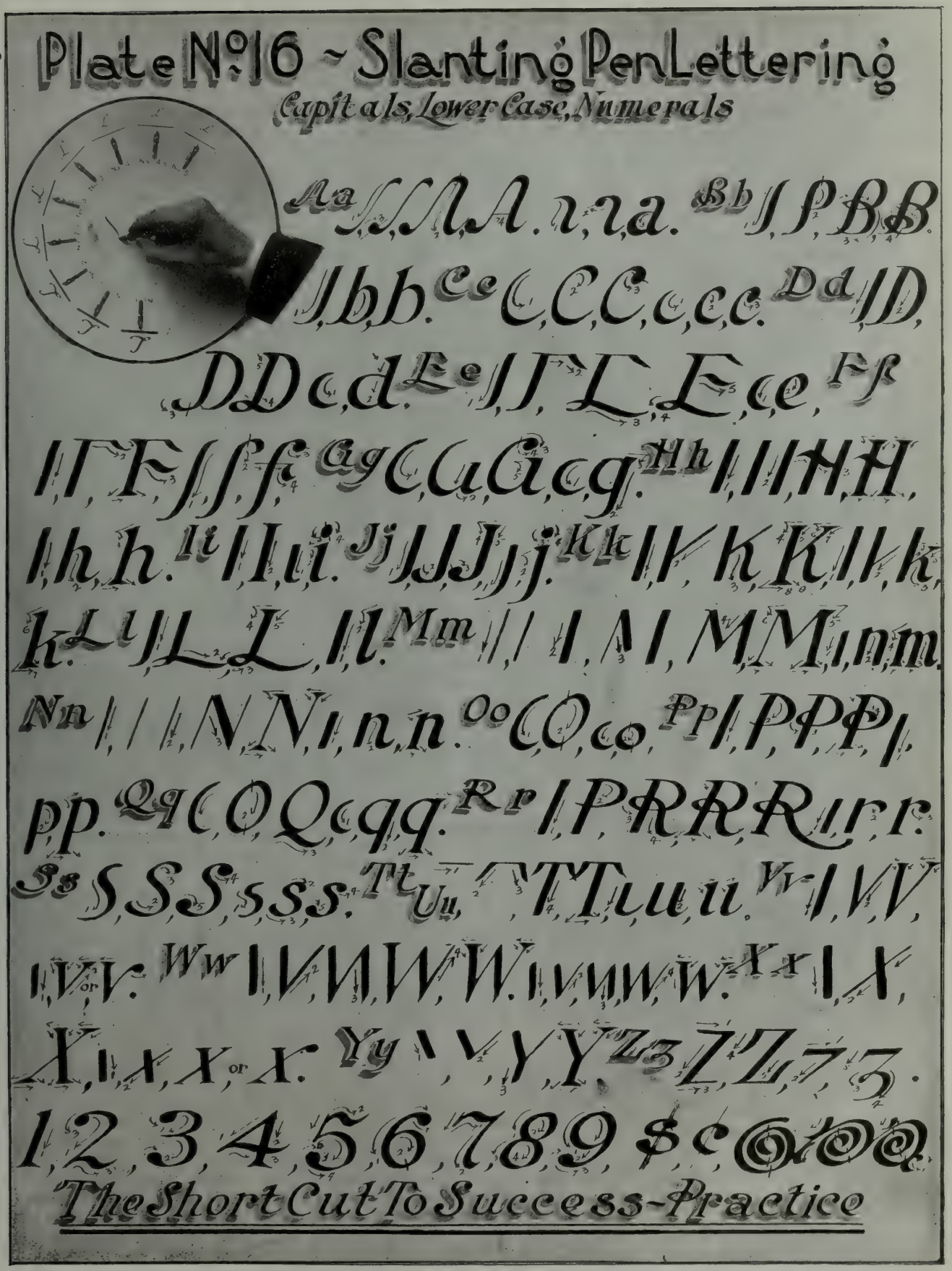
An effective style of window card is the landscape panel. This is cut in a length about 18 inches and not more than 8 or 9 inches wide. It must be lettered small and in the centre, leaving a good white margin around. This card shows a sample of refined price-quoting.

The heading and price stand out strong while the descriptive reader points out the style features. The landscape card must be placed on the floor of the window resting against a hidden

(Continued on page 42.)



Landscape card illustrating the combination of brush and slant pen lettering.



This plate describes the various strokes used in the formation of the popular slanting pen lettering.

Progressive Hardware Retailing

Selling Cherry Pitters to Grocers — A Method of Introducing and Advertising the Line — Dealers are Now Featuring Wire Strongly — Other Notes.

MAINLY ABOUT WIRE.

The trade is now heavy in all classes of wire and dealers are featuring it strongly.

J. R. Barnes, of Mannville, Alta., announces the fact that he has purchased 250,000 pounds of barb wire, and that a consignment of 50,000 pounds has been received. In order to make a low price on this wire, he has decided to sell on the strictly cash basis. Booking orders by mail must be accompanied by a 10 per cent. cash deposit. Mr. Barnes is advertising the following guarantee:

"A guarantee is given that each spool will run 80 rods or over; that the material is of the highest tensile strength; that it is better annealed and galvanized than any wire ever offered in this section. All users of fencing are earnestly requested to compare the above wire side by side with others, and thus will conclude that 'Whilst the price is low, the quality is high.'"

A. E. Code, of Morris, Man., is also devoting considerable advertising space to wire fencing. A two-column ad. the full length of the page makes a forceful pronouncement on this subject.

The Taber Hardware Co., Taber, Alta., are featuring poultry netting. They present a strong argument in their advertising.

"One or two generations ago most farm animals roamed at large, but we have gradually found that this did not pay.

"The barn yard fowls have been the last to feel the effects of business methods on the farm, but at last they have to get in their place (in the poultry yard) and stay there.

"The farmer who reads the magazines knows that to-day many a chicken farm of a few acres pays a bigger profit than a big farm did a few years ago. Every farmer keeps chickens because it pays, and it will pay lots better and the farm will look better if they are kept in the poultry yard.

EARLY CLOSING MOVEMENT.

St. John, N.B.—The movement for the weekly half-holiday and early closing hours in Fredericton and St. John respectively is on the increase, and added support is being given with each succeeding year. Not only are the clerks in the hardware stores and many other establishments seeking shorter hours during the summer months, but the merchants themselves are in favor of the scheme to quite an extent. In Fredericton an association has been formed among the clerks for the purpose of mutual advancement and protection, and several dealers have joined with them in the petition they have circulated to have Thursday a half-holiday during the summer months. There is reason to believe that they will be successful in this idea.

The association spoken of among the clerks in Fredericton has elected officers as follows:—Honorary President, J. J. McCaffrey; President, N. Dougherty; Vice-President, Alex. Staples; Secretary, W. L. Jennings; Treasurer, Walter Burden. Other clerks who co-operated in having a petition for the half-holiday put into circulation and carried were as follows:—F. P. Hatt, Arthur Crowley, Arthur Porter, Bedford Green, and James McMasters.

SELL CHERRY PITTERS.

There is a splendid opportunity for retail merchants to profit by selling to one another. If a dealer in one line sits down and studies out the needs of dealers in other lines of trade he soon finds out that there are many articles he could sell them with mutual advantage to both.

For instance, grocers are anxious to accommodate their customers in every way, and some do this by loaning cherry pitters during the cherry season. What one grocer does, all may do. If the hardwareman were to call up each grocer in town and suggest it, he would probably sell a cherry pitter to each one of them.

The grocer would benefit from this arrangement. At a small outlay, he would procure the means of obliging his customers by the loan of the machine.

From the standpoint of the hardwareman, it may seem at first glance that the benefits he would derive would be of a doubtful nature. Would it not be better to sell direct to the public, some may suggest. Having the grocers loaning machines would result in spoiling sales, it may be contended.

The advantage of the method suggested consists in the fact that the grocers would thus become active advertisers of the cherry pitter. It is a comparatively unknown utensil. Although it has been on the market some years, the number of housewives who have abandoned the old way of pitting cherries by hand is quite small, relatively speaking. People are slow to adopt new ideas. After securing the loan of a pitter from the grocer, however, no housewife would ever go back to the old method. They would see at once that the pitter saved them a tremendous amount of labor and would want the use of the machine again. The grocer could loan his machine to a limited number only, and the rest would perforce go to the hardware store to buy machines of their own.

All that is needed to make a sure sale is to have the housewife use the machine once. After that, she would not be without it. But where the initial use is dependent on the outlay of money, many women would never make the test. By the method suggested, they are only too willing to give the machine a trial, and the desire to own one follows as a natural result.

LESSON XVI.—SHOW CARD WRITING.

(Concluded from page 40)

support, or held on a low easel stand to give the best effect.

Little or no decoration is necessary in a neat, well written show card. One thing that should be avoided is the combination of slanting heading, slanting reader and slanting price.

If the heading is lettered with a straight style, as the accompanying landscape card, the price, if any, should be the same, but the reader can stand to be written in the slant style.

Good Pen Practice.

A practice which is beneficial to the beginner is the series of scrolls as shown in the lower right hand corner of the plate (No. 16). Hold the pen firmly, but not cramped, and try a right to left motion, giving quick, sure strokes. Then try the reverse and you will find that it will instil confidence in yourself. Note the position of the pen in the hand as illustrated in the corner of the plate. Use Letterine slightly reduced with water if too thick to work freely.

For further information re pens, inks, etc., write the Editor, The Canadian Grocer, 140 University avenue, Toronto.

Current News of Hardware Trade

J. K. Knaus Dies.

Beausejour, Man.—The death occurred here of J. K. Knaus, tinsmith.

Store Completed.

Cupar, Sask. — The new hardware store of Pechet & Baratz is completed. The work of stocking has begun.

Appointed Agents.

The Smith Hardware Company, of Montreal, has recently been appointed Canadian agents for the Vandoren Manufacturing Company, toolsmiths, of Chicago.

Building New Factory.

St. John, N. B.—The T. S. Sims Brush and Broom Manufacturers, are building a large new factory here. This will cost $350,000. The large building which Sims now occupy has been purchased by Ganong Bros., of St. Stephen.

To Build Warehouse.

Saskatoon, Sask. — It is announced that the Dominion Fence Company will erect a large warehouse on Block 9, plan GF, in this city. The building will cost approximately $25,000, and the plans are such as to render possible the erection of additional wings when required.

Rolling Mills Fire.

Montreal.—Fire broke out in the engine room of the Peck Rolling Mills on Wednesday morning, and before the flames were extinguished damage to the extent of $15,000 was done. A number of men are out of employment for the time, but the harm done will not necessitate a long period of inactivity.

Trophy Displayed.

St. John, N.B.—The store of T. McAvity & Sons, in King Street, St. John, was the source of much attention during this week, when there was displayed a handsome silver trophy donated by the firm to the Power Boat Club for competition in racing events. The cup was placed on exhibition and attracted considerable interest. It was one of the most beautiful ever presented to a club in this city. The cup stands about twenty inches in height, on an ebony base, and is of a graceful and appealing design, being surmounted with a complete model of a speedy-looking motor launch in silver.

New Warehouse.

Saskatoon, Sask.—J. S. McDiarmid, of the Winnipeg Paint and Glass Co., has been in the city for the past few days with respect to the opening up by his firm of a new distributing warehouse in Saskatoon. Yesterday a permit was taken out by Mr. McDiarmid for a two-storey metal-clad warehouse.

On English Trip.

F. J. Cragg, of Cragg Bros. & Co., hardware merchants of Halifax, is in England on a trip of six weeks' duration. In the course of an interview with The Ironmonger, Mr. Cragg describes the business outlook in Nova Scotia as excellent. He states that in some lines of hardware, British manufacturers have been gaining ground of late years, but that in others the bulk of the imports are from Germany and the United States.

Fire Losses.

Quebec, Que.—Joseph Dion & Co., hardware dealers, have experienced a fire loss.

Thetford Mines.—The hardware store of L. J. Demers was visited by fire, some damage being done.

Wainwright, Alta.—Washburn and Mills' hardware store suffered some damage as a result of the disastrous fire which destroyed a number of buildings in the business section.

New Retail Firms.

Winnipeg.—Stoney Bros. have started in the plumbing business here.

Norwood Grove, Man.—A hardware store has been opened here by J. E. Smythe.

Goodlands, Man.—A branch store has been started here by George R. McLean, hardware dealer of Waskada.

Odessa, Sask.—A hardware and implement business has been started here by Edwards and King.

Cardston, Alta.—A hardware store has been opened here by Cahoon Bros.

Business Changes.

Alton, Ont.—Henry McClenan, hardware dealer, has sold his business to James B. Smith.

North Edmonton.—Wilson & Co. have succeeded How Bros. in the hardware and furniture line.

Tofield, Alta.—Hall & Kennedy, hardware dealers, have sold to Geo. B Brace.

Kamloops, B. C.—Frank Rushton, hardware dealer, announces his intention of retiring from business. He will sell out his entire stock.

New Liskeard.—Edward & Bevins are starting in the implement business here.

Dauphin, Man.—S. Cohen, dealer in hardware, has sold out to the Dauphin Hardware Co.

Miami, Man.—The firm of Lawrence & Campbell, hardware dealers, have dissolved, and William H. Campbell will continue the business.

Blair Lake, Sask.—R. W. Pozer and Joseph B. Clearihue have bought the hardware business of Milton Stephens.

Vibank, Sask.—Huch and Leboldus have taken over the hardware and implement business of Edwards and King.

Keeler, Sask.—The firm of Fumerton & Hetherington, hardware dealers, have dissolved partnership. A. W. Fumerton will continue the business.

Coutts, Alta.—H. Tennant, hardware dealer, is discontinuing business.

Personal Notes.

H. B. Dale, New Liskeard, who has been representing Lewis Bros., Montreal, in Northern Ontario since 1908, has severed his connection with this firm and will start at once with S. F. Bowser & Co., Toronto. Mr. Dale's territory will be Western Ontario, with headquarters at London.

S. A. Youngberger, of Marcelin, a former hardwareman of Earl Grey, Sask., is in that place on a business trip.

L. R. Rettie has joined the sales force of Lewis Bros., Montreal, and will look after the province of New Brunswick, having his headquarters in Moncton. Mr. Rettie is well known in the hardware trade, having been with S. Hayward, Ltd., of St. John, and also with Emerson & Fisher.

REDUCE CEMENT PRICE.

Montreal.—Following a similar reduction made about six months ago ten cents per barrel has been struck off the price of cement by the Canada Cement Company. The new rate applies only west of the Great Lakes. Since November, therefore, the reduction west of Port Arthur has been 20 cents, and east of Port Arthur, 10 cents.

SUPPLYING PANEL CASES.

The Glidden Varnish Co., Toronto, are supplying architects with a panel case, 17 inches long by 5 inches wide, containing 30 small panels of wood of various kinds, showing their complete line of colors in Endurance Stains and finished with their varnish.

TO MAKE BRUSHES.

The Western Canada Brush Manufacturing Co., Moose Jaw, have been incorporated.

Weekly Market Report --- Metals

METAL NOTES.

Lead is very scarce.

Tin has dropped in price.

Copper is reported to be on the verge of another advance.

Business in all metal lines is extremely brisk at present.

MONTREAL.

Montreal, June 6.—If things continue as at present people will shortly be expressing exceptional value by declaring that a thing is "worth its weight in lead." The metal is in great demand here at the present time. It is not that orders are larger than usual, although they undoutbedly are heavy, but the supply is well nigh exhausted. As a matter of fact, lead can hardly be secured. It is not a case of paying the price for the metal, but of getting it at any price.

Tin is another feature of interest this week. Late last week it dropped, and this week the toboggan-like action has continued. There seems to be no steadying influence on the primary market, and the price has dropped in all some £15.

Market Very Uncertain.

Montreal handlers, in common with practically all others, bought when tin was much higher than at present. They are, therefore, hoping for an advance, which will enable them to clear themselves. There does not seem to be much doubt that this advance will come, although the market is more uncertain right now than at any time for the past few years.

Copper, by reason of its continued rise in price, demands attention. There is no telling what heights this metal will reach.

Lead.—There is practically a famine here, since the dockers strike in London has materially interfered with shipments. Indeed, there will be no June shipments at all, which means that lead will not reach Canada in anything like sufficient quantities until August. Some now on the way will meet the needs of certain manufacturers, but it will not provide the handlers with any metal to offer for sale. At present the handlers are scraping together lead a ton at a time. It is remelted lead, too.

Copper Still Going Up.

Spelter.—There is any amount of this metal to be had now. Shipments which were delayed in March and April arrived all at once, and the supply is, therefore, plentiful.

Tin.—The syndicate, which formerly controlled this market, seems to be allowing others to direct its course. So there has been a remarkable up and down movement. It is certain that the demand for tin is great, yet in the past few days the price has fallen steadily. That this decline will continue is not expected, but tin at present is an uncertain commodity.

Copper.—Upward ever upward is the course here. The demand is great, and the rise, apparently, is directly attributable to this. It was expected that an advance, both in the ingot metal and in the bars and rods would be made here this week, but the handlers have decided to hold out for a time longer. They have stated, however, that the advance is coming, and since the English market keeps rising it is reasonable to suppose that the higher level will be struck by the local handlers within the next few days. This seems a good time to buy copper—at least for those who do not want a great quantity. Some large buyers are purchasing sparingly, hoping to get a lower price later on, but there seems some doubt if they will get what they are looking for.

Iron Pipe to Advance.

Iron.—Stocks are in fairly good shape. The docker strike does not influence this market, since shipping is done from the North of England. Iron is high, however, and some products—notably iron pipe—are to be advanced shortly.

TORONTO.

Toronto, June 6.—The metal market is featured chiefly at the present time by a scarcity of lead. It is hard to obtain and the prospects seem to point to it becoming more so before the season is out. Other metals are none too plentiful in view of the steady demand which keeps up.

The consumption is very heavy here. All metals are in firm demand. Iron and steel are needed for the vast development in structural and railway work, and there is a correspondingly heavy demand for copper, tin and lead. That this state of activity will be maintained right through seems assured.

Tin Going Down.

Tin.—At last the upward trend in tin has been checked; temporarily, perhaps, but checked nevertheless. On the London market, sharp declines have occurred during the past ten days. This is not due to any real weakness in the metal, however, but entirely to manipulation. It is not thought that the weakness will be felt long. Locally it is fully expected that the former high level will be regained very shorty.

Copper May Advance.

Copper.—Rumors are heard that copper may advance again. The heavy consumption, here as elsewhere, lends substance to this report. Certainly the demand for copper is very heavy, and it shows every sign of remaining so. There have been changes on the primary markets in an upward direction. In commenting on this the Metal Market says: "The same old story is given out after each successive advance in the market, namely, that the supplies are inadequate and are likely to continue inadequate for many months to come. Each advance seems to make buyers more anxious than ever to get under cover and from all accounts a huge business has been done since the market crossed 16½c."

Lead Very Scarce.

Lead.—There is a great scarcity in lead, due primarily to the dockers' strike in the old country. It is feared that the scarcity may become more pronounced as the season advances.

In the meantime there is a big demand locally.

Spelter.—The spelter situation is unchanged. There is an active demand. There seems to be a close relation between supply and demand, thus keeping the spot market pretty well bared of surplus stocks.

Plates and Sheets.—There is a heavy demand for plates and sheets. Stocks are reported to be fairly satisfactory as to size.

WINNIPEG.

Winnipeg, June 3.—The only change of importance this week is an advance in copper rivets and bars, following a generally strong tone in the copper market.

There has been a fair business in corrugated iron and galvanized sheets, which latter should improve as the building season advances. The demand for iron piping for well casing is quite up to the average, as is the trade in galvanized and lead pipe.

The feature of the season has, however, been so far the very marked movement of structural steel, both for steel frame and reinforced concrete buildings. There is a good demand for metallic ceiling, which is evidently growing in favor. There is, however, a strong feeling against metallic sheetings of all kinds in the city fire department.

Weekly Market Report --- Hardware

The hardware market shows an extremely active tone, but difficulty is being experienced in making shipments. Dealers, as a result, are complaining of slow deliveries.

Some price changes have been noted. Bright steel butts and pearl-handled cutlery have advanced and a decline is noted in Portland cement.

MONTREAL.

Montreal, June 6.—The continuance of the warm weather is doing much for the trade in hardware lines. It is enabling buildings to be hurried to completion. Already builders' hardware is being needed, and the signs that much more will be wanted before many months, are so plain that dealers in all parts of the country are ordering to make sure that they will have the stock when the stock is needed.

For spring and summer lines the demand is, of course, the keenest just now. These days are driving people out of doors. They are getting their gardens in shape, and they are buying freely the tools which enable them to do this. Even for garden seed there is a demand, many hardwaremen now carrying this line, upon the ground that when they supply the tools they might just as well supply also the seed for which the tools prepare the way.

A Strange Situation.

Household Goods.—The call here is improving, and it was good a week ago. The kitchen showers being given for the bride are creating some demand for graniteware and similar lines. New homes being established mean a still greater demand. A number of supplementary orders being received show that the retail sales have been all that could be wished.

Builders' Hardware.—The position is strange. Copper and brass have advanced again. Copper and brass are used largely in making builders' hardware, yet the price of this has not advanced. Competition with the United States is still given as the cause of the low prices. If the ingot metal continues to advance, however, the price of builders' hardware may rise in the United States, despite the quietness caused by the coming elections. If so, prices here will assuredly advance.

The demand for builders' hardware has been remarkably large. It seems this is to be a record year.

Seasonable Goods.—Hose, sprinklers, lawn rollers, lawn mowers—these and similar lines have been sent post-haste from the jobbing houses this week. The warm weather is putting the lawns in shape. Lawn mowers, rollers, trimming shears and implements of that style are therefore wanted immediately. The demand upon the retailers must have been large, for their supplementary orders are crowding the jobbers already.

For such garden and verandah furniture as hammocks and rustic chairs there is also a great demand, and screen doors are being sold largely. The day of the tormenting and disease-spreading fly is at hand, and people are only too ready to take such steps as will safeguard them against these pests.

A Shortage of Cement.

Cement.—Complaints of a scarcity are already being heard. The grumblings come from the West, where the call is already exceptionally large. Car shortage is, of course, the cause given for the insufficiency of the supply—an insufficiency which is not serious as yet, but which threatens to cause a good deal of anxiety later on.

The drop in price of 10c a barrel, which has just been announced to come into effect on all cement sold west of Port Arthur, is causing general satisfaction to those living west of Port Arthur.

TORONTO.

Toronto, June 6.—Business is brisk in all lines. The jobbers state that the volume of trade is now so heavy that they have all they can handle, in view of the bad transportation facilities.

It appears that the railroads have caught up to some extent with incoming shipments, but they are farther behind than ever with the outgoing. The result is that dealers are not getting their supplies on time, and the jobbers are receiving a storm of complaints. The congestion is reported to be bad in Ontario. It is quite clearly the fault of the railroads, but the jobbers are bearing the brunt of the complaints.

Quite a few changes in price have been noted this week, none, however, of any great size or significance.

Seasonable Goods.—There is still a good demand for warm weather goods, although most dealers are now pretty well stocked up in these lines. Garden tools, lawn mowers, awnings, window netting, verandah shades, etc., are selling steadily, although most orders are now of the sorting variety.

Household Goods.—The demand for refrigerators is certainly breaking all records. The refrigerator, once a luxury, has become a necessity. The result is the unprecedented demand now experienced. It is noteworthy that the better grades are now in demand, and the tendency to buy porcelain-lined refrigerators is marked. Other household lines, such as ice cream freezers, cherry pitters, meat cutters, etc., are in steady demand.

An Advance Made.

Cutlery.—An advance has been declared in pearl-handled cutlery, further reference to which will be found in another column. The advance is over 10 per cent. in some lines.

Steel Butts Advance.

Builders' Hardware. — The demand for builders' hardware of all varieties is growing larger every day. The list on bright steel butts has been slightly advanced as follows:—

No. 840: 1½ in., .67; 1¾ in., .75; 2 in., .81; 2¼ in., .92; 2½ in., 1.07; 3 in., 1.30. Nos. 800 and 838: 1 in., .32; 1¼ in., .37; 1½ in., .48; 1¾ in., .59; 2 in., .67; 2¼ in., .76; 2½ in., .81; 2¾ in., .95; 3 in., 1.07; 3½ in., 1.49; 4 in., 2.12. The discount remains the same.

Cement has been reduced in price, as noted elsewhere.

WINNIPEG.

Winnipeg, June 3.—Wholesale houses continue to ship briskly to country points, and the city demand is quite up to expectations, and notably heavier than last year. Salesmen are already securing heavy orders for fall shipment, and the extremely optimistic nature of crop reports is stimulating business in a marked degree.

Summer sporting goods, camp supplies and garden tools have been moving very freely, and there is prospect of much profitable trade in these lines for some two or three weeks yet.

In building materials, there has been a very active season. Building permits issued already are near the $8,000,000 mark, and it is predicted that the total for the year will exceed $20,000,000. This activity is noticable in all the West and indicates confidence on the part of investors in the future of the prairie provinces.

Prices generally are firm, the only change to be noted is an advance in copper goods, which has been foreshadowed for some time.

Country retailers are now doing heavy business in barb wire, but the rush season in handling it has hardly yet commenced.

Stoves, Furnaces and Accessories

Never Withdraw From the Field

The Retail Dealer Cannot Afford to Drop Stoves for Any Length of Time—Persistent Attention to This Department Through the Summer Will Bring Results in the Fall — The Bearing of the Mail Order House on the Situation.

It's a common plea with the defeated baseball team: "If we had only started that batting rally an innings sooner we'd have won sure." The student who has failed by a few marks bewails the fact that he did not start in to do real work a week earlier. The defeated candidate believes that he would have headed the polls if he had only got his canvass started earlier.

It is the same with everything. The man who is late in the field stands little chance with the opponent who begins his campaign bright and early. He may make a great effort, but he is always just a little behind at the finish. The handicap of a late start is indeed hard to overcome.

Coming to the point, the dealer who wants to work up a brisk stove trade must get into the field early. The great bulk of the business in stoves comes in the fall, of course, but the dealer cannot afford to wait until the fall before starting his campaign.

A Matter of Time.

A stove transaction in the majority of cases is slow in maturing. People do not hurry off to the hardware store just as soon as they begin to realize that they need a new stove, the way they do with other purchases. They give the matter plenty of thought. The purchase of a stove involves a neat sum of money, and has a pretty direct bearing on the future comfort of the family. People realize when they go to buy a stove that they cannot afford to make a mistake.

It generally happens that quite a time elapses after a family decide to buy a stove until the deal is actually closed. It is, in fact, a common occurrence for a family to decide about the end of the winter that they will require a new range or heater the next winter, but to delay purchasing until the fall. Note what happens in a case of this kind.

There are two stove dealers in the place. One handles a good line of stoves, but does not believe in advertising to any extent. He does do a little stove advertising, it is true, but during the rush season in the fall only. The same rule applies to his methods in other respects. He does not sell many stoves after the spring trade is over, and it appears to him to be the height of folly to bother about stoves until the fall trade starts.

The other dealer handles a good line of stoves, also, and he believes in letting the public know all about that line. He advertises more or less the whole year around, and keeps the stock pretty well to the front, whether he is selling many or not.

Mr. Brown decides in spring that he will invest in a new stove in the fall. At intervals during the summer he sees an advertisement in the paper which reminds him that Smith & Co, are handling the best make of stoves on the market. Robinson, the rival dealer, is never heard from. If he enters Brown's store he sees a line of well kept stoves, which bear out by their appearance the claims of the advertisements. If he goes into Robinson's, he sees a few dusty specimens partly visible behind an array of screen doors and a covering of enamelware, buckets, etc. The same thing continues right up to the time that Brown decides to see about that stove. It is not hard to guess which dealer he seeks out first.

Stay in the Field.

The moral of it is that the dealer must not only be early in the field; he must stay in the field the whole year around.

"I don't sell more than half a dozen stoves during the whole summer, so I cannot afford to pay much attention to them," is the complaint voiced by many dealers.

They are showing a woeful lack of foresight. They have lost track of the fact that the early fall will bring a rush of orders and that the fall trade can be secured by earnest and persistent work IN ADVANCE. A steady campaign through the summer may not bring a great amount of immediate business, but the results will be noticed when the fall trade begins. It will be found to have had a direct educative value. "I do not expect direct results from every ad. I insert," explains one dealer. "One ad. may not convince a person that they should come to me for stoves, but a series of advertisements will. I've made sales in October which could be credited to the advertising which I began in May."

There is another consideration which must not be lost sight of. The mail order house does not cease its efforts during the slack seasons. The catalogue has as much to say about stoves during the summer as at any other time of year. If the dealer does not follow the same course, he voluntarily leaves the catalogue house in full possession of the field. It has several months in which to circulate the idea that to buy stoves away from home is the cheapest method. When the fall season arrives, the effect of this will be felt.

Big Demand for Water Heaters

Dealers Report Ready Sales of These Comfort-Bringing Contrivances—But Intelligent Salesmanship is Needed to Secure the Best Results—Many are Willing to Pay a Good Price for a Good Article—A Striking Phrase Used.

"A Hot Bath in Seven Minutes for Two Cents."

Such is the sign which a Montreal dealer, who has been pushing water heaters, put upon one of the models which he was displaying in his window. An attractive phrase it was, and no wonder business was drawn.

This is a season when heaters may well be sold. They are needed now. In practically every house the furnace has been allowed to go out; and while the weather is becoming quite warm, there are yet cold days to be encountered. Moreover, even on the hottest day, an icy-cold bath is not a thing to be experienced with joy. There the pleasures of anticipation far exceed those of realization.

Low Cost, Little Attention.

The argument that water heaters would prove a real convenience in the home, is one from which people cannot well get away. But people need to have a thing brought clearly to their attention; and it is for this reason that the Montreal dealer has thought of a striking phrase, which brings it home to all who pass that they can get a machine which will give them hot water

at a very low cost—a machine which also will demand very little attention.

This method of attracting the attention of the passers by has proved exceedingly effective. For this reason: The people are struck by the statement of cost, and by the statement that the bath can be prepared in seven minutes. But they want to know not only the cost of upkeep, but also the initial cost; and to find this out they enter the store. This gives the dealer his chance, and from the number of sales the one in question reports, it is quite evident that he has made the most of every opportunity accorded him.

Will Pay the Price.

"I have found this," remarked the dealer in speaking of his success, "that there are a large number of people in this district who are willing to pay a good price for a heater. There is one contrivance here which I thought would be too expensive. I got one model in, for I felt I could surely sell that, but I hardly expected to market many more. I really installed the one more to make my stock attractive than for any other purpose.

"That belief, though, only showed how far I was behind the times. I soon discovered that there were a number more interested in that expensive machine than in any of the others. When they heard it worked automatically—that the turning on of the tap started the flame which in a moment would supply them with hot water—they were pleased. When I showed how the heater worked; how safe it was; how little would be the cost of upkeep, they were still more interested; and the explanation of the thoroughness with which this heater supplied the house—how it gives hot water for any tap—clinched a number of sales. That heater sells from $100 to $150, and the cost of installing will add to this, yet I have found people ready to pay the amount."

Want to Know Whole Cost.

The question of installation has been one which this dealer has been forced to consider seriously—much as has a man who has just taken up the handling of gas stoves. "People want to know how much the heater will cost them when it has been put in operating order. I have not been able to put an installed price upon the machines, for I have found the cost of putting them in differs so much. But I have found it best to make an inspection of every house in which there is talk of putting a heater. Then I can tell the prospective purchaser exactly what the installation will cost, and by adding this to the cost of the heater, the full charge is ascertained. People want to know the full charge nowadays, before they make a purchase."

Sold Samples Even.

But there are cheaper heaters which have proved exceedingly popular, according to the statement of this successful dealer. "Take that contrivance," he said, and pointed to a boiler. "But the contrivance isn't there," he added. "It ought to be but I had to sell even my sample. The demand has been exceedingly heavy.

"The machine I wanted to show," he continued, "was one which fits onto the boiler. The gas is turned on there, and in ten or fifteen minutes hot water can be secured from any tap. This machine requires a little more attention than the larger model. Perhaps it is not as good in a number of ways, but it certainly is a great little heater, and people are taking to it more and more. If it is operated with care the gas consumed is not at all great. It means a trip to the cellar if the boiler is located there, that is really the only thing against it.

Had to Borrow.

"Yes, I have sold a number of these models," continued the dealer in reply to a query. "You see they are cheaper than the others—they can be sold installed for $25—and while price does not seem to count with a number of customers, it is naturally a consideration with many. Why, the call for these heaters has been so heavy that I have had to borrow. I had a shipment on the way recently, but there was some delay and the customers who wanted a couple of the heaters did not want to wait. I had to borrow from a fellow dealer, and as you will see that shipment, which arrived almost as soon as I delivered the borrowed heaters to the impatient buyers, is gone too. So is my sample.

"By the way," remarked the dealer, "the man who allowed me to have two of his heaters pretty nearly lost a sale because of his generosity. He had a run on heaters—sold what he had on hand, and was hard pressed for another when my shipment luckily came, and I returned what I had borrowed."

There are heaters of still other patterns, of course. One, for instance which stands beside the bath in the bath room is exceedingly popular. Perhaps it produces the hot water faster than does any other machine, but it does not supply so many taps.

Figuring Overhead Expenses on Tin Work

The owner of the tin shop should work out for himself some method by which he can charge the proper proportion of the "overhead expense" to each job done, so that by the end of the year these incidental expenses will have been automatically taken care of.

In the first place, if the tinner pays $3.50 per hundred pounds for galvanized sheet iron, and, when he has finished the job, figures the material at $3.50 on the weight of the finished job, he is actually throwing money away, for the simple reason that there is always a certain amount of waste that cannot be avoided. Proper allowance must be made for this and the easiest way is to add on say 15 or 20 per cent. to the weight so as to cover this item.

Then a man is entitled to a profit on the material, and if, as is generally the case, the dealer has a regular retail price at which he sells sheet iron, that is the figure that should be used and not the wholesale price.

Labor Should be Treated as Merchandise.

Labor should be treated exactly the same as merchandise when figuring the cost of a job. Whatever is the regular percentage for arriving at the price of goods should be used in charging for labor, for it is paid for in cash and there is waste and expense attached to it.

Here, then, would be the correct way of finding the selling price of a job. The figures used are not meant to be other than for the sake of a concrete example, and each dealer can use his own percentages as they may appply to his particular business:

75 lbs. sheet iron at.. $4.40		$3.30
8 hours labor at 30c per hour	$2.40	
Overhead, 20 per cent.	.60	—3.00
		$6.30
Profit, 10 per cent..		.70
Selling price		$7.00

Always Figure on the Sell.

All percentages should be figured on the sell and not on the buy. Twenty per cent. of the sell equals 25 per cent. of the buy. Ten per cent. of the sell is 1-9 of the buy.

If this method of figuring is wrong, you will have to prove it. "I am from Missouri." Whether it is wrong or not, if you figure as per the above example you will make your tinshop support itself and pay a small profit besides. If you cannot get work on this basis, you will be better off if you discontinue the shop, unless you believe that having a tinshop, which costs you money, brings enough extra and profitable trade to more than compensate.—Hardware Trade.

Weekly Market Report---Stoves

RECORDS WILL BE BROKEN.

The stove trade is exceptionally brisk for this time of year. Orders are coming in, not only for the fall business, but for immediate shipment as well. There is every certainty of the year's trade discounting all past records. Manufacturers do not hesitate to predict this.

MONTREAL.

Montreal, June 6.—Possibly the large demand is the only feature of importance which the market shows this week, but it is enough to make the situation worthy of the most careful consideration. The call has been heavy—heavier than was expected—and there is no telling what will come. For some summer lines the bulk of the orders has already been received, but other goods will be in greater demand as the months pass. It seems that this year is to beat the record set in 1911.

Price changes there are none. This, however, does not mean that there are not to be changes. The market is in such a state that it seems exceedingly likely an advance will be struck for several kitchen lines. "I think we will have to make an advance in tinware," remarked a manufacturer this week, "all metals are high, and appear to be going higher. Copper, too, is soaring, and it would seem that the lines in which this is much used will be put upon a higher price level before very long. We can retain our prices only a certain time after the advance in the raw material."

Big Call for Watering Cans.

Summer Goods.—It is here that the heaviest orders are being noted. Refrigerators are in great demand. The dealers are selling rapidly, and are coming back upon the manufacturers for fresh supplies. Ice cream freezers, too, are being bought largely while the call for watering cans has been unusually large—even for this time of the year, when there is always a heavy call.

All classes of kitchen goods are wanted. Many kitchens are being furnished now, not only because this is the merry month of June, when the wedding bells are tingling and new homes are opening, but also because many are now moving to the country for the summer. They prefer to buy new utensils for these temporary kitchens, than to bother packing and carting a lot of pots and pans from the city home.

Gas Stoves.—There is no break in the large demand which has arisen. The hot wave has convinced many, who formerly have held off, that they need a gas stove, and that they need it now. Those who are not fortunate enough to have gas are buying coal oil or gasoline stoves. The demand from the country for these has been exceedingly large, both the farmers and the summer visitors to the country having been quick to realize the comfort which these models mean for them.

Ranges, Heaters and Furnaces.—Steadily the demand for these lines is increasing. Ranges are being ordered by those who want to have a good supply when the fall starts. Some, however, are selling ranges now. A stove is something which is needed in many a newlyweds' home, and the hardware dealer who has a good assortment of stoves on hand is likely to get the order.

Preparing for Rush.

Heaters are moving slowly. There is some booking for fall delivery, but as yet little real activty is noted.

Furnaces are different. They are wanted for later delivery, and they are wanted now as well. Perhaps it will always be so when a great deal of building is going on—as at present. The present rush, though, is but a drop in the bucket compared with what will come later. The manufacturers appreciate this, and are making a great effort now to secure a reserve which will enable them to meet the heavy ordering of a few weeks hence.

Toronto.

Toronto, June 6.—The stove manufacturers are so much busier than usual at this time of year that they do not hesitate to predict that the whole year's trade will be a record-breaker. "We are away ahead of last year so far," said one, "and there is no reason to suppose that the pace will not be kept up. All indications point that way, and the orders coming in show a heavy demand all around.

The trade at present is heavy in such lines as tinware, enamelware and kitchen supplies generally. Large shipments are being made in these lines.

Gas Stoves.—"Our trade in gas stoves has been double that of last year," is the report of one manufacturer. While all do not report so heavy an increase, stove men agree that the demand has been far in excess of other years. The only fly in the ointment has been the inability to get the supplies to make prompt shipment in some lines. The sizes most called for have been hard to get out in sufficient bulk to meet the demand.

The gas stove trade continues as brisk at the present moment as at any time during the spring. There have been no signs of abatement, and manufacturers are inclined to think that the activity will be maintained for some time yet.

Oil Stoves.—The same condition applies to the oil stove trade. There is a heavy call for oil stoves, the demand being largely in excess of last year. As the exodus to the summer resorts has only just begun, the demand for oil stoves will undoubtedly continue for some time yet.

Ranges.—Although orders for immediat shipment are neither frequent nor large, more business is being placed than usual. Booking for the fall trade is brisk, and the travelers report that the dealers are showing a tendency to get their requirements placed and their stock in earlier than usual.

Heaters.—Fall ordering for heaters is quite brisk. Of immediate trade there is very little.

Furnace Industry Brisk.

There is no mistaking the fact that the fall is going to see a record trade in furnaces. The demand already is large. Manufacturers report that they are making shipments of six and eight furnaces to one dealer at a time, which indicates that considerable is being done in that line. Furnace men state that they have quite a little work on hand and that the prospects for the fall are of the very brightest.

WINNIPEG.

Winnipeg, June 3.—There is little to report that is new in the situation here. The demand for gas stoves and different varieties of oil stoves for summer use is still very strong. Electric cooking apparatus is also a line that is going out very fast this year, and is evidently growing in favor.

There has been a seasonable trade in heavy ranges for hotel and restaurant use and medium ranges for farmers' purposes have also been moving freely.

Heating apparatus, both by steam or hot air is now becoming an important factor in business and will be a leading feature in the output of the trade as soon as the building programme of the city becomes further advanced. On the whole, business in all lines is satisfactory, and the outlook exceptionally bright.

Methods of Retailing Paints and Varnishes

Window Brought Far-reaching Results

People Atracted to New Lines of an Old Paint—They Bought Paint for All Kinds of Work, and Bought Brushes, Too—Advisable to Show Brushes in Connection with Paint Displays, and to Show Them Prominently—How Long Should Even a Good Window be Permitted to Remain?

While there can be little doubt of the benefit resulting from arranging window displays of paint, there is room for a good deal of doubt regarding the advisability of leaving such displays in the window month after month. There is certainly good done this way, but the older a display gets, the less force it has. People pass by without giving the window a thought. Something new is needed to attract them.

This does not mean that it is foolish to have paint displayed in the window for long at a stretch. It does mean, however, that it is better to have this paint displayed in a different way. It takes time and energy to change the display—but this can be done on a day when things are quiet in the store. It will not be waste time anyway—for experience has shown that the new displays attract interest and draw trade.

Sets a Week Limit.

Mr. Bedard, manager of the hardware department of Philbin & Co., Westmount, has something to say upon the subject of window dressing—and of the advisability of changing the trims often. A week is about the longest time he likes to have a trim left. Occasionally—as in the case of the trim reproduced here—a change is not made for double this time, but this is only in a case where a display is exceedingly attractive or exceedingly seasonable. If a window is so striking that people will not only pause to see it, but will also talk about it—creating a desire to see it in the minds of others, Mr. Bedard believes it is wise to permit the display to remain a fortnight, or perhaps a little longer. But as a general rule, he thinks a display should be changed after it has been shown a week; not that it would cease to bring returns then, but that it would bring less returns than formerly, and less than would be brought even by another arrangement of the same goods.



An effective display of paint in the store window of Philbin & Co., Montreal.

Making Friends for Paint.

The trim which is shown in the accompanying cut was given more than ordinary time because it was bringing more than ordinary business. "We sold a lot of paint through that window," stated Mr. Bedard. "I know the results came from the trim. We have had a heavy sale of paint all spring, but this was different. People would say that they had been attracted by the window. Perhaps they would not state this by way of giving the window-dresser a compliment, but they would remark: 'I've used that paint, but never that particular variety which is shown on the lower row of your display. I would like to try a can of that.' So a floor finish—or a wall paint would be sold. Perhaps it would be a varnish or a paint for outside work. The result would be the same. We would have made a new sale and a new friend."

"Everybody's Doin' It Now."

A paint display, though, does more than attract people's attention to some new line of paint. It acts as a reminder—suggesting to many that they have some painting to do. It is surprising to just how many this suggestion does come. That beautiful song, "Everybody's doin' it," seems to apply especially to painting.

People are painting for all purposes just now—at least they are in some districts, and they will in others if this is only properly suggested to them by the dealers. Men are painting sidewalks and porches, fences and roofs. Women are painting floors and doors, wainscotting and walls. There seems no telling just where paint is doing this year. It is being put on everything from the cable of the Suspension bridge to the leg of a fancy parlor chair. The demand has been tremendous, and it will continue tremendous. All that is needed, apparently, is to give the people the suggestion that they might well paint the outside or the inside of their house. They will obey the impulse. How to give the suggestion is, of course, the problem, but it is certain that one of the best means is through window displays. These interest hundreds — and are of especial value at this season of the year.

Brushes are another fine line to play up prominently just now. Mr. Bedard

states that they sold a great many brushes as a result of the paint window shown here. Not only were brushes arranged in this window, but they were well displayed near the paint, inside; and so, with many purchases of paint purchases of brushes were also made.

There are dealers who may think that brushes will sell themselves—that a man or woman buying paint will naturally think that they will need a brush. But this is not altogether true. If brushes are shown, the paint buyer will almost certainly pause to look at these. They may decide that they do not need one—on the other hand they may remember that it is some time since they have painted before, and they may wonder if they will be able to find the brush which they used then. They may also think that it will quite likely be in bad condition, and so they will determine to make a new purchase.

A good display of brushes, moreover, will enable the salesman who thinks of his own benefit and of his customers to show the difference in the brushes. A brush which would be suitable for painting a fence or a sidewalk would hardly do the best work on a wainscotting. If the dealer, therefore, finds out what the work to be done is, he may then show a brush which would be suitable for this. The buyer—even if he has a brush at home—will perhaps not have one which would enable as careful work as the model which the dealer shows. He will, therefore, be quite willing to expend some money for the new brush.

There are lines which naturally go together in the hardware store — lines which are mutually helpful. Prominently among these must be considered paints and brushes. A display of one, forgetful of the other, is but a partial display. They are the cause and the effect. They go hand in hand.

Why White Lead Has Advanced

Pig Lead is Hard to Obtain at the Present Time—The Advance Bears Out the Predictions Made in Hardware and Metal—What of the Future?—Are Further Advances Likely?

Some three weeks ago something was said about white lead. Then a fifteen-cent advance seemed to make a word of explanation and a word of advice necessary. How far the advice was followed is a little hard to tell; but it is to be hoped that at least some heeded the warning, which was sounded only after careful investigation. Those who noted what was said are money in pocket to-day.

Three weeks ago, when lead rose 15 cents—it was stated that this would not be the last advance. Indeed, it was reported that many who should know what they were talking about, feared that necessity might force the price up to 8 cents a pound. Now there has come another 15 cent advance. Lead is not selling at 8 cents yet, but it has reached 7¼c in Montreal, and 7½c in Toronto. One hates to say "I told you so," but truth compels.

So much for what has passed within a month. Something more, however, may well be said of what is to come. The past is gone. It is useful only as it casts light on what is to come. There is a saying that coming events cast their shadow before. Perhaps this is true, or perhaps it is rather the past events which cast a light ahead. Anyway, what has come and gone seems to indicate very clearly that the last is not yet, as far as white lead is concerned. Perhaps the present price will obtain for some little time, but there seems strong reason to suppose that another rise will have to come.

For a moment consider the situation as it is to-day.

To make white lead there must be pig lead. This needs no proof. Yet here is the present difficulty, for pig lead is hard to secure. Little is coming from British Columbia, production there being almost discontinued by reason of some causes unknown. Where possible the contracts for Canadian lead are being filled with pig brought from England, but the supply of this is none too great. Lead is needed in other places besides Canada, and there is only a certain amount of the metal which may well be exported from the old country.

Then, to make conditions more serious than they otherwise would be, has arisen the dockers' strike. The end of this, it is said, is in sight. Certainly, it is to be hoped that this is true, yet already shipments have been interfered with. Already damage has been done. Lead was hard enough to get before. It is harder now.

When much lead is wanted and only a limited amount is to be secured, there comes naturally a rise in prices. This has come now, and the manufacturers of white lead are paying more than they have for some time for their pig. The cost of manufacture has not decreased. Rents are as high as ever. Labor is as expensive. Cans still cost the same amount. There is no saving anywhere, while the price of the principal ingredient has risen.

Nor is the worst yet. There is some reason to expect that lead will rise still further. But even should it only hold its present high price, or even should it sink a little, a higher level for white lead is likely to become necessary. Advances have been made, but these have been smaller than would have been necessary had not the corroders had a fair supply of pig on hand. This they secured at a more favorable market than the present one, and therefore their advance in prices on the finished product did not have to cover the advance on the raw material. But the old pig, bought below the present market, will not last long. All the lead used will be that bought at the high price—ergo another advance will be necessary.

Catalogues and Booklets

Electric Welding.

The Thomson Electric Welding Co., Lynn, Mass., have issued a catalogue, illustrating their electric welding machines. In addition to a complete description of their many models, considerable space is devoted to illustrating and explaining the different parts and showing special lines, such as agricultural wheel welders, tramway rail welders, automatic flat band, tube, ring, lap seam, chain welders, hand and spot machines. The cover is attractively embossed in three colors.

Steam Specialties.

The Steam Appliance Co., Milwaukee, U.S.A., have sent out their catalogue No. 17, showing their line of steam appliances. Among the lines shown are oil separators, steam separators, vertical separators, receiver separators, ammonia separators, exhaust heads, Corliss valve steam traps, grease traps and steam flue cleaners. The catalogue is full of very complete descriptions, illustrations and plans.

A New Luther Catalogue.

The new catalogue just put out by the Luther Grinder Mfg. Co. is worth while looking over. The cover contains an attractive, strong design in two colors, with the Luther trade mark on the back. Its 48 pages are devoted entirely to the machines of the Luther line. The 32 different styles of grinders contained in the Luther line include sharpening machines of every description and for every purpose. This catalogue is the first one gotten up by this company since they adopted their new sharpening substance, Dimo-Grit.

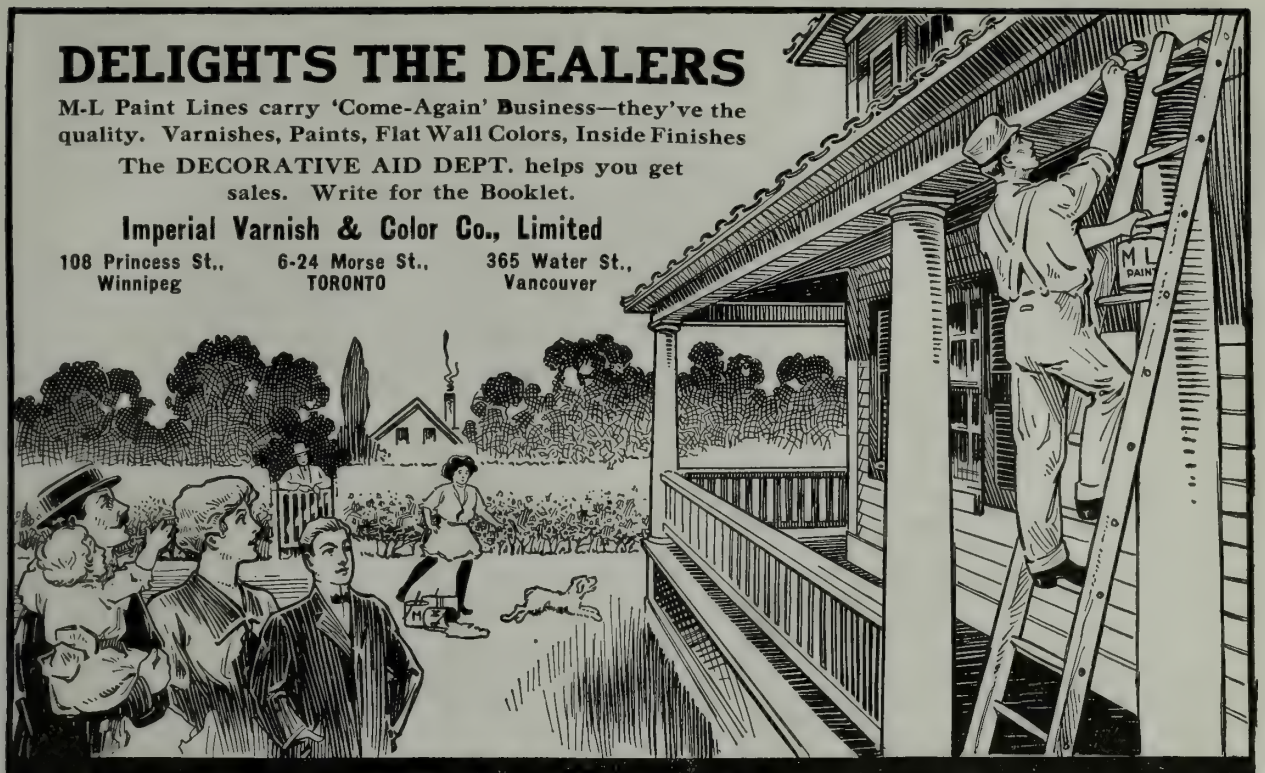
DELIGHTS THE DEALERS

M-L Paint Lines carry 'Come-Again' Business—they've the quality. Varnishes, Paints, Flat Wall Colors, Inside Finishes

The DECORATIVE AID DEPT. helps you get sales. Write for the Booklet.

Imperial Varnish & Color Co., Limited

108 Princess St., Winnipeg | 6-24 Morse St., TORONTO | 365 Water St., Vancouver



DELIGHTED! IT'S M.L. PAINT.

SUCCESSFUL BUSINESS = { A WELL APPOINTED STORE / "FULL VALUE" GOODS / EFFECTIVE EFFORT / SATISFACTORY SERVICE

That's a Fair Equation—How Easy It Looks

But think for a minute how easy it would be to spoil it—take away any part of the four requirements on the right and failure is invited.

Choosing a line of "Full value" goods is a matter that requires thorough investigation and careful consideration on the part of the dealer. Keep worthiness above price and satisfaction above sales. Consider more thar present-day profit—look ahead—build for the future. Let your customers make their profit in **satisfaction** while you make yours in **money.**

In choosing paint look for maximum paint-merit. There is no mystery about paint. What you want to know is its ability—what it will do—results. Any clear-headed Hardware man can determine a paint's real worth by comparison.

The reputation **back** of "High Standard" Paint is the best possible **pledge** of the satisfaction **ahead.**

An investigation of the "High Standard" proposition will make you as enthusiastic over it as we are, but remember it isn't what you are going to do next year that counts, (there are a great many men who might have discovered America, but Columbus got there first) it's what you do now that counts—action—that's the thing.

Lyon-Monkhouse Limited
171 James Street
Winnipeg, Man.

Lowe Brothers LIMITED

TORONTO
Dayton Boston
Kansas City
Chicago New York

Weekly Market Report --- Paints

LEAD AND OIL UP.

Advances in white lead and linseed oil have featured the market. As a result, the possibility of an advance in prepared paint has been brought closer, although nothing definite has been heard on that score.

Much anxiety is felt on the score of the social troubles in Belgium. The glass situation would be seriously affected if the threatened revolution developed.

MONTREAL.

Montreal, June 6.—Great interest is given the market this week by the further advance of white lead. It is only three weeks since there was an advance before, and this further increase of 15 cents has given strength to the declaration that first 7½ and then 8c lead will come.

The great demand for paint continues. "If we did not get another order," remarked one manufacturer," we would have all we could do for two months. We are just about two months behind, and yet we have produced more than ever before." The call has been tremendous. There is a little easing off in the ordering, but still the daily demand is more than the manufacturer could meet, even were they not confronted by a great pile of old and unfilled orders."

Linseed Causing Anxiety.

Linseed oil, while not rising in price at present, is uncertain. It is causing the manufacturers much anxiety, and though it now seems that a rise in the price of mixed paint will not come for perhaps a month, the position of linseed, and of lead and zinc makes it seem that an advance must be made.

White Lead.—As this product, and the recent rapid advances in it, is treated at some length in another place, little need be said here. In brief it is the scarcity and high price of the pig which has necessitated this late advance. It is the likelihood of the scarcity becoming even more distressing that makes a still greater advance seem likely.

Linseed Oil.—Where this product is concerned there is always room for some conjecture. There is a rumor that the Plata crop of flax is poor. Also, less seed has come through from the Canadian west than was expected. Yet when all is said and done it appears that the real cause of the present scarcity is the same as that which is responsible for the scarcity of cars on the railways. The demand has increased faster than the supply. It must not be thought that there is less flax seed than there has been in past years. Apparently this is not the case. But the demand for the available supply is large, therefore, the prices have risen.

Don't Like to See Oil Go.

Manufacturers of paint are none too anxious to sell oil at all. They have their supply booked for some time, yet they fear even higher prices and do not like to see too great quantities of oil leave their works.

Generally prices are quoted at $1 and $1.05.

Turpentine. — Little to report here. prices remain at .70.

Putty.—An advance of 15 cents in standard and 40 cents in pure, recently made, has not had any effect upon orders. These continue large. There is still some talk of a possible shortage about August. The grinders are keeping their plant continually busy.

TORONTO.

Toronto, June 6.—The upward trend in most lines is still very marked. Since last writing, white lead has advanced and linseed oil has also gone up. To slightly offset this, turpentine has declined in price.

No further talk of an advance in prepared paints has been heard, but it is deemed quite possible still that some action may be taken. The continued advances of white lead and oil point to a higher price level for paint in the not far distant future.

The glass situation is at present engaging much attention. The troubles in Belgium may seriously affect the supply here. If the threatened revolution develops, the results would indeed be serious.

Oil Advances.

Linseed Oil.—The price of linseed oil has advanced 2 cents, making present quotations $1.05 for raw and $1.08 for boiled. This high price does not surprise anyone, as the commodity is scarce and it has been known for some months that oil would be high all summer. There does not seem much prospect of immediate relief.

Turpentine Down.

Turpentine.—There has been a 2 cent decrease in turpentine, the price of which is now registered at 69 cents. This has been due to a continued slump in the price at Savannah.

White Lead Up.

White Lead.—The predicted advance has come to pass, an increase of 15 cents having been put into effect. The prevailing local quotation is now $7.30. The talk is already of the possibilities of still another advance, and it is thought locally that the new price will not stand long. The latest development is a reported scarcity of pig lead, which will certainly tend to keep the price up.

Revolution Feared.

Glass.—If the threatened revolution in Belgium becomes serious, the glass situation will be affected here. A revolution would practically mean the closing of the plants of the glass manufacturers and transportation might also be interfered with. This would mean that the Canadian importers could not secure fresh supplies from Belgium, and it is stated that present stocks would not carry them very far. The inevitable result of a shortage would be advances in price.

Putty.—The advances in putty have not interfered with the general volume of trade. Business is still brisk. Prices are as follows: Standard bulk in casks, $2.40; in 100-lb. drums, $2.55; in 25-lb. drums, $2.65; bladder in barrels, $2.80. Pure putty prices are as follows: Bulk in casks, $3.00; in 100-lb. drums, $3.40; in 25-lb. drums, $3.50; bladder in barrels, $3.40.

Prepared Paints.—Trade is exceptionally brisk, and the manufacturers are still hard pressed to meet the demand.

WINNIPEG.

Winnipeg, June 3.—That business in paints and oils and kindred lines is exceptionally good this year is evidenced by the determination of the directorate of one of the great paint manufacturing companies doing business here to enlarge both their factory and warehouse at this point. They will double the capacity of both as quickly as the buildings can be erected, in order to be able to keep up with the ever increasing volume of Western trade.

The past week has seen brighter and warmer weather, altogether more favorable to outdoor decorative work, but the rush has hardly yet commenced. There has, however, been a very satisfactory business in indoor paints and kalsomines.

Much interest naturally centres in the flax crop, as the primary source of supply for linseed oils. The area in flax will be somewhat larger than last year, and is being planted under very favorable conditions. The crop outlook generally is excellent and optimistic reports are coming in from the whole of the West.

B-H "ENGLISH" PAINT

70% PURE WHITE LEAD – 30% PURE WHITE ZINC

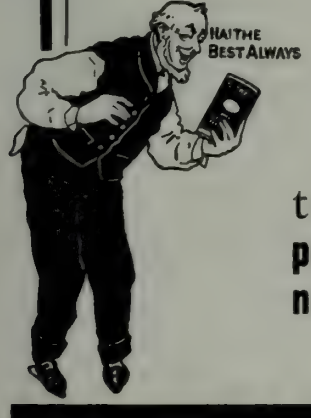
100% PURE PAINT

There is Nothing Secret About It

¶ There is a formula guarantee on every can, and this formula is recognized as the "last word" in paint quality.

¶ Therefore when you stock **B-H "ENGLISH" PAINT,** you have the active support of the practical man---the man who knows---and your store becomes the paint headquarters of your town.

¶ There is a good substantial profit for the dealer in **B-H "ENGLISH" PAINT** and a strong advertising campaign back of the paint that helps you sell more paint.



¶ **B-H "ENGLISH" PAINT** will be sold in your town. If the agency is still open you have the opportunity of securing it. **Write to-day for 1912 price list and details of selling plans. Address our nearest office.**

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb..8 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c.; Defender, 26c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 20	2 20
Heads, per 100 lb.	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ in.	9 50	9 00
" " 2 "	8 25	8 50
" " 2½ "	10 50	10 00
" " 3 "	12 00	12 10
" " 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge... 0 24
Rods, base ⅛ to 1 inch, round.. 0 20
Tubing, seamless base, per lb... 0 23
Tubing, iron pipe size , 1 inch base 0 23
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot	$18 50
Cut lengths, round bars, ½ to 2 in.	24 00
Plain sheets, 14 oz., 14x48 inches, 14x60 inches	26 00
Copper sheet, tinned, 14x60, 14 oz.	27 00
Copper sheet, planished, 14x60, base,	34 00
Braziers', insheets, 6x4	26 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto
Canadian foundry, No. 1		19 50
Canadian foundry, No. 2		19 00
Middlesboro, No. 3 pig iron	18 00	19 00
Summerlee, No. 3 pig iron	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		35 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles $ base	2 50	1 50
Common bar, per 100 lb.	1 90	2 05
Forged iron, per 100 lb.	2 05	2 20
Refined iron, per 100 lb.	2 15	2 30
Horseshoe iron, per 100 lb.	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

Cold Rolled Shafting.

3-16 to 11-16 inch		0 06
¾ to 1 7-16 inch		0 05½
1 7-16 to 3 inch		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal.	Toronto
10 gauge	2 30	2 50
12 gauge	2 30	2 55
14 gauge	2 20	2 35
17 gauge	2 20	2 45
18 gauge	2 20	2 45
20 gauge	2 20	2 45
22 gauge	2 25	2 55
24 gauge	2 25	2 55
26 gauge	2 35	2 65
28 gauge	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
20x28x80	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 gauge, per square	5 00
26 gauge, per square	3 85
28 gauge, per square	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—	
22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	345
26 gauge, American	3 85	3 50
28 gauge, (26 English)	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜-inch	$ 5 50	66 p.c.	51 p.c.
½-inch	8 50	71 p.c.	60 p.c.
¾-inch	11 50	75 p.c.	65 p.c.
1-inch	16 50	75 p.c.	65 p.c.
1¼-inch	22 50	75 p.c.	65 p.c.
1½-inch	27 00	75 p.c.	65 p.c.
2-inch	36 00	76½p.c.	66½p.c.
2½-inch	57 50	76½p.c.	66½p.c.
3-inch	75 50	76½p.c.	66½p.c.
3½-inch	95 00	75 p.c.	65 p.c.
4-inch	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00.

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15x24, $2; 18x30, $2.35; 18x36, $3.50.

HEATING APPARATUS

Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50, 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers' buying prices:

	Montreal	Toronto
Heavy ocpper and wire, lb.	0 11	0 11¼
Light copper bottoms	0 09	0 09¾
Heavy red brass	0 10	0 10½
Heavy yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	0 02	10 00
Machinery cast scrap. No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb.	4 95	5 05
Imported pig, per 100 lb.	4 95	5 05
Bar pig, per 100 lb.	5 20	5 30
Sheets, 2½ lb. sq. ft. by roll	5 50	5 30
Sheets, 3 to 6 lb., ft.	5 25	5 55

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE.

Lead Pipe and Waste, 20 p.c.
Caulking lead, 4¾c. per pound.
Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal.	Toronto
Bar, half-and-half, guarant'd	0 27	0 27½
Wiping	0 24	0 25

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks	8 50	8 50

SPELTER.

Foreign, per 100 lb.	7 50	7 25

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lb...$52 00 $50 00
Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—	
I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base		4 50
I. X., 14x20 base		5 50
I. X. X., 14x20 base		6 50

Bright Cokes Bessemer Steel—

I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne

Dean or J. G. Grade— I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade— XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 00
XX, 14x65, 50 sheet bxs.)	

Tinned Sheets.

72x30 up to 24 gauge, case lots	8 00	7 35
72x30 up to 26 gauge, case lots		7 85

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.
High Carbon, No. 9, $2.00 in cars.

Fine Steel Wire.
Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c.; oiling, 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

Hay Wire in Coils.
$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

Galvanized Wire.
From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55;14, $3.15. In car lots straight or mixed.

Poultry Netting.
2-in. mesh, 19 w.g., 60 and 2½ p.c. off.
Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

Smooth Steel Wire.
No. 0-9 gauge, $2.25 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c, spring wire $1.25, bright soft drawn 15c, charcoal (extra quality) $1.25, packed in casks or cases 15c, bagging and paperings 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks, 50c, in ½-lb. hanks, 75c., in ¼-lb. hanks, $1.

Wire Cloth.
Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

Wire Fencing.

Galvanized barb		2 45
Galvanized, plain twist		2 75

Car lots and less.
Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

Wire Rope.
Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅝, $5, 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized		2 80
Plain		2 50

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

Beeswax.

Per lb.	0 40

Chemicals.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

Colors in Oil.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow, pure	0 13
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb. irons	0 05

Enamels.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.

	Per lb.
French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" solder sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c, ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

Paris Green.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 16¼	0 16½
Packets, 1-lb., 100 in case	0 18½	0 18¾
" ½-lb. "	0 20½	0 20¾
Tins, 1-lb., 100 in case	0 19½	0 19¾

Paris White.

In bbls.	0 90

Pigments.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

Prepared Paints.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 70
Ramsay's paints, Thistle	1 40
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	
Jamieson's Crown and Anchor brand	1 60

Plaster of Paris.

Per barrel	0 30

Pine Tar.

Half-pint tins, per dozen	0 60

Putty.

	Standard
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders, in bbls.	2 75

Red Dry Lead.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs "	5 25	5 25
No. 1 casks, per 100 lbs.	4 25	4 25
No. 1 kegs, per 100 lbs.	4 75	4 75

Shingle Stains.

In 5-gallon buckets	0 75

Turpentine and Oil.

	Montreal	Toronto
Can. Prime white petroleum, gal.	0 14	0 12
U.S. Water white "	0 15½	0 13½
U.S. Pratt's astral "	0 19	0 15½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal. single bbls		0 15½
Pure Turpentine, single bbls	0 70	0 69
Wood Turpentine		0 60
Turpentine, second run		0 60
Linseed Oil " Raw	1 00	1 05
" " boiled	1 03	1 08
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

Varnishes.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" Union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps, brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75

Satisfactory paint selling can only be assured if you are handling a fresh, clean-cut and varied stock of well-ground, well-mixed, fast-color Paints.

MINERVA Paints and Paint Specialties

answer these requirements in every respect.

They are the famous British Brand, with seventy-eight years' unsullied reputation for quality.

Every can contains Full Imperial Measure—not wine or short measure.

Investigate the MINERVA Proposition. It will pay you.

Our dealer selling-helps are unique and forceful.

Ask any MINERVA Dealer.



PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.
377-387 CARLAW AVENUE, TORONTO, CAN.
Established in England in 1834 (L-62)



HOW ABOUT YOUR PAINT OIL DEPARTMENT?

If you could find a way to increase the profits in your paint oil department you would at least investigate it, wouldn't you? Then why not take the time during the winter months, NOW, to investigate the

BOWSER PAINT OIL SYSTEM

We have installed systems for many of your fellow merchants—it pays them—it will pay you.

You can get one outfit or a dozen, just as your requirements demand. You don't have to invest much money but you get enormous returns.

The Bowser not only prevents all waste and over-measure, but it gives your store tone and attractiveness. It draws trade because you can give better service and cleaner oil. The pumps measure the oil directly into the customer's can—no measures nor funnels. It computes the charge and counts the gallons.

Send a card to-day for free book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 FRASER AVENUE

For Twenty-seven Years Manufacturers of Self-measuring Pumps, Gasoline and Oil Storage Systems, Dry Cleaning Systems, etc.

Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastulite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish.	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Ltd. "Gold Medal," in cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange shellac varnish, in barrels	1 60
No. 1 orange shellac varnish, in barrels	1 30

Window Glass.

Size United Inches.	Double Star	Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 25 p.c.
Montreal prices, no discount.

Size United Inches	Star
Under 26	$ 3 05
26 to 40	3 25
41 to 50	3 65
51 to 60	3 90
61 to 70	4 15

White Lead Ground in Oil.

	Montreal Per 100 lb.	Toronto
"Anchor," pure	7 15	7 30
Brandram's B.B. Genuine	8 15	8 30
C.P.C. decorators, pure	7 15	7 15
Crown and Anchor, pure.	7 15	7 30
Elephant Genuine	7 40	7 50
Essex Genuine (Windsor)	....	6 90
Island City Decorators' pure	7 15	7 30
Lily Pure	7 15	7 30
Moore's Pure White Lead.	....	7 30
Monarch (Windsor)	....	7 40
Munro's Select Flake White	7 40	7 55
Purity, C.O. Co.'s. Ltd	....	6 90
Ramsay's Pure Lead	7 15	7 30
Ramsay's Exterior	6 90	7 05
Sterling Pure	....	7 30
Tiger Pure	7 15	7 30

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

White Zinc (Dry)

Extra Red Seal, V.M.	0 07½

White Zinc in Oil.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2 " "	0 06½

Whiting.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE.

Adzes.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

Axes and Hatchets.

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	5 00
Barrell hatchets	5 50	6 85

Anvils.

Buckworth, per lb.	0 10¼

Ammunition.

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust, $7.50 per 100 lbs. Discount 25 per cent.; cash discount, 2 per cent. 30 days; net extras as follows, subject to cash discount only; Chilled, 40c; buck and seal, 80c; no. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

Augers and Bits.

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	
Tobin's High Speed, 50 and 10.	
Tobin's Never Choke, 60 and 10.	

Barn Door Hangers.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, dozen sets	....	6 50
Standard jointed hangers, dozen sets	....	5 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25
Chicago Friction, Oscillating and Twin Hangers, 5 per cent.		Big
Steel, track, 1 x 3-16 in. (100 ft.).		3 25

Barn Door Latches.

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Bells.

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

Belting.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 80c; cut laces, 85c.

Bird Cages.

Brass and Japanned, 40 p.c.

Bolts and Nuts. Per cent.

Carriage Bolts, common, new, $1 list.
Carriage Bolts, ⅝ and smaller 70
Carriage Bolts, 7-16 and up
Carriage Bolts, Norway Iron ($3 list) 60
Machine Bolts, ⅝ and less.. 60, 10 & 10
Machine Bolts, 7-16 and up.. 60
Plough Bolts 55, 5 & 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, ⅝ and less 60 and 10
Sleigh Shoe Bolts, 7-16 and larger 55 and 05
Coach Screw, new list ?
Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts, 80.

Building Paper, etc.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2 "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain and tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs.	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32' & 60', per 100 lb.	3 00
2 Ply Ready Roofing, per sq.	0 70
3 Ply Ready Roofing, per sq.	0 95
2 Ply complete, per roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, bris., per gal.	0 15
Liquid tins Cement	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb.	0 06
Nails, per lb.	0 05
Mop cotton, per lb.	0 15

Butts.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent.

Cement and Firebrick.

Canadian Portland, bags, per bbl.	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood.	....	3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton	....	5 50

Chalk and Pencils.

Carpenters Colored, per gross	0 65 0 80
" lead pencils, p. gr	2 40 6 75

Chisels.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

Chain.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

Churns.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

Clamps.

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

Conductor Pipe.

2 inch, in 10 foot lengths	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

Cotter Pins.

Cotter pins, 90 p.c. Montreal.

Copper and Nickel Ware.

Copper boilers, kettles, 47½ p.c.
Copper tea and coffee pots, 42½ p.c.
Copper pitts, 27½ per cent.
Foundry goods, hollow ware, 45 p.c.

Door Knobs.

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

Door Sets.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

Door Hangers (Parlor)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

Door Springs.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

Draw Knives.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

Drills.

Bit stock drills, 2-32 in., doz.	0 67

Escutcheon Pins.

Steel, discount 50 per cent.
Brass, 55 per cent.

Eavetroughs.

8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c per 100 ft. O.G. Round Bead Trough.

Factory Milk Cans.

Milk cans and pails, 35 p.c.
Hand delivery and creamery cans, 40 p.c.
Railways cans, 45 p.c.
Cream cans, 40 p.c.
Creamery trimmings, 75 and 12½ p.c.

Faucets.

Common, cork-lined, 35 per cent

Farrier Knives.

Buckworth, 50 p.c.

Files and Rasps. Per cent.

Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62 2-3
Jowett's (English list)	27½
Spear & Jackson (English list)	35

Forges.

Blacksmiths portable, 135 lbs.	9 85

Galvanized Ware.

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

Grindstones.

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

Hammers.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09

Harvest Tools.

50 and 5 per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

Halters (Snap and Ring).

Jute Rope, ⅝-inch, per gross	8 00
" " ½-inch, per gross	10 50
" " ⅝-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1¼-inch, per doz.	5 20
Web	2 45

Sisal Halters (Snap and Ring).

⅝-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

Hinges.

Blind, discount 50 per cent.

Heavy T and strap, 4-in., 100 lb. net	7 25
Heavy T and strap, 5-in., 100 lb. net	7 00
Heavy T and strap, 6-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 50
Heavy T and strap, 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50

Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

Hinges (Spring)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.56; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro., $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

Hooks.

Wrought iron hooks and staples—

¼ x 5, per gross	2 25
5-16 x 5, per gross	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 50 and 20 p.c.
Iron gate hooks and eyes, 60 & 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

Horse Nails.

M.R.M. cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box.
Nos. 3	1⅝-inch	¾ 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

Horseshoes.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $5.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

Horse Weights.

Taylor-Forbes, 4¼c.

Ice Cream Freezers.

White Mountain, 5c per lb.

Knives.

Hay knives, net list.
Clauss, 50 and 25 per cent.

Kitchen Enameled Ware.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial, and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 40 per cent.

Kitchen Sundries.

Asbestos mats, 50 p.c.		
Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per doz.	0 60	0 70
" wood, per doz.	0 50	0 80
Vegetable slicers, per doz.	....	2 25
Universal meat chopper, No. 1	....	1 15
Enterprise chopper, each	....	1 30
Spiders and fry pans, 50 and 5 per cent.		
Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 165	1 35	2 00
Kitchen hooks, bright	....	0 60
Toasters, 50 per cent.		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

Ladders.

3 to 6 feet, 12c per foot; 7 to 1 ft., 13c.
Extension ladders, 15c per foot up.

Lanterns.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast, per doz. 6 75
Lift Tubular and Hinge Plain, per doz. 5 00
Japanning, 50c per dozen extra.
Prism globes, per dozen, $1.20.
Lamp wick, 50 per cent.

Lawn Hose.

Competition grade lawn hose, 70 and 5.

Lawn Mowers.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25; 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

Locks and Keys.

Canadian, 45 and 10 per cent.

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RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Good Profits and Entire Satisfaction are Assured

the dealer who handles and boosts

HEINISCH TAILOR SHEARS

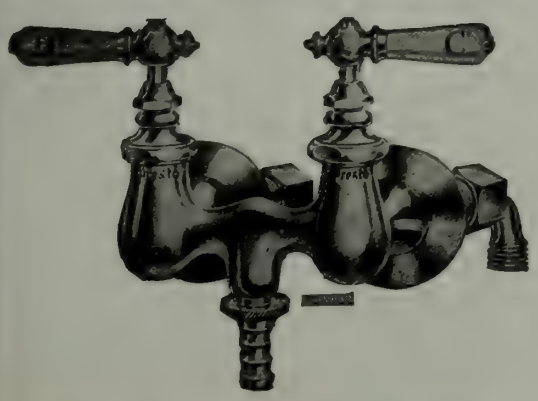
They are made from the highest quality materials and by skilled workmen, and have a finish and temper that have enabled us to gain a reputation for which our competitors are continually striving.

We also manufacture Scissors, Tinners' Snips, Trimmers---and guarantee them inferior to none.

Get them from your jobber.



R. Heinisch's Sons Co., Newark, N.J., U.S.A.



"Presto" Double Bath Cocks

Nickel Plated. With China Index Handles

"A QUARTER TURN GIVES A FULL OPENING"

Tails (Finished) Screwed for ½ in. Male I.P.

GOOD { METAL, PLATING, FINISH, DESIGN

We can quote you an attractive price. Write Dept. P.

T. McAVITY & SONS, Limited, ST. JOHN and WINNIPEG

HARDWARE AND METAL

Lumbermen's Supplies.

Cant hooks, dozen, from 12 00
Axes, dozen, from 6 50
Axe handles, dozen, from 1 15
Cross cut saws, per foot 0 25 0 43
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

Mallets.

Tinsmiths', 2½x5½ in., per doz.. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

Mats.

Wire door mats, standard, 16x24, doz. 9 00

Metal Polish.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

Miners Supplies.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lb., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

Mops and Ironing Boards.

Mops, per doz. 1 20 1 50
Folding ironing boards 16 25 18 00

Nails.

	Wire
1—1¼ inch	3 35
1¼ inch	3 00
1½—1¾ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

Oakum.

Plumbers....per 100 lb. 4 50

Oilers.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
Tinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

Plated Goods.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

Pieced Ware.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

Planes.

Wood bench, Canadian, 40, American, 25 per cent.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

Pliers and Nippers.

Button's genuine, 37½ to 40 per cent.

Plough Lines.

Russian snap .....per gross 30 00
Indian snap ..... " 25 00

Pumps.

Berg's wing pump, 75 per cent.

Razors.

	per doz.
Boker's	7 50 11 00
Boker's King Cutter	15 00
Henckel's	7 50 20 00
Gillette Safety, each	3 75

Star Safety Razor, 33 1-3 p.c.

Rope and Twine.

Sisal rope	0 08½
Pure Manila Rope	0 10½
"British" Manilla	0 09
Cotton, 3-16 inch and larger.....	0 24

Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.
Jute, ⅝ and upwards, 9c; under ⅝, 9½c.

Lath yarn, single	0 08
Lath yarn, double	0 08¾
Sisel bed cord, 48 feet, per doz..	0 65
Sisel bed cord, 60 feet, per doz.	0 80
Sisel bed cord, 72 feet, per doz.	0 95

Cotton clothes line, 18 per cent. off.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine...	0 26
" " 4-ply twine...	0 30
Mattress twine, per lb.	0 45
Staging " "	0 35

Refrigerators.

Sanderson-Harold, 40 per cent.
Galvanized, 45 per cent.

Rivets and Burrs.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.
Copper Burrs only, 22½ per cent.
Extras on Coppered Rivets, ½-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned Rivets, net extra, 3c per lb.
Coppered Rivets, net extra, 2½c per lb.

Rivet Sets.

Canadian, 35 to 37½ per cent.

Rules.

Boxwood, No. 68, 2 foot, doz..... 1 15
Ivory, No. 1282, 2 foot, each 3 50

Sad Irons.

Mrs. Potts, No. 55, polished, per set 0 80
Mrs. Potts, No. 50, nickel-plated, per set 0 85
Mrs. Potts, handles, japanned, per gross 8 40

Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

Sand and Emery Paper.

Sand and emery paper, 40 per cent.

Sash Weights.

Sectional, 1 lb. each, per 100 lb...	2 25
Sectional, ½ lb., each, per 100 lbs	2 40
Solid, 3 to 30 lbs.	1 55

Sash Cord.

No. 8, per lb. 0 33

Saws.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

Saw Sets.

Canadian discount, 40 per cent.

Screen Doors and Windows	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

Scales.

Gurney Standard, 35; Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45, Weigh Beams, 30.

Scythe Snaths.

Canadian, 40 per cent.

Screws.	Per cent.
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

Screws (Machine).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

Screw Drivers.

Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per doz. 16 80

Scissors and Shears.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

Shelf Brackets.

No. 140, 65 and 10 per cent.

Skates and Hockey Sticks.

Starr skates, 37½ per cent.
Boker, hockey, 30c upwards; spring
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

Shovels and Spades.

Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.

Scoops.

Grade 1, 2, 3, 50 and 5 per cent. off.
Grade 4, 50 per cent. off.

Squares.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, dos. net $2 85

Snaps.

Harness, 25 per cent.

Soldering Irons.

Base, per lb., 28 cents.

Stamped Ware.

Plain, 75 and 12½ per cent.
Retinned, 75 and 5 per cent.
Tinners' trimmings, 75 and 5 p.c.

Sap Spouts.

Bronzed iron with hooks, per 1,000 7 50
Eureka tinned steel, hooks, per 1,000 ..... 8 00

Staples.

Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 0 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

Stable Fittings.

Dennis Wire & Iron Co., 33 1-3 p.c.

Stove Boards.

Lithographed, 60 and 10.

Stovepipes.

5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

Stovepipe Elbows.

5 and 6-inch, common, per doz... 1 22
7-inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, 70 per cent.

Stocks and Dies.

No. 20 Beaver Die Stock 18 75

Stones—Oil and Scythe.

Washita .....per lb.	0 25	0 37
Hindostan ..... "	0 06	0 10
" slip ..... "	0 18	0 20
" Axe ..... "	....	0 10
Deer Creek ..... "	....	0 10
Deerlick ..... "	....	0 25
" Axe ..... "	....	0 15
Lily white ..... "	....	0 42
Arkansas ..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe .....per gross	3 50	5 00

Tacks, Brads, Etc.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

Tape Lines.

Universal, ass skin, No. 714, 66 ft., doz.	3 60
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1522, 66 ft. each	1 10
Chesterman's Metallic, No. 1821..	1 95
" Steel, No. 1540, 50 ft..	

Trowels.

Disston's, 10 per cent.

Thermometers.

Tin case and dairy, 75 to 75 and 10 p.c.

Tinners' Snips.

Discount 35 per cent.

Tinners' Trimmings.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

Traps (Steel Game).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

Traps (Rat and Mouse)	Doz.
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

Vises.

Per pound	0 12 0 12¾
Hinged pipe vise, 25 lbs....	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

Washing Machines.

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer...	180 00

20 per cent.

Wringers.

Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

Wheelbarrows.

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

Whiffletrees.

Tubular steel whiffletrees, 28 in...	0 70
" " " 34 in...	1 00
" " " 36 in...	1 25
" " neckyokes, 36 in....	1 05
" " doubletrees, 40 in..	0 95
" " lumbermens, 44 in..	1 15

Wood Handles.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent.

Wrenches.

Agricultural, 67½ per cent.

Wrought Iron Washers.

Canadian, 50 per cent.

WINNIPEG HARDWARE QUOTATIONS.

Ax Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

Augur Bits—"Irwin" bits, 47½; other lines, 70 and 10 per cent.

Barb Wire—Lyman 4 pt., $1.85 f.o.b. Fort William; $2.26 per spool of 80 rods f.o.b. Winnipeg; Guidden 2 pt., $1.75 f.o.b. Fort William; $2.12 per spool of 80 rods f.o.b. Winnipeg; Baker 2 pt., $1.73 f.o.b. Winnipeg; Waukegan 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool f.o.b. Winnipeg; Alberta 2 pt., $1.73 f.o.b. Fort William, $2.05 per spool f.o.b. Winnipeg; American special, 2 pt., $1.45 f.o.b. Fort William; $1.73 per spool f.o.b. Winnipeg; plain twist, $2.80 f.o.b. Fort William, $3.20 per 100 lb., f.o.b. Winnipeg; coil spring wire, No. 9, $2.07 per 100 lbs., Fort William; $2.50 at Winnipeg.

Bolts—Carriage, ⅝ and smaller, 65; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—$3.15 per keg base. Wire nails, base, $2.80 Winnipeg; $2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates—Half-polish, 6 and 7-inch, $3.40; 8-inch, $3.60; full polish, 6 and 7-inch, $4.25; 8-inch, $4.50.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe—⅜ in., $3.25; ½ in., $4.05; ¾ in., $5.00; 1-in., $7.20; 1¼ in., $9.80; 1½ in., $11.80; 2 in., $15.30.

Galvanized Ware—37½ per cent.

Grindstones—Per 100 lb., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

Harvest Tools—50, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3.15; ¼ in., $2.30; ⅜ in., $2.35; ½ in., $3.15; ¾ in., $3.80; 1 in., $5.45; 1¼ in., $7.45; 1½ in., $8.95; 2 in., $11.55; 2½ in., $18.40; 3 in., $24.15; 3½ in., $32.25; 4 in., $36.75; 4½ in., $42.50; 5 in., $47.50; 6 in., $61.50; 7 in., $95.50; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$6.75.

Lead Waste—$7.00.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8¾; Pure Manila, 10½c; British Manila, 9c; lath yarn, 9¼c.

Staples—Bright wire, $2.50 f.o.b. Fort William; $2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 6 per cent.; all other grades, 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Bright iron round head, 82½ and 10 p.c.; flat head, 87½ and 10 per cent.; round head, brass, 72½ and 10 per cent.; flat head, brass, 77½ and 10 per cent.; coach, 65 per cent.

Staples—Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

Linseed Oil—Raw, per gal., $1.05; boiled, per gal., $1.08.

Turpentine—Per gal., barrel lots, 80c.

Dry Colors—White lead in ton lots, decorators' pure $7.50; decorators' special, $7; in small lots advance price 25 cents per cwt.; red lead, kegs, $6.50; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxides, in casks, 3½c; less quantities, 4c per lb.

Putty—Casks, $2.90 per cwt.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

Paris Green—22 cents per 112-lb. drums.

JAMIESON'S



Floor Enamel

In every respect the best finish for floors.

R. C. Jamieson & Co., Limited

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co., Limited

Montreal and Vancouver

ALL LEADERS

MOORE'S MURESCO—The Best Wall Finish.

MOORE'S SANIFLAT—A Washable Flat Oil Paint.

MOORE'S T-45—An all-round Interior Varnish.

MOORE'S HOUSE COLORS—A Pure Linseed Oil Paint.

Write us for color card and prices.

Benjamin Moore & Co., Limited

WEST TORONTO

NEW YORK CHICAGO CLEVELAND

Test the Selling Qualities of *Stephens*

SHINGLE STAINS

You Will Be Pleased With the Profit



These stains have won a reputation in the West for their **Beauty** and **Unfading Qualities.**

They will withstand the **Western Climatic Changes** and give satisfaction.

Let us send you samples and prices. **Get our agency proposition for our complete line of high grade paints.**

"PRESERVES CONSTRUCTION FROM DESTRUCTION."

G. F. STEPHENS & CO.

LIMITED

WINNIPEG, - - - - CANADA

Branch at Calgary, Alta.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance:—
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required

AGENT WANTED

Important British company manufacturing high grade protect ve paints, enamels, varnishes and coatings; contractors to British Admiralty, and leading shipbuilders and engineers, desire to be represented in the Dominion. Director will be in Canada about September and could interview persons or companies who might do business or take up agencies.

Apply XX, c/o Hardware & Metal, Montreal

ARTICLES FOR SALE

FOR SALE—A GOOD CLEAN STOCK OF floorglaze for sale, $1.45 per gal. Box 672, Hardware & Metal, Toronto. (23)

TINSMITH TOOLS FOR SALE—COMPLETE set; first-class shape, $135. McBrien's Hardware, Bloor Street West, Toronto. (23)

BUSINESS CHANCES

WILL RENT GOOD MODERN CORNER store suitable for hardware in hustling Ontario town. Box 674, Hardware and Metal, Toronto. (24)

TINSMITH'S TOOLS FOR SALE — GOOD opening. Large district to draw from, and no opposition. Reasonable shop rent. T. E. Jackson, Sunderland. (23)

FIRST-CLASS HARDWARE BUSINESS FOR sale—on C.P.R. main line, Eastern Alberta. Stock $8,000.00. Yearly profits $6,000.00 to $7,000.00. Apply Box 1661, Saskatoon, Sask. (35)

HARDWARE, ETC., FOR SALE—STOCK IN A1 shape; good location; rent very reasonable; stock about $5,500; rate on the dollar; part cash, balance note. Apply Box 810, Woodstock, Ont. (24)

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

HARDWARE BUSINESS FOR SALE IN live town of 1,500 in Saskatchewan, on main line of C.P.R. Stock and fixtures, including shop tools, $12,000.00. Turnover last year $52,000; net profits over $6,000. Building is 130 x 20 ft., with basement. Can rent for $55.00 per month. Reason for selling, poor health. Box 663, Hardware and Metal, Toronto. (23)

FIRST-CLASS OPENING FOR TINSMITH who wants to start for himself. Building on Main Business Street of fast growing Saskatchewan Town; has been occupied as a tin shop for the last two years, and good and increasing business is being done. Present tenant leaving next month. Rent low. Correspondence solicited. Address: Carments Hardware, Kamsack, Sask. (24)

FOR SALE — HARDWARE, TIN AND plumbing business in real live town in the Okanagan Valley, British Columbia. Population 1,100. Very little opposition. $40,000.00 business done last year on $12,000.00 stock. Stock at present about $18,000.00. Total sales for May, $4,550.00. If you want a real live business, look into this. Owner wishes to retire. Don't write unless you mean business. Box 673, Hardware & Metal, Toronto. (25)

FOR SALE

FOR SALE—HARDWARE AND FURNIture business on Goose Lake line, Sask. New store and new stock. Stock fifteen thousand dollars. Yearly profits $6,500 to $7,000. Box 670, Hardware & Metal, Toronto. 24

FOR SALE—THRIVING HARDWARE BUSIness—live coast city. Turnover last year thirty thousand, 75% cash; six-year lease; stock ten thousand. Best location in city. Five thousand cash, balance arranged. Box 676, Hardware & Metal, Toronto. (25)

PRINTING

CHEAPEST PRINTING ON EARTH—BOOKlets, Catalogues, Price List, Handbills, and any other fine Printing for the Hardware trade at fiercely competitive prices. Russell Smart, 40n, Chancery Lane, London, England. (15tf)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 15 cents postpaid, or two sets for 25c while they last. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

SITUATIONS VACANT

WANTED—BRIGHT, AMBITIOUS YOUNG man of fair education as assistant in compiling hardware catalog. Box 677, Hardware & Metal, Toronto. (24)

WANTED—ONE OR TWO FIRST-CLASS hardware clerks. Will pay good wages to experienced and reliable men. Apply, giving references, etc., to Saskatoon Hardware Co., Saskatoon, Sask. (24)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

BOOKKEEPER WANTED TO TAKE COMplete charge of full set of books. One who writes shorthand and uses typewriter preferred. Send references, salary expected, and when could report for work. Frank A. Child, Cochrane, Ont. (23)

WANTED — EXPERIENCED TRAVELLING salesman having good connection and knowing requirements of Canadian market in hardware and metal lines, for a new company of wholesale importers and jobbers located at Montreal. Apply at once, in confidence, stating experience, salary expected, and where last employed. Apply Salesman, care of Hardware & Metal, Montreal, Que. (23)

SITUATIONS WANTED

HARDWAREMAN REQUIRES POSITION. At liberty after June 15th. Nine years' Western experience, wholesale and retail. Road job preferred. Box 670. Hardware and Metal, Toronto. (23)

TRAVELLER HAVING PROVED HIS ABILity by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668. Hardware and Metal, Toronto. 18—21t

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white card marked 25c, 50c, 75c, $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set 25 cents postpaid. Technical Book Dept., 143 University Avenue, Toronto. (tf)

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

A Bargain

must have two essentials in order to deserve the name—it must be useful and cheap.

Hardware and Metal

offers a real bargain in its Want Ad. Department. Here, at the lowest possible cost, you can place before the very persons most interested, **hardware men and men in the allied trades,** any respectable business proposition.

Here is Proof of the Value

SIXTY SWISS ARMY RIFLES, at $2.50 each. Box 920, HARDWARE AND METAL, Toronto. (48)

F. Y W. Braithwaite, Blind River, Ontario, who inserted this ad., says "It brought us replies from nearly every province of the Dominion."

The Cost was 39c

If you have any proposition, in which you consider hardware dealers, clerks or travellers would be interested, try a want ad. in

Hardware & Metal
Toronto Montreal Winnipeg

RATES (payable in advance)
2c. per word one insertion
1c. per word subsequent insertion
5c. extra per insertion for box number if required

High Quality Screen Goods

Wabash Screen Doors and Windows are acknowledged to be the Highest Quality Screen Goods made.

Their construction is of the strongest.

Only well seasoned and kiln-dried lumber is used.

The durable black wire cloth is stretched by machinery:—Drumhead Fight.

We carry a large stock and can ship promptly. Write for illustrated circular and price list.



WINNIPEG EDMONTON

KEEP WIDE AWAKE!

Your nearest competitor is very much alive to the chances of getting your trade away from you, but you will have a powerful lever to move business to your store and **to keep it there,** if you carry

New Era Paint

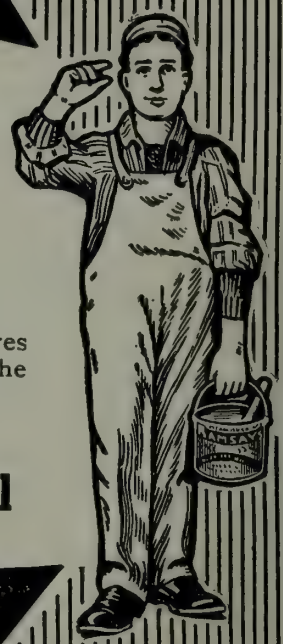
This paint keeps its colour better, lasts longer and covers a greater surface than many higher-priced paints. It is pure and moderately priced. Get our prices.

Standard Paint & Varnish Co.
WINDSOR, ONT. LIMITED

AN IDEAL BUNGALOW at $3,500

Those people who have ever erected houses only to find in the end that their plans were unsuitable and expenditures beyond the estimates, will be interested in an important task which MACLEAN'S MAGAZINE has undertaken in presenting an ideal type of bungalow which may be erected at a cost of about $3,600. A great many different styles were considered, but in the June number of the Magazine what is considered as the ideal style is presented together with exterior and interior illustrations, an architect's plan of the floors and a descriptive article. It is likely that many of these bungalows will be erected in Canada. Beyond question the style is most striking and it would appear inexpensive.

This Man and Your Paint Trade



The value, to the dealer, of a trade sign lies in the attitude of the buying public towards that sign. Now, for years paint buyers have associated this man with

Ramsay's Paints

on account of our advertising and have come to look for him in the stores where they would buy paint because of the quality in every can of the paint he stands for.

Better arrange to have him in your store. Write us, we'll attend to it.

A. Ramsay & Son Co., Montreal

Paint Makers Since '42

WESTERN DISTRIBUTORS:

A. McBride & Co., Limited, Calgary;
Revillon Bros., Limited, Edmonton;
Bogardus, Wickens, Begg, Limited, Vancouver.

Sterling Prepared Paints

OUR BEST SELLING HELP IS THE QUALITY

It's the reasonable price that interests your customer, and the contents of the can that holds his trade.

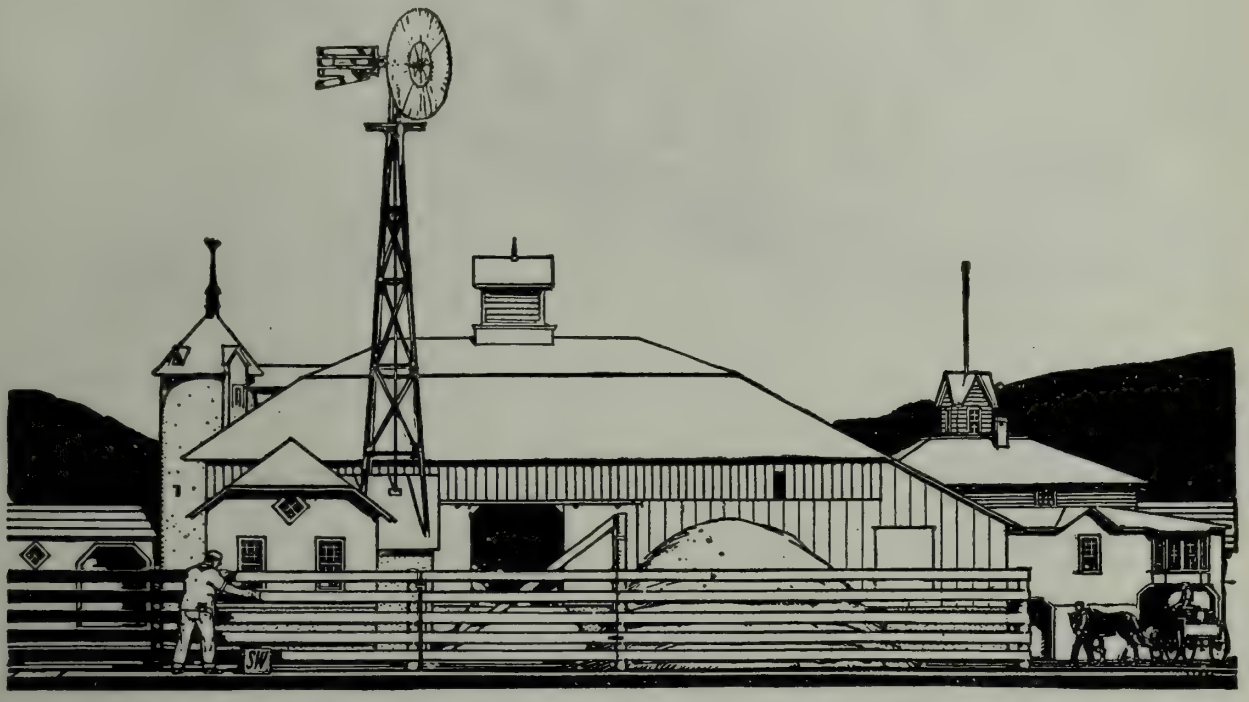
CANADIAN OIL COMPANIES, LIMITED

TORONTO

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA

Below is One of a Series of Sherwin-Williams Advertisements

now appearing in the leading Canadian Farm Journals and Weekly Newspapers. This is the kind of advertising which is creating increased business for the dealer who handles Sherwin-Williams Paints and Varnishes.



A farm that looks prosperous is prosperous. The wise use of paint and varnish adds years to the life of buildings, wagons and implements, and saves you a big yearly loss from rust and decay. Whatever your paint or varnish need around your farm or home, there is a high quality Sherwin-Williams Paint or Varnish that will effectually protect your property.

The Farmhouse will last longer and look better, protected with SWP, Sherwin-Williams Paint, Prepared. Contains only pure lead, pure zinc, pure linseed oil, and the necessary turpentine, driers, and coloring pigments, mixed and ground in the correct scientific proportions by powerful machinery. Look for the "Cover the Earth" trade-mark shown below.

The Buggy properly painted will be in service years after the neglected buggy is past repair. Sherwin-Williams Buggy Paint made in the 9 best colors, will make the saving for you.

The Wagon, The Plow, The Reaper, The Binder and all other tools and vehicles decay and rust when left unpainted. On such use Sherwin-Williams Wagon and Implement Paint, easy spreading, economical and long wearing.

Windmills, Metal Roofs, etc. need special protection. Sherwin-Williams Metalastic is especially made to prevent the decay and rust of metal surfaces.

Barns, Sheds and other buildings of rough lumber can be durably protected by the use of Sherwin-Williams Barn Red—Spreads easily, covers well and resists the weather.

Bridges, Fences and Roofs deserve protection. The refined Creosote Oil in Sherwin-Williams Creosote Paint both preserves and protects at moderate cost.

Floors and Stairs need special attention. The ten handsome shades of Sherwin-Williams Inside Floor Paint are easy to apply, dry quickly, and stand hard wear.

Inside the House Sherwin-Williams Brighten-Up Finishes supply a paint, varnish, stain or enamel for every possible purpose. Write for a complete descriptive booklet.

SHERWIN-WILLIAMS PAINTS & VARNISHES

Address all inquiries to *THE SHERWIN-WILLIAMS CO. of Canada, Limited*, Montreal, Toronto, Winnipeg, Vancouver

Sell Glidden Advanced Finishes

For Modern Building Construction

THE painter's great work of the present and the future is the protection and decoration of Cement, Stucco and Concrete surfaces. The painters realize this, and the painters everywhere show their appreciation of ***Glidden's Advanced Finishes*** for these purposes by using them on their work.

We are giving Glidden's Advanced Finishes bold advertisement to the Architects, Engineers and Painters in all parts of the country and the goods are selling and selling well. They are used on big jobs and your profits on them are big.

Are you getting your share of this business? Remember Glidden Goods are always Quality Goods, and Glidden Discounts are Quantity Discounts. Sell your painter customers: Such products as Glidden's Alkali Proof Wall Size, Concrete Floor Dressing, Liquid Cement (Coating), Waterproof Flat Finishes, Acid Proof Coating and White Cement Enamel.

Write us for full information on our special offer to the trade on these finishes. Use the attached coupon.

The Glidden Varnish Co.
Toronto, Ont.

Gentlemen:

Send me full particulars of your special offer to the trade on Glidden's Advance Finishes, understanding it will place me under no obligation.

Name.....

Address.....

The Glidden Varnish Company

Factories: Toronto, Canada; Cleveland, Ohio
Branches: London, New York, Chicago

GREATER SALES-GREATER-SATISFACTION-GREATER—PROFIT



It is the quality the manufacturer puts into his paint that gives the greater satisfaction — that makes greater sales possible, and returns the greater profits to the paint dealer. The dealer who handles

Martin-Senour Paint
100% Pure

finds his business growing as a result of the presence of the quality of *lasting service, non-fading color, luster, free flowing, surface covering capacity* put into paint by its makers. If you want the greater sales and the greater profits that come as a reward for greater satisfaction, sell Martin-Senour Paints. Don't put off writing for the agency

THE MARTIN-SENOUR CO., Limited
Pioneers of Pure Paint

Montreal **Chicago** **Winnipeg**

Railroads use Dougall Varnish

Why do you suppose the railroads use more DOUGALL VARNISH than any other. The reason is very simple.

The passenger coaches are subject to all kinds of weather. Extremes of heat and cold, rain, wind, snow, etc. Therefore the varnish used must be one which will wear well; one which will not crack, peel or blister.

DOUGALL VARNISH IS THE KIND

Don't think that the railroads have not tried any other. They have probably tried every make, and the result is that they buy more DOUGALL VARNISH than any other. This is because DOUGALL VARNISH is

THE VARNISH THAT LASTS LONGEST

The Dougall Varnish Company, Limited

305 Manufacturers Street, Montreal, Canada

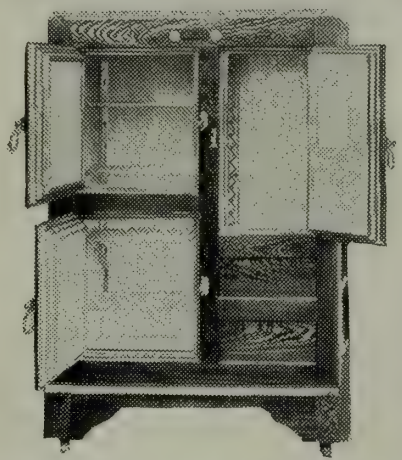
J. S. N. DOUGALL, President **Associated with MURPHY VARNISH CO., U.S.A.**

NOW Is The Time

that every progressive dealer should stock refrigerators. But when doing so he has to select a trade-winner that produces a reliable profit.

You cannot get better results than those produced by the

"BARNET" Refrigerator



Contains Many Good Selling Points

This is a refrigerator that has strictly up-to-date features — a refrigerator that has been endorsed by experts. It has been subjected to every practical test, and we know that it is the choice of those who want the best.

Other dealers are reaping splendid profits—why don't you? Investigate at once.

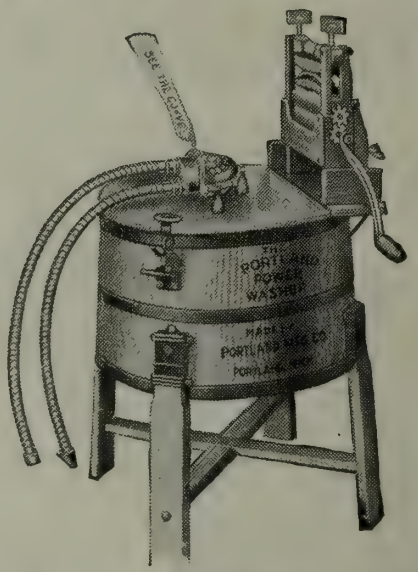
Write us to-day for catalogue. Study it. Then you will realize **"BARNET" superiority.**

The Barnet Manufacturing Co.

LIMITED

Renfrew, Ont.

FROM STOCK



Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

The Portland is a trouble-less washer—it relieves all washer worries.

Made complete in our own factories—washer, motor, and furniture finished tub.

If you're looking for a quality washer that's really worth while get after your hardware jobber, or write direct to us.

SOLE CANADIAN AGENTS

HENDERSON & RICHARDSON

Formerly J. A. HENDERSON

Board of Trade Building, MONTREAL

PORTLAND MFG. CO., - Portland, Mich.

The Largest Manufacturers of Washing Machines in the World

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

Through a little effort at advertising and a big effort at producing the best article that skilled mechanics and A-1 materials could produce, our

Klondike and Jubilee Brooms

have become known as the most reliable in the market. Just now we are devoting special attention to **perfecting the handles** of these lines by a new system of polishing—making them **"smooth as glass"** Try a sample lot, you'll be delighted.

Manufactured by

Stevens-Hepner Co., Limited
PORT ELGIN - ONTARIO

If you want Strictly Pure Turpentine at the right price, get our quotation before placing your order.

TURPENTINE PRODUCERS' AGENCY

Independent Distributors

Office, 140 Victoria St. **Phones:**
Warehouse, Macdonell Ave. **Main 4391**
C.P.R. & G.T.R. Sidings **Park 2781**



A LINE OF SOLID REPUTE

You are taking no chances when you handle and feature a line of varnishes that have "made good" the world over.

INTERNATIONAL

Varnishes and Varnish Specialties have held pride of place in quality and effectiveness for years.
Are absolutely reliable in every respect.
You will make no mistake in stocking the following, they are our leaders.

TRADE ELASTICA MARK — **FLOOR FINISH**

TRADE MARK FLATTINE — **FINISHES**

Satinette — **WHITE ENAMEL**

LACQUERET HOUSEHOLD LACQUER — **HOUSEHOLD LACQUER**

TRADE KLEARTONE MARK — **STAINS**

Every International Can contains full Imperial Measure

INTERNATIONAL VARNISH CO. LIMITED

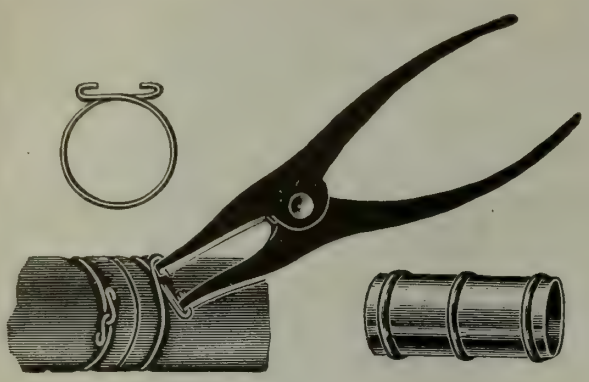
TORONTO WINNIPEG

Canadian Factory of Standard Varnish Works

NEW YORK CHICAGO LONDON
BERLIN BRUSSELS MELBOURNE

Largest in the world and first to establish definite standards of quality

L61



MONARCH HOSE MENDER

(HUDSON PATTERN)

Simplest and Best on the Market for Repairing Garden Hose.

Packed in paste-board boxes, each containing 1 pair pliers nicely japanned, 6 brass mending tubes, and 20 brass wire bands. 1 gross in a case. Weight per case, 100 pounds.

JOBBERS—Write for prices on this good seller. We will give exclusive selling rights to one jobber in each province.

Monarch Hardware Company

Buffalo, New York, U.S.A.

STANDARD CHAIN COMPANY



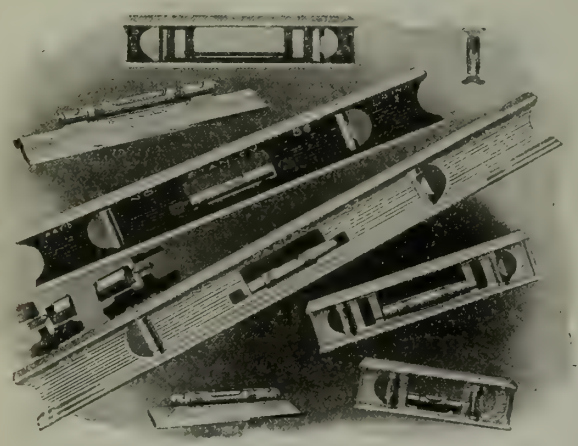
COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Stanley Tools

SIX REASONS WHY YOU SHOULD STOCK STANLEY METALLIC PLUMBS AND LEVELS

1. Their design is **attractive** and **perfectly proportioned**, which combines the **minimum** of **weight** with the **maximum** of **strength.**
2. The **milling** and other **machine** work is such as to secure **absolute uniformity** in the level stocks, whose top **and** bottom are **perfect straight edges** and parallel.
3. They are **correctly made** and will **remain accurate** under any ordinary conditions of use.
4. They are **easily adjustable.**
5. They are **reasonable** in **price.**
6. The **demand** for them is **well established.**

STANDARD THE WORLD OVER

Stanley Rule & Level Co.

New Britain, Conn. U.S.A.

EVERY TOOL GUARANTEED

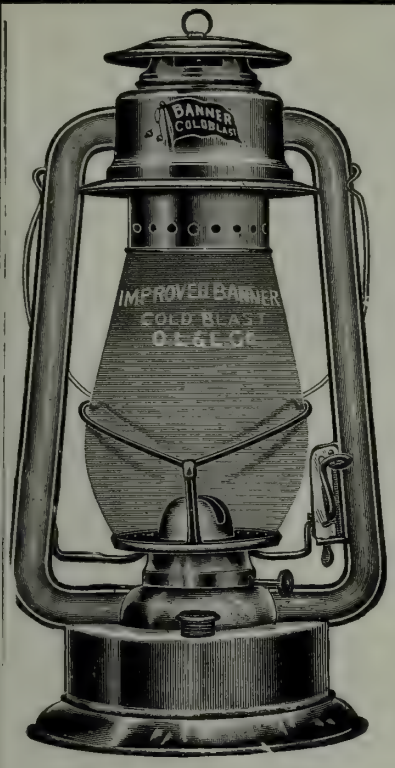
THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.



BANNER
TRADE MARK.

Don't Overlook The Fact

THAT

"BANNER" COLD BLAST LANTERNS

are being advertised extensively to the consumer.

Get your share of the trade by ordering early.

"BANNER" Buggy Lantern

The success of this Lantern is now assured. Get a case of half-dozen from your jobber.



Ontario Lantern & Lamp Co.
LIMITED

Hamilton - - Ontario

Branches:

MONTREAL, P.Q.,
30 St. Dizier Street

WINNIPEG, MAN.,
56 Albert Street

BERRY BROTHERS' CELEBRATED
TRADE MARK

Quality plus Advertising plus You

These are the three biggest factors in the success of Berry Brothers' Varnishes.

They are the three things we center our attention upon above all others.

We believe in the DEALER. We recognize his importance in the success of our business.

And we believe the best suppport we can give him is to produce good varnish and make it known to the public by big advertising.

That's why you and your trade see the good, familiar Berry Brothers' label standing out prominently in the pages of the leading magazines.

Is that same label prominent on your shelves?

Berry Brothers' Business Builders

The Big-4 with which every dealer can most easily satisfy the quality-demands of his trade.

TRADE MARK **LIQUID GRANITE**
For finishing floors in the most durable manner possible.

WOOD FINISH **LUXEBERRY**
For the finest rubbed or polished finish on interior woodwork.

ELASTIC INTERIOR FINISH
For interior wood-work exposed to severe wear and finished in the full gloss.

ELASTIC OUTSIDE FINISH
For front doors and all other surfaces exposed to the weather

BERRY BROTHERS, Limited
The World's Largest Varnish Makers
Walkerville, Ont.

BRILLIANT DURABLE UNEXCELLED
VARNISHES
WALKERVILLE, ONT.



This

Drill Brace No. 192

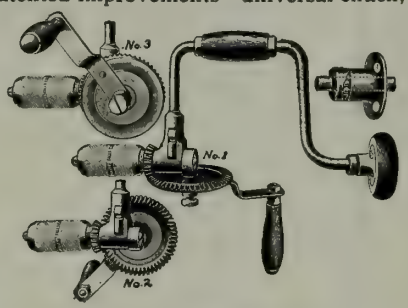
Makes Difficult Boring Easy

The gear as shown by illustration is attached or detached by turning a thumb screw, but what is not shown is that when set it is as rigid as if keyed on. Its possible adjustment to three positions gives the user 100% efficiency in any corner or in any position or angle.

Gear Attached or Detached by Thumb Screw

The ratchet is an improved device so arranged that both dogs can be thrown out of mesh at the same time, allowing free operation of drill gears.

With drill gear detached, the brace is our regular 10 inch Sweep tool with all its patented improvements—universal chuck, taking all sizes and shapes of shanks patent ratchet, non-splitting free-acting centre Handle and ball bearing head.



Adjustable to Any Position

Of fine appearance and works perfectly

MILLERS FALLS COMPANY

28 WARREN STREET NEW YORK CITY

THE BEST CHEAP FENCE ON THE MARKET IS

"MONARCH" WIRE FENCE



"MONARCH" Fence is made of the best galvanized No. 9 Hard Steel Wire throughout and as it is made in fifteen sizes and suitable for all purposes, you will find it a very easy seller and money-maker. Note the simple "MONARCH" Ring Lock—the best lock of its kind in the world.

Now's the time to push Fencing hard. Commence by writing us for Catalog and prices.

The Owen Sound Wire Fence Co.,
Limited

OWEN SOUND, - - - ONTARIO

MAKE SURE

of the quality of your handles. In buying Axe Handles, possibly more so than with any other article you sell, quality is an absolute essential.

You can make no mistake if you stock and recommend

STILL'S AXE HANDLES

the acme of quality

Write for Prices

J. H. Still Mfg. Co., Ltd.

ST. THOMAS :: :: ONTARIO

SHEET COPPER

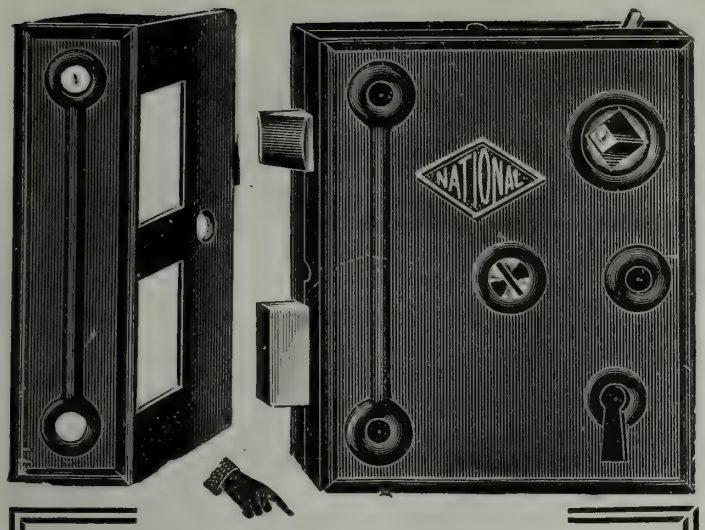
Prompt Shipment

Stock or Import

B. & S. H. Thompson & Co.

LIMITED

MONTREAL, QUE.



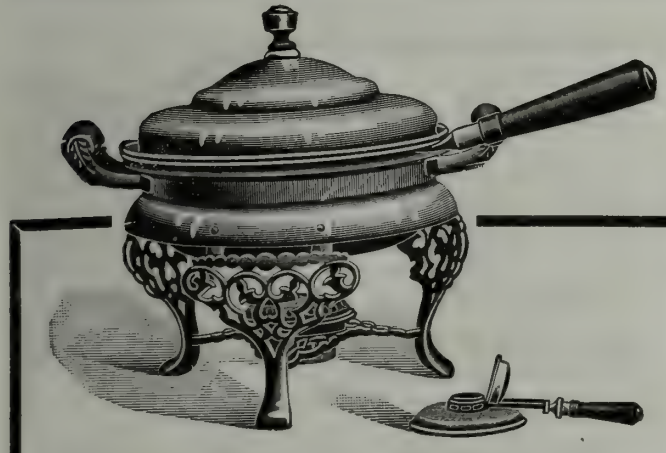
Simplicity, Durability

are two of the features that make the **National Steel Rim Locks** popular with every user.

We guarantee quality and satisfaction with every sale.

Get your share of good profits. A card from you will land a trial order at your store.

NATIONAL HARDWARE CO., LTD.
ORILLIA, ONTARIO, CANADA



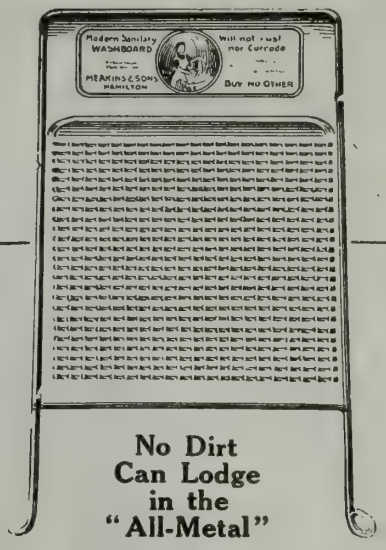
Now Is The Time To Push This

Chafing Dish

It makes an ideal wedding gift and is sure to sell well at a good profit. Made in Silver and Nickel Plate, capacity three pints. Patent asbestos forced draught lamp with each dish, or peerless regulating lamp. Handles of rubberoid or staghorn.

Write for circulars to-day. Immediate shipment guaranteed

The Buffalo Mfg. Co., Buffalo, N.Y.
Canadian Representatives
H. F. McIntosh & Co., 28 Toronto Street, Toronto



No Dirt Can Lodge in the "All-Metal"

A Really Cheap Washboard

Is the only board that gives perfect satisfaction. A washboard that satisfies every housewife and saves its own cost by its perfect working qualities is the washboard for you to stock.

THE MEAKINS Sanitary Washboard

is made in one piece, of all metal and has no wooden parts or joints to corrode or rust. Therefore they are sanitary and merit the buying good-will of every housewife.

Send for Prices, etc.

MEAKINS & SONS
HAMILTON, ONTARIO

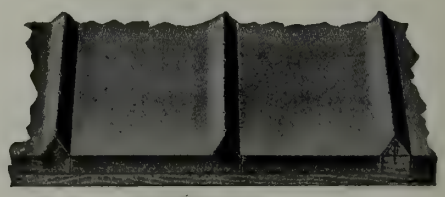
"Try Us for Service and Quality"

We carry a large stock of **Wholesale Plumbers' Supplies,** from which we can make immediate shipments.

Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.
WINNIPEG.

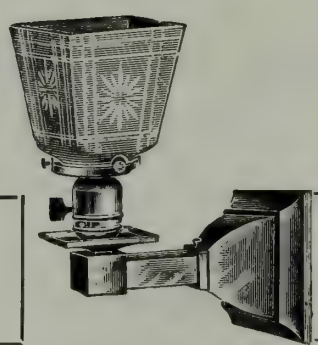
Hustling Hardwaremen
are selling
3. V. Crimp Roofing



because they are proud of its appearance and know their customers will always get value.

Our literature gives reasons and prices.

Winnipeg Ceiling and Roofing Company
P.O. Box 2186 H. - WINNIPEG, MAN.



We carry a large stock of Tungsten Metal Filament Lamps, also Carbon Lamps, and a general line of Gas and Electric Fixtures and Glassware.

The Rochester Lamp Co.
120 Church St., TORONTO

Investigate

our Original Advertising Plan and get Action Selling Service or

"Mule-Hide" ROOFING
(NOT A KICK IN A MILLION FEET)



whereby we can increase your business 25% to 50% This proposition is not an experiment, but a time-tried plan that has "made good."

Write us for full details to-day. A trial will convince you that our plan is a trade-winner.

Don't delay. Delays mean lost profits.

The Dominion Roofing Co. of Canada, Limited
31-33 Front Street East, Toronto, Ont.

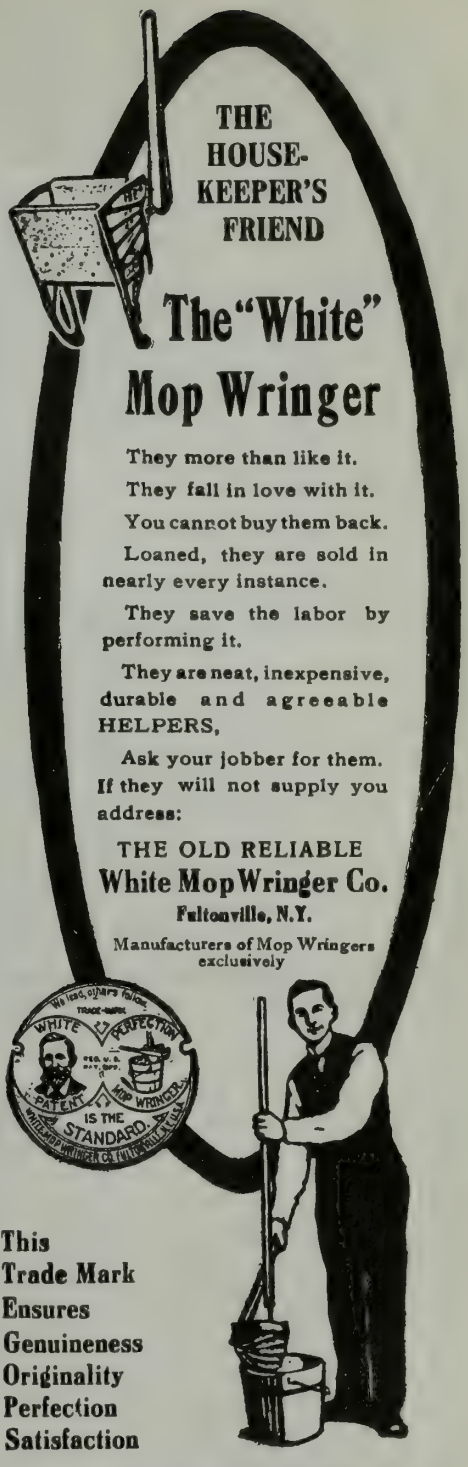
LONDON BAR IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.

LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg





We both lose money if YOU are not a FORD dealer

We are spending large amounts of money to help you sell Ford Auger Bits. Our magazine advertising, together with our personal letters to carpenters, electricians, mechanics, etc., reach practically every Auger Bit user in the country.

We're telling them why they should use **FORD** Bits — just wherein they're superior to all others, showing how better results are obtained through their use, and asking them to call for FORD Bits by name.

We need YOU—
we want YOU

You'll find FORD Bits easy and profitable to handle, because our advertising makes sales easy and the lasting satisfaction that every **FORD BIT** gives makes each sale profitable. A Ford buyer is a steady customer.

You run no risk in handling Ford Bits—each one is thoroughly guaranteed—guaranteed on a money-back basis.

You can help us—we can and will help you.

Let's get together.

We'll promptly send you samples, catalog and name of nearest jobber.

FORD AUGER BIT CO.,
Holyoke, Mass.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

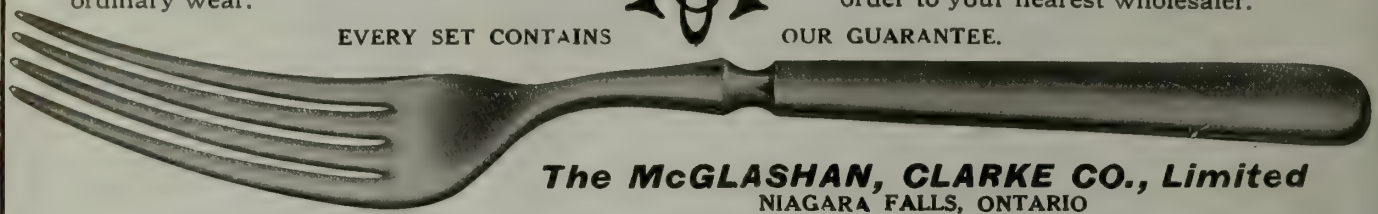
Wellington Mills, London, England

JUMBO FORKS

"JUMBO" Forks have a standard silver plate that is guaranteed to give long and satisfactory service under ordinary wear.

"JUMBO" Forks, put up with our 12 dwt. knives in a lined case, make a highly acceptable gift. Send a trial order to your nearest wholesaler.

EVERY SET CONTAINS OUR GUARANTEE.



The McGLASHAN, CLARKE CO., Limited
NIAGARA FALLS, ONTARIO

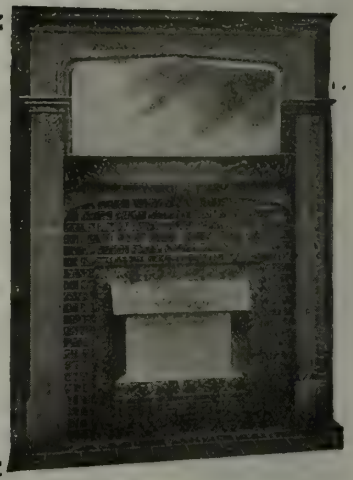
AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont.
David Philip, 291 Portage Ave., Winnipeg, Man. Benj. Rogers, Charlottetown, P.E.I.

Dealers!

HERE'S YOUR CHANCE TO MAKE A SPLASH.

This Mantel or any of our "70" different designs, fitted with our Electric Grate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

Write for the "dope"—Your contractors will fall for it.
Don't forget—We have the best line of Gas and Coal Grates in the country.



The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.
Our Motto—"QUALITY"



YOUR sales will be materially increased by handling the Aylmer Metallic Ring Sprayer, the best hand pump made in Canada. No soft packing to give you trouble, a pump that gives perfect satisfaction to your customer in every instance.

Write for Prices and Discounts.

The Aylmer Pump & Scale Co., Limited

AYLMER, :: ONTARIO

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Montreal, Dec. 4th, 1905
J. W. Harris Mfg. Co., Ltd.
Montreal, Que.
Gentlemen:
It pleases me to be in a position to state that the "Zephyr" Ventilator placed on my chimney is giving me the greatest satisfaction.
The smoke which we used to have in the house has completely disappeared, owing to the good work of your "Zephyr" Ventilator.
I remain, gentlemen,
Yours truly,
T. A. GAUTHIER,
128 St. Elizabeth St.

Made by

The J. W. Harris Mfg. Co., Ltd.

Contractors
Montreal



There's a Big Demand Among Miners and Sportsmen

for a lamp that gives high lighting efficiency at low cost and that will stand up under long hard service with minimum of breakage or loss of parts.

Maple City Acetylene Lamps

fill this demand. They have many strong selling features to be found in no other acetylene lamps and every lamp is thoroughly guaranteed. Our broad advertising campaign is creating a specific demand for Maple City Lamps that you can easily turn to profits. *Write to-day for our special Selling Proposition.*

MAPLE CITY MANUFACTURING CO.

MONMOUTH, ILLINOIS, U. S. A.

High-Grade Builders' Hardware

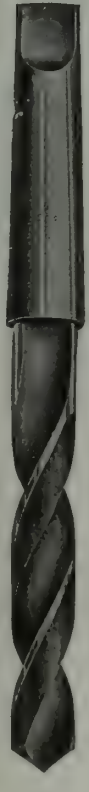
Is The Kind That Brings Repeat Orders

We carry a complete guaranteed line of Builder's Hardware, including Butts, Hinges, Hasps, Staples, Nails, Etc.,

Send us a trial order and test the selling qualities. Our long retained reputation for quality stands back of our guarantee.

Write for catalogue to-day

COWAN & BRITTON, GANANOQUE, ONTARIO





Long Service Is A Natural Result Of The "Twisted-While-Hot" Process

It must be annoying to the average drill user to have drills made from well-known brands of steel fall down on the job. He wants efficiency and can't get it because it's milled or ground away in the process of manufacture.

"Hercules" High Speed Twisted Drills

are made from a High Percentage Vanadium High Speed Steel under the only "twisted-while-hot" process that retains all the strength of the steel in the finished drill. The grain of the steel is undisturbed, insuring longer edge-holding and greater resistance to the strains of the metals having different degrees of hardness.

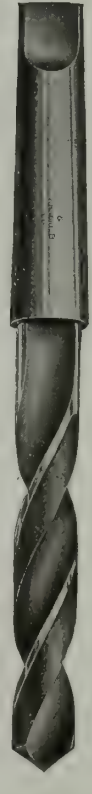
The taper shanks, usually one size larger than ordinary, prevent tag troubles and give a greater driving power because the drill fits into the chuck firmly and in the center.

Your jobber will supply them or you can send order direct. Send for Catalog 74-B.

TRADE W&B MARK

Tools of Quality Bear These Marks

TRADE W B CO MARK



The Whitman & Barnes Mfg. Co.

Established 1854 **ST. CATHARINES, ONT.**

STOCKS CARRIED AT WINNIPEG AND MONTREAL

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

We have the facilities for turning out

The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost---a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.



THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.

THE SPECIAL FEATURES IN MAXWELL'S

Champion High-Speed Washer

make it a winner against all competition. Made of Red Cypress (the wood that lasts a lifetime) with both crank and top lever drive, heavy balance wheel, and extension wringer attachment, allowing practically the whole top to open, the CHAMPION catches the fancy of the woman who sees it for the first time, and wins the warm recommendation of the woman who uses it. It pays to link up your store with such successes as the CHAMPION.



DAVID MAXWELL & SONS ST. MARY'S, ONT.



Open Ring Cow Ties

ELECTRIC SWELL WELD CHAIN



Closed Ring Cow Ties

25% more { WELD STRENGTH WEAR

{ MADE IN CANADA AND SOLD BY JOBBERS }

25% more { ORDERS SALES PROFITS

Made by

Office: BUFFALO, N. Y.

McKinnon Chain Company

Factory: ST. CATHARINES, ONT.

The Mechanic Special Service Ladder



This ladder is all that its name implies and is highly prized for use in the shop or wherever a handy ladder suitable to sustain a great weight is required. The legs are connected by rounds so that one or more may make use of the ladder at one time, and the rounds and steps are staggered so that a plank can be placed through and find support every six inches. The ears are of malleable iron and steps are trussed.

If you want to increase your profits, that ladder will help you.

Get Catalog and Prices NOW.

The Stratford Mfg. Co., Limited

STRATFORD - - CANADA

HEADQUARTERS

LAMP BLACKS

Sixty-two Years In Business

LAMP BLACKS

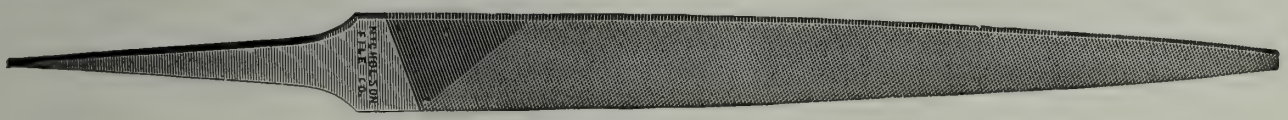
Sixty-two years' experience, enabling us by dint of superior quality in building up the largest business of bulk and package Blacks, not only in England and America, but in the world.

In order to be sure of the best and most economical, look for the Red Seal on every package.

Manufacturers of Old Standard, Eagle, Globe and Pyramid Germantown Brands.

WHY BUY THE NEAR BRAND WHEN THE BEST IS PROCURABLE?

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A



Best Files for Every Purpose

are Nicholson-made Files. We have the machinery, the methods and the steel that a specialized file-making experience of nearly fifty years proves to be the best. Nicholson-made Files have come to be the standard of file quality all the world over. These are the well-known factory brands made by the Nicholson File Co. in Canada:

"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McCLELLAN" "KEARNEY & FOOT" "J.C.SMITH"

Live Hardwaremen throughout Canada find it very profitable to push some or all of these lines as their specialties in files. Try it. Your jobber can supply you.

Nicholson File Co., - - Port Hope, Ont.

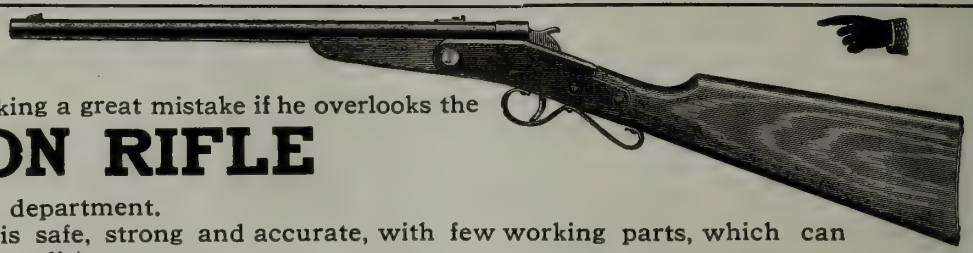


SIMONDS SAWS ARE THE BEST

Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

Be Careful!!



The hardwareman is making a great mistake if he overlooks the

HAMILTON RIFLE

when re-stocking his gun department.

This 22 caliber rifle is safe, strong and accurate, with few working parts, which can easily be kept in perfect condition.

It is the choice of the people who know, as it never fails to give the highest satisfaction.

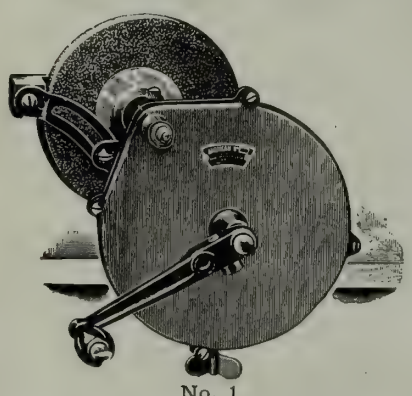
A Hamilton sale brings the dealer excellent profits and protects him against come-backs.

Do not hesitate—get our circulars and prices at once. FOR sale by all Jobbers.

C. J. Hamilton & Son - Plymouth, Mich.

For Quick Sellers Try AMERICAN GRINDERS

The American Grinder is of the enclosed gear type.
Self-Oiling Bearings require no attention.
Internal Friction loss exceptionally small.
Gear Case sealed and will never leak.



No. 1

Bearings will not overflow oil.
No complicated parts.
Pleasing in appearance.
Firmly constructed.
Simple in design.
Gears run in oil.
Very compact.
Noiseless.
This is a perfect piece of mechanism that sells at a price that everybody can afford to pay.

GET OUR PRICES AND PARTICULARS AT ONCE

3—SIZES—3 4, 6, 7 IN. WHEELS

AMERICAN GRINDER MFG. CO.
Milwaukee, Wisconsin

MERCHANTS' HARDWARE SPECIALTIES CO. LTD.,
Calgary, Alta., Agents for Western Canada

"THERMO"

The Washer

That makes the Washday Bright

Easy to Sell



Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial, Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices. Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON, CANADA

Edwin Schofield (Eastern Agent), Canadian Express Bldg., Montreal; F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE 

MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

Copper Sheets

M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

TORONTO

LAMPBLACK

HIGHEST QUALITY

We are the World's Largest Manufacturers of Pure Lampblacks. This has been gained by giving our trade intrinsic value for money received—a value that cannot be obtained in any other lampblack.

If in doubt, let us submit you the evidence of dealers who know, by sending you copies of their repeat orders.

Better give our Lampblack a trial—it will cost you nothing if dissatisfied.

Write to-day.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.

Wilckes Martin Wilckes Company
NEW YORK, N.Y., U.S.A



STEP LADDERS

4 TO 12 FEET

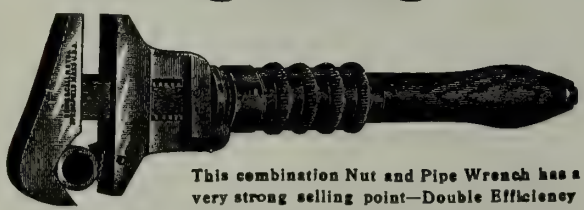
The Best Ladder at the price.
Clear Norway pine sides.
Hardwood Steps --- malleable iron clamp.

We also make
Curtain Stretchers, 3 styles.
Tub Stands, Clothes Bars, Ironing Boards, Etc.

Send for catalogue

OTTERVILLE MANUFACTURING COMPANY, LIMITED
OTTERVILLE - - ONT.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

Cap Screws, Set Screws, Studs
Special Milled Work
Gold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company
LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

HARDWARE BUILDERS' SPECIALISTS

Buyers and Exporters for Hardware, Metal, Heating, Paint and Oil Trades.

STRACHAN, OSWELL & CO.
22 St. Mary Axe, LONDON, E.C.

Correspondence Invited.

BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

Good Pumps--- with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

Write

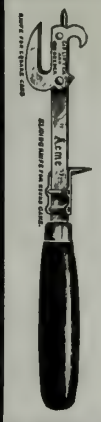
The
R. McDougall Co., LIMITED
GALT, CANADA

MR. DEALER:

Buy Pliers that sell, **UTICA** are the highest grade Pliers made, and are in great demand throughout the **Country.** They do not lie on your shelves, but bring you business. Try them.

Every tool stamped "Utica" is guaranteed to give entire satisfaction or money back.

UTICA DROP FORGE & TOOL CO.
UTICA, N.Y.
SOLE CANADIAN AGENTS
SMITH HARDWARE CO., Ltd., 240 Lemoine St., MONTREAL



ACME CAN OPENER

The best can opener made, opens round and square tins of any size. All metal parts nickel-plated blades tempered steel.

SMITH HARDWARE CO., LTD.
240 LEMOINE ST.
MONTREAL

BLACK JACK

QUICK
CLEAN
HANDY



TRY IT!

SOLD BY ALL JOBBERS

¼-lb tins—
3 doz. in case.

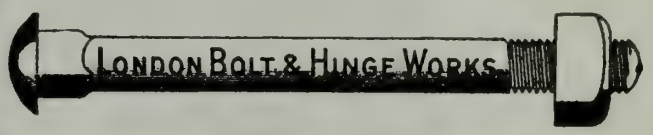
SCREW AND STRAP HINGES
for Barn Doors, Gates, etc.

Ours have **GIMLET-POINTED** Hooks, with **CUT** Coach-Screw Thread. Get our prices.

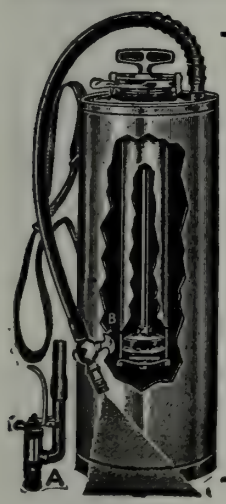
NUTS

We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA



The Demand

for Sprayers of all sorts is growing rapidly. We claim to have the best **AUTOMATIC COMPRESSED-AIR SPRAYER** on the market at the price.

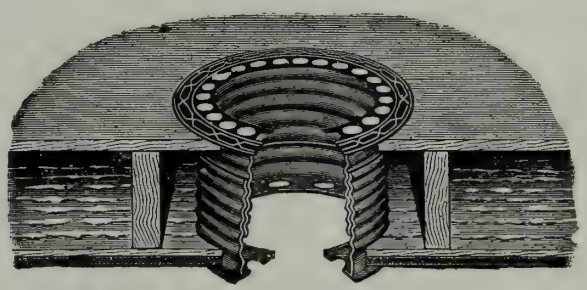
It is light, easily handled, does the work quickly and well and is cheap.

It will pay you to have it in stock.

Send for description and prices.

CAVERS BROS., Manufacturers
GALT, ONTARIO

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springe. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. **LIMITED**

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK



GRANTED 1682.

By seeing that this exact mark is on each blade.

SOLE AGENTS FOR CANADA

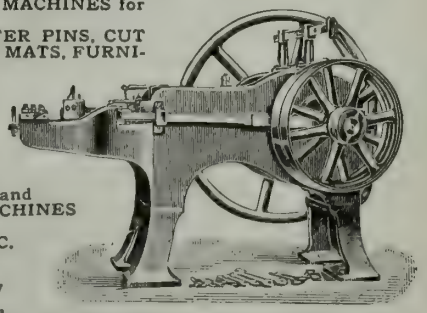
James Hutton & Company
MONTREAL

MODERN WIRE MACHINERY

COMPLETE PLANTS FOR WIRE DRAWING, NETTING, WEAVING
Improved High Speed Barb Wire Machines
Improved High Speed Wood Screw Machines
Complete Plants for making ELECTRIC WELDED CHAIN
Up-to-date AUTOMATIC MACHINES for making:
BOLTS, BUCKLES, COTTER PINS, CUT NAILS and TACKS, DOOR MATS, FURNITURE SPRINGS, HINGES, HOB NAILS, NAILS, RINGS, RIVETS, SCREWS, SCREW HOOKS and EYES, STAPLES, WIRE NAILS
QUADRANGULAR MESH WIRE NETTING
WIRE STRAIGHTENING and CUTTING MACHINES
THREAD ROLLING MACHINES, ETC., ETC.

SEND YOUR ENQUIRIES.

ED. BRAND
Specialist in Wire Machinery
472, Moss Lane, East
MANCHESTER - England
Cable Ad: "Filieres, Manchester"
Code used—A.B.C., 5th Edition



RIVET PRESS

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution

BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, - QUEBEC

CHAPLETS.



ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

HORSE POKES.

Surprise Horse and Cattle Pokes

The only poke that will stop horses from jumping. Made at Perth, Ont., by

James & Reid
ASK YOUR JOBBER



EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to
A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118 Queen Street, Glasgow, Scotland

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Castings of all Kinds.

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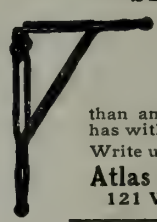
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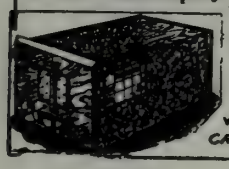
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Saves 10% Shelf Room over wooden boxes
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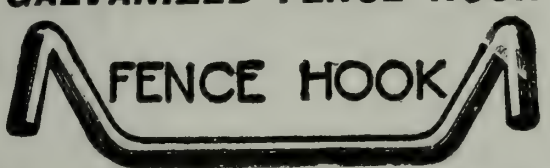
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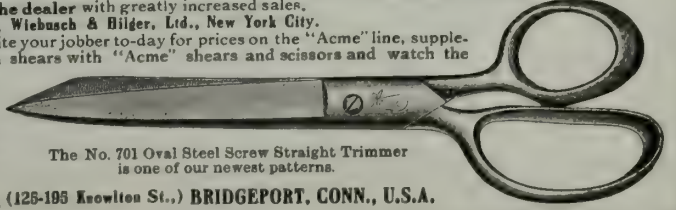


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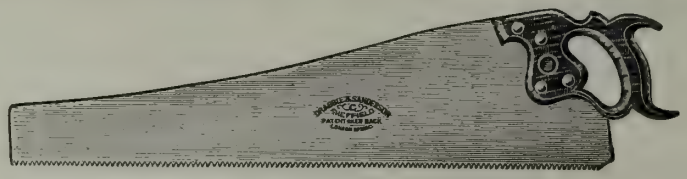
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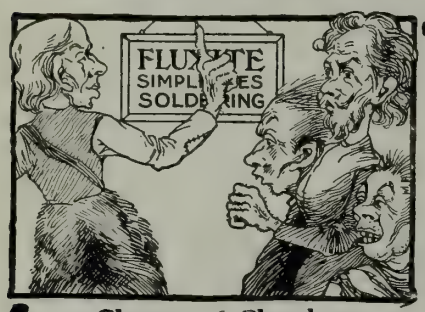
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the paste flux that

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TRADE MARK REGD.

STRAWBERRY HULLER

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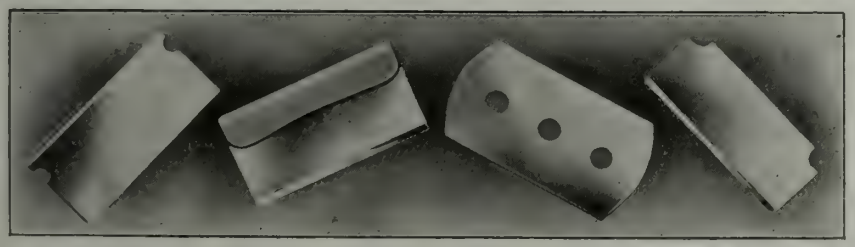
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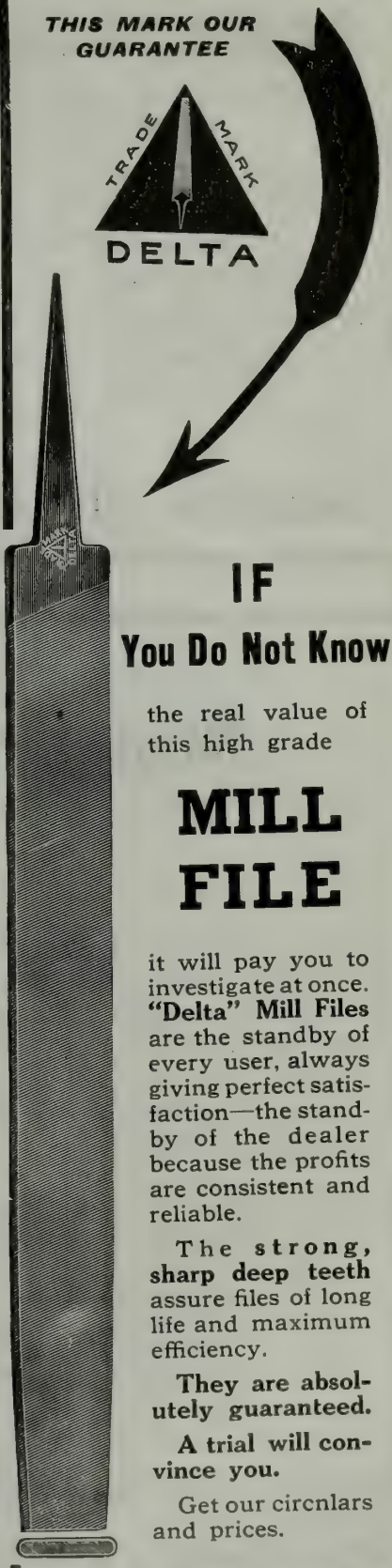
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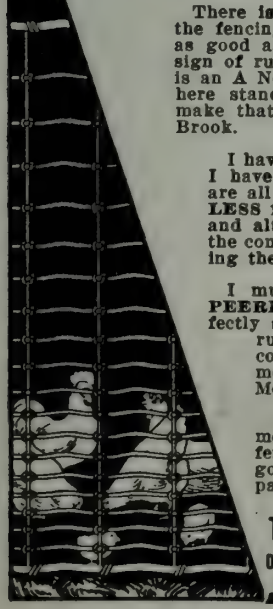
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Yale & Towne 4

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When you sell a fence your customer holds *you* responsible for its quality—not the maker. So why not sell the fence that will satisfy your customers and bring them back for more? Read what some dealers have to say about the

Peerless Fence Saves Expense



There is no fault to find with your fence. the fencing I put up four years ago is just as good as the day I put it up, showing no sign of rust and giving good satisfaction. It is an A No. 1 Fence. The **PEERLESS** around here stands the test better than any other make that I have seen.—John Mason, Spring Brook.

I have been well pleased with all the wire I have received from you. My customers are all highly pleased with all the **PEERLESS** fencing they have received from me, and although opposition is very strong in the community, **PEERLESS** Fencing is taking the lead.—Wm. F. Mills, Wheatley.

I must honestly confess I have found **PEERLESS** Fencing, once stretched, perfectly satisfactory. I have never seen any rust on it yet, nor have I received one complaint from the many different men I have sold wire to.—J. H. Craig, Metcalfe.

We manufacture farm and ornamental gates, lawn, farm and poultry fences of a quality that will build up good business for you. Write for particulars.

The Banwell-Hoxie Wire Fence Co., Ltd.

Dept. A.K. HAMILTON, ONT. WINNIPEG, MAN.



Every Housewife Will Buy It!

The labor of housework is strenuous, and every housewife looks for a means of lessening labor. She will be interested when you tell her of the economy, dust-banishing, disinfecting and labor saving qualities of

SOCLEAN

THE DUSTLESS SWEEPING COMPOUND

Physicians from all parts of Canada, have testified to its good health promotion when used in the home; housewives who have used Soclean universally declare its greatness as a labor saving sweeping compound, and hundreds of dealers are making themselves successful through its sale. Why not you?

Put up in pails to retail at 25c., 50c. and $1.00

Write for prices and advertising literature.

SOCLEAN LIMITED, Toronto, Ont.

The Originators of the Dustless Sweeping Compound of Canada.

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Stevens-Hepner Co., Port Elgin.

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Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.
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Canada Foundry Co., Ltd., Toronto.

Mop Holder
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Mop Wringers
Theo J. Ely Mfg. Co., Girard, Pa.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.

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Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton.

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Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T. & Co., Hamilton, Ont.

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Carborundum Co., Niagara Falls, N.Y.

Oil Stoves
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks
Bowser, S. F., & Co., Toronto.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
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Steel Co. of Canada, Ltd., Hamilton.

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Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.

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Schramberger, Uhrfedernfabrik, Schramberg, Germany.

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton.
Carborundum Co., Niagara Falls, N.Y.

Razor Strops
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Metallic Roofing Co., Toronto.
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Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Ont.

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P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Screws, Nuts, Bolts
National Acme Mfg. Co., Montreal.
Steel Co. of Canada, Limited, Hamilton.

Screws, Wood
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.

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The Carborundum Co., Niagara Falls, New York.

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R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.

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Shellacs
Berry Bros., Walkerville.

Shovels and Spades
Spear & Jackson, Sheffield, Eng.

Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silverware
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.

Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.
Spramotor Co., London.

Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

Spring Hinges, Etc.
Chicago Spring Butt Co., Chicago, Ill.
Standard Mfg. Co., Shelby, Ohio.

Stains, Shingle
Berry Bros., Walkerville.

Stains, Wood
Berry Bros., Walkerville.

Staples
B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton.

Steel—High Speed
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops
Steel Co. of Canada, Ltd., Hamilton.

Stencils
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont.
Herod Machine & Stamping Co., Brantford.

Store Ladders
Hamilton Brass Mfg. Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.

Tacks
The Steel Co. of Canada, Ltd.,Hamilton.

Tapes
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Armstrong Bros. Tool Co., Chicago.
Robt. Sorby & Sons, Sheffield.
Stanley Rule & Level Co., New Britain.
International Tool Co., Detroit.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.

Tool Grinders
American Grinder Mfg. Co., Milwaukee Wis.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont.
Renfrew Scale Co., Renfrew, Co.

Varnishes: See Paints
Berry Bros., Limited, Walkerville, Ont
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators
Harris, J. W., Co., Montreal.

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Stover Mfg Co., Freeport, Ill.

Wagons—Children's
Wodstock Wagon Co., Woodstock.

Washers
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

White Lead
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Howland, H. S., Sons & Co., Toronto
Lewis Bros. & Co., Montreal.

Window Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery
Ed Brand, 472 Moss Lane., Manchester Eng.

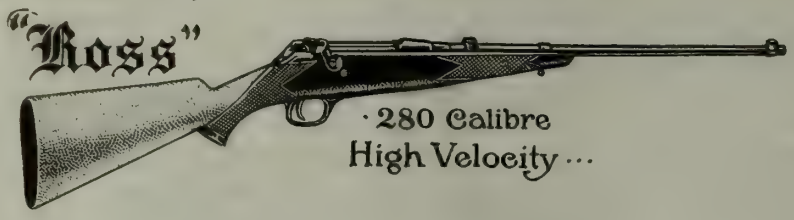
Wire Products
Andrews Wire Works, Watford, Ont.

Wire Rope.
The B. Greening Wire Rope Co., Ltd. Hamilton.

Wire Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Jas. Steele Limited, Guelph, Ont.

Wood Finishes
Berry Bros., Walkerville.

Wrenches
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdwe. & Tool Co., Springfield, Mass.



There Are Lots of Men With $70.00

Quite a few go to your store and could be tempted by a "Ross" High Velocity Rifle.

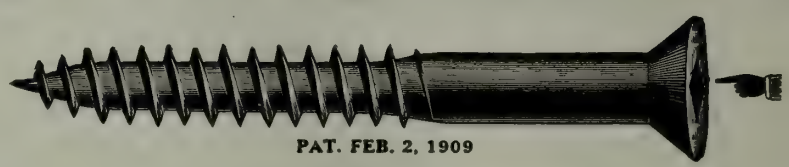
In fact every sportsman, who has the price, will look longingly at this arm and require very little coaxing to buy it.

And this one sale is not a bad day's work!

If you have not any in stock, write at once for discounts and full paticulars.

ROSS RIFLE CO. - QUEBEC





PAT. FEB. 2, 1909



ROBERTSON

SOCKET HEAD

WOOD SCREWS







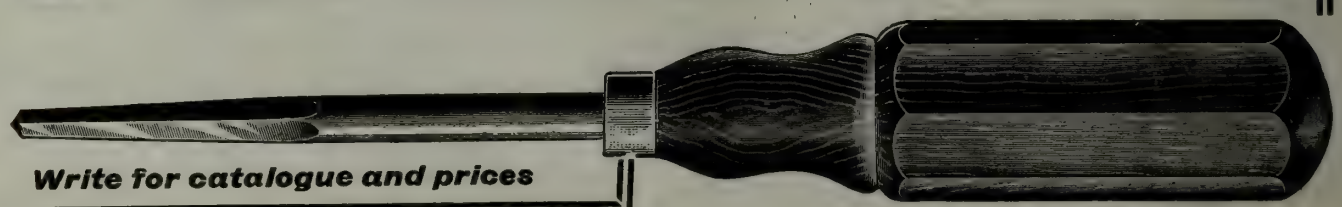
have a new and very important feature in the square hole. It is a feature that wood workers are quick to notice, as it not only preserves the screw, but also saves much of their valuable time, as it does away with all possibiliity of the screw driver slipping. It is certain to create a large demand in your vicinity after once introduced.

We also manufacture Hand Drivers, Yankee Bits, Brace Bits, Rivets, Burrs, washers, Nails, Wire and other high grade products.

The P. L. Robertson Manufacturing Co., Limited, - Milton, Ont.

TORONTO WAREHOUSE. 19 Jarvis Street, - - F. J. Schuch, Agent

Montreal Agent:—Edwin Schofield, Room 509 Canadian Express Building, Montreal, Que.



Write for catalogue and prices

IF IT'S AN
ANCHOR BRAND
WRINGER



THAT'S ALL YOU NEED TO KNOW ABOUT A WRINGER

The quality goes in before the name goes on. Do you handle them? If not, why?

LOVELL MFG. CO.
ERIE, PA. U.S.A.

MAYMORE

INSIDE LOCK SETS A SPECIALTY



COMPLETE LINE OF BUILDERS HARDWARE

No 7968

WRITE FOR PARTICULARS OF COMPLETE LINE TO

THOMAS. W. KIRBY
YONGE ST ARCADE TORONTO

MANUFACTURED BY

MAY & PADMORE LTD BIRMINGHAM ENG.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

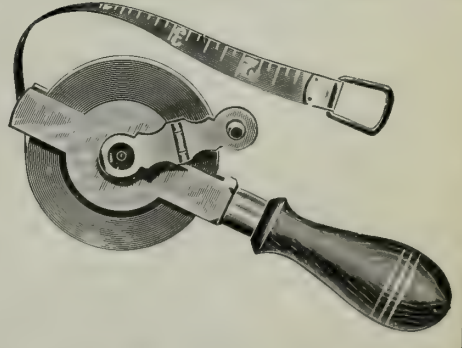
The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

Toronto Montreal Halifax Winnipeg Calgary Vancouver

MEASURING TAPES

MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.



Those that bear this Trade-Mark LUFKIN are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY ALL JOBBERS.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

CATALOGUE ON REQUEST

Wonderfully Simple—Simply Wonderful

STERNAU SELF-CLEANING REVERSIBLE FILTER





This filter removes the animal or vegetable matter which all drinking water has to a more or less degree, and renders the water pure and clear as crystal.

The Most Practical and Sanitary Filter Made

By reversing daily without removing from the faucet the filter is kept clean—a feature no other filter has.



"At last we can have sparklingly clear drinking water free from disease-breeding germs and impurities."

MADE BY

S. STERNAU & CO.

NEW YORK

The Sternau Self-Cleaning Reversible Filter will appeal to your trade, for it guards the health

All drinking water should be filtered, for even though the water may appear clear it is not necessarily pure.
Some say to boil the water but this makes the water both flat and impalatable.
Much disease is caused by not filtering the drinking water.
Therefore it behooves everyone to drink only filtered water, which can be had by using the

STERNAU [SELF-CLEANNIG REVERSIBLE FILTER

THE
STERNAU SELF-CLEANING REVERSIBLE FILTER

is superior to ordinary filters in that it is **self-cleaning**—a patented feature fulfilling a longfelt want.
By reversing the filter every day without taking it apart or off the faucet and then letting the water run through the filter until the water comes out clear, all accumulation is removed. Thus the filter is kept clean.

The filter is neatly put up in a carton of which one dozen are packed in a very attractive display box.

Let us send you further particulars about the filter and other seasonable specialties.

S. STERNAU & COMPANY

NEW SHOWROOMS

305 Broadway
N. W. Cor. Duane St.
NEW YORK CITY

MAKERS OF
STERNAUWARE
COMPRISING
Fancy Teakettles, Chafing-dishes and their Accessories, Coffee machines, Trays, etc.

OFFICE and FACTORY

John and Gould Streets
BROOKLYN, N. Y.

1,220th ISSUE

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV. Publication Office: Toronto, Canada No. 24

June 15, 1912

THE "GOOD CHEER"

The James Stewart Manufacturing Co., Ltd.

Woodstock, Ont. Winnipeg, Man.





Big Ben Store Helps

In order to enable Canadian dealers to get the maximum benefit from the Big Ben campaign now running in Canadian magazines, we are packing Big Ben specially for Canadian trade, six in a carton with a full set of store selling helps (two posters, two show cards, two metal signs.)

On an order for 12 we add a solid mahogany display stand. On an order for 24 or more, we print your name on dials, give the posters, display stand, and a beautiful metal sign lithographed in five colors.

Big Ben and his selling helps are being carried in stock by 54 wholesale Canadian distributors. We will be glad to let you have their names upon request. Any will tell you Big Ben is the best made and the best selling alarm that's ever been put out.

In broken and dozen lots, $2.15 less 2%. In lots of 24, $2.05 less 2%.

The Western Clock Co., La Salle, Ill.



Join the Order of

Eeh-Nis-Kim

Be a good Indian—be a promoter of good fellowship among hardwaremen. Every dealer and salesman who handles **CARBORUNDUM SHARPENING STONES** is eligible to become a brave in the great tribe. Write for an Application Blank. Make your plans now to spend your outing at the big Indian camp on the banks of the Niagara, July and August. It will be a heap big time. A postal to the Great Sachem will bring the details.

Be sure you have a complete stock of Carborundum Goods, the demand is growing every day.

The Carborundum Co., NIAGARA FALLS, N.Y.

THE LIGHTNING AND BLIZZARD

FREEZERS



stand ready to serve you in the same satisfactory manner in which they have served both trade and consumer for over a quarter of a century. The construction is of the same high class. They run easy, freeze quickly and take the smallest amount of ice and salt of any freezer made. The extensive advertising from season to season has created a permanent demand. They bring trade and help you keep it.



Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.



MOTOR BOATING

Will be more popular than ever this season

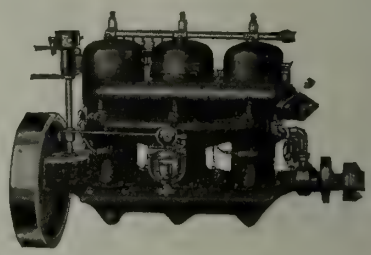
THIS year promises to be a record year in the motor boat field. When the season opens there will be a large number of new boats, and old boats fixed up. What are you doing to reap the benefit of this trade? Every wide-awake dealer should stock motor boat supplies and marine hardware. We carry the largest stock of accessories in Canada. Our Motor Boat Accessory Catalog is ready for mailing; a card asking for Catalog H. 24 will bring it to you.

If you are interested in Marine Engines you should have our Catalog H 23.

WHEN WRITING FOR CATALOGS ADDRESS OUR NEAREST BRANCH.

The Canadian Fairbanks-Morse Co.,
LIMITED

MONTREAL	TORONTO	SASKATOON
ST. JOHN	WINNIPEG	VANCOUVER
OTTAWA	CALGARY	VICTORIA



THE S.M.P. RAILROAD MILK CANS

8 and 10 gallon cans supplied with either dome or seamless covers as required. 4 and 6 gallon cans have dome covers.

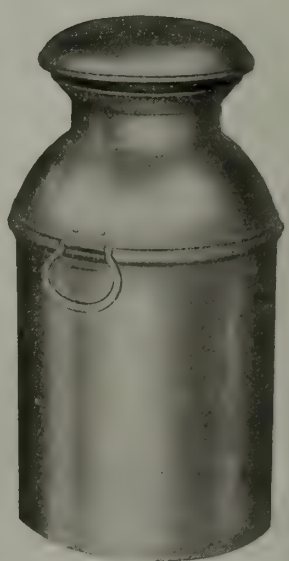


ROLL-RIM PATTERN

Roll-Rim and Inside Hoop Pattern, Dome or Seamless Covers, with Drop or Stationary Malleable Iron Side Handles.

Prices on Application

Gallons
4 6 8 10



INSIDE HOOP PATTERN

Bodies of 4 and 6 gallon cans made of 22 gauge tinned iron, 8 and 10 gallon cans 18 gauge.

The Sheet Metal Products Company

OF CANADA LIMITED

SUCCESSORS TO

KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG

SWAT THE FLY!

DON'T FAIL TO JOIN THE "INDEPENDENT ORDER OF FLY SWATTERS."





Tangle Foot Fly Paper.

Economical and Sanitary. Always a good seller. It doesn't let the flies get away to fall into food dishes. Size sheets, 9x16 inches.

25 double (50 single) sheets $0.80
250 double (500 single) sheets..... 7.14



Flysac

The best tape fly-catcher made. Tape pulls out to 27 inches, ¾ inch wide. Evenly and thickly coated with a sure-catching gum.

Per box of 50 .....$1.50



Balloon Fly Trap.

Tinned Wire Body, Tin Bands, Red Stained Wood Bottom. Height, 6½ in., diam., 5¼ in.

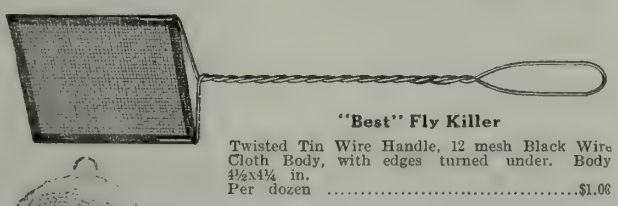
Per dozen $2.70



Lewis Bros. Special Fly Repellant.

A Sweet Smelling Cream-colored Paste. Healing and soothing to irritated skin. Will not grease nor soil clothing, tackle, gun, etc.

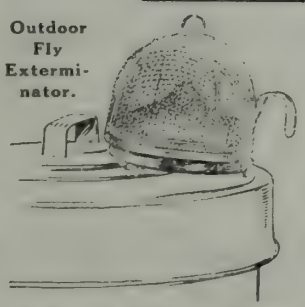
2 oz. bottle, per doz.....$5.00



"Best" Fly Killer

Twisted Tin Wire Handle, 12 mesh Black Wire Cloth Body, with edges turned under. Body 4½x4¼ in.

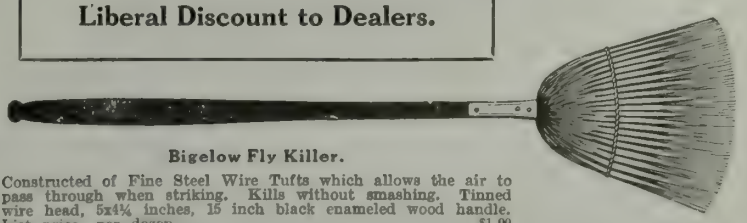
Per dozen $1.00



Outdoor Fly Exterminator.

Catches them in their breeding places. Can be set on shelf or table, fastened to garbage can or barrel. Brass Plated Wire Body, Brass Plated Tin Bottom. Height, 5 in., diam. 4¼ in. Per doz. $5.50

Liberal Discount to Dealers.



Bigelow Fly Killer.

Constructed of Fine Steel Wire Tufts which allows the air to pass through when striking. Kills without smashing. Tinned wire head, 5x4¼ inches, 15 inch black enameled wood handle.

List price, per dozen $1.90

LEWIS BROS. LIMITED, MONTREAL

OTTAWA - TORONTO - VANCOUVER

"HECLA" WARM AIR FURNACE



It is easy for you to sell this furnace as the value of its many **exclusive features is easily understood** by every prospective furnace user.

The "Hecla" is economical in consumption of fuel, easy to operate, safe from dust, smoke and gas, and will give the greatest length of service.

The **Fused Joint** does away with all bolted or cemented joints that are employed by all other furnace manufacturers—joints that work loose and cause trouble.

In the **Fused Joint** the iron and steel are fused together at a white heat into an absolutely permanent and indestructible connection.

Fused Joints prevent the escape of gases and permit a more sanitary condition of the atmosphere.

Hecla Steel Ribbed Fire Pots have three times as much radiating surface as any other style of fire pot made. Cannot get red hot and are practically everlasting.

Our Individual Grate Bars enable the user to keep the fire clean without the use of a poker.



"HECLA" INDIVIDUAL GRATE BARS

The Assurance of Good and Co

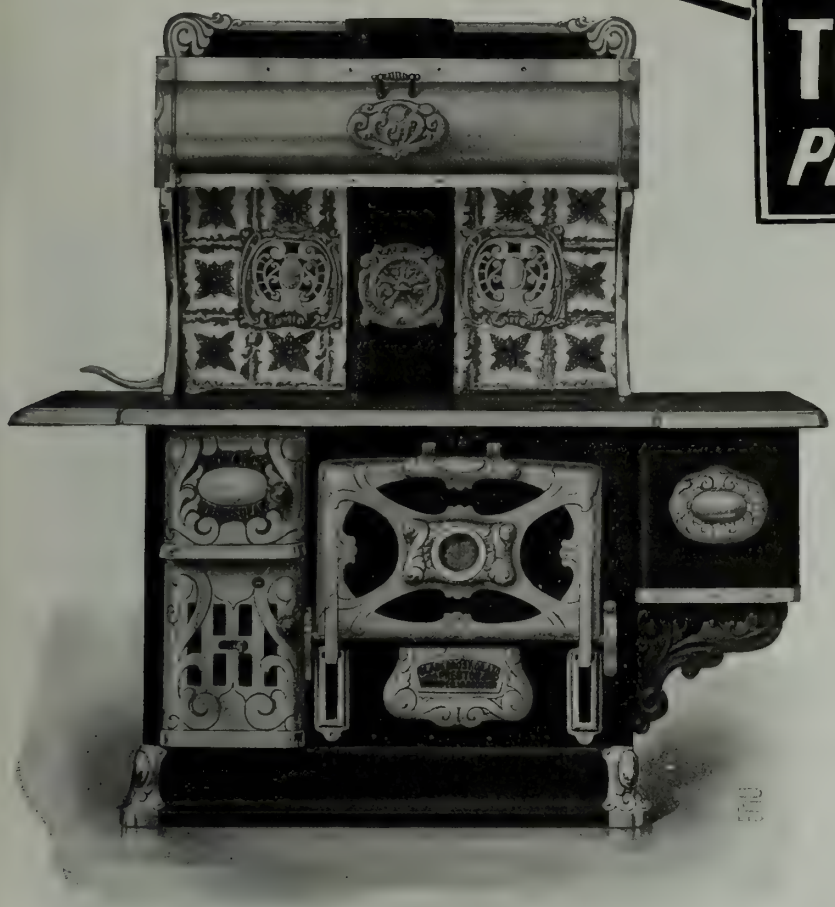
We want you to get acquainted **Ranges and Furnaces.** They just as we claim—our guarantee reputation for high quality and **for our 129 page Illustrated Cat** tion showing the advantages.

"DO IT NOW, LEST

Clare Brothers & Co.,

BRAN

CLARE & BROCKEST, Limited, Winnipeg, Man.
RACE, HUNT & GIDDY, Edmonton, Alta.
The MECHANICS' SUP



THE "MONARCH" PENINSULAR RANGE

These ranges will enable the dealer who, sells them, to overcome cheap competition, not by meeting it on its own ground, but by outclassing it with QUALITY.

Peninsular quality in the **Monarch** means more weight, larger size, better appearance, greater durability and convenience and in the **"Monarch"** these advantages are so evident that there is **no difficulty in convincing the customer** of its great value.

Each point in the construction adds something for **convenience, ease of management, good operation,** and **Fuel Economy.**



Profits
mplete Satisfaction

with this high grade line of are absolutely guaranteed to be is backed by our long retained workmanship. **Write at once alog**—it gives a complete descrip-

YOU FORGET"

Ltd., Preston, Ontario.

CHES

REYNOLDS & JACKSON, Calgary.
J. M. KAINS & CO., Vancouver.
PLY CO., Quebec, Que.

The Steel Company of Canada, Limited

BASIC OPEN HEARTH STEEL PRODUCTS

Bar Steel
Squares, Rounds, Flats
Bands, Angles, Special Sections,
Stove Bolts, Stove Rods, Rivets, Burrs,
Wire, Bright Wire Goods, Wire Nails, Tacks
Invincible Field Fencing, Forgings,
Horse Shoes, Horse Nails
Wood Screws, Machine
Screws, Spikes

WROUGHT PIPE

MERCHANT, BLACK and GALVANIZED

White Lead, Putty, Shot, Lead Pipe

DISTRICT SALES OFFICES:
HAMILTON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, B.C.
VICTORIA, B.C., ST. JOHN, N.B., HALIFAX, N.S.



SAMSON FARM AND GARDEN TOOLS

If you feel that you would like to get more business in farm and garden tools, it will pay you to investigate the Samson line.

Always Give Satisfaction

We have developed a very large trade by giving our customers quality and value and standing back of the goods. It pays to sell and recommend them and Samson Farm and Garden Tools can be depended upon to make good every time.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

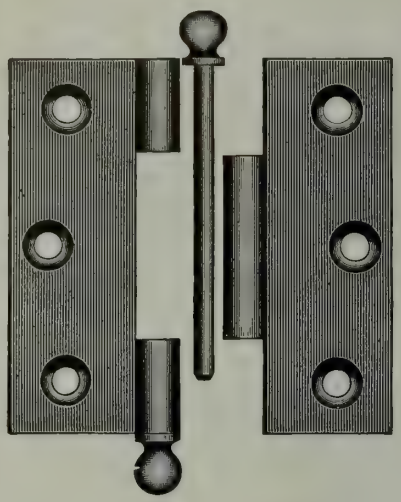
TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

Crescent Brand HARDWARE



Butt Hinges Strap Hinges Tee Hinges

Barn Door Hangers Parlor Door Hangers

Trolley Hangers Hinged Hasps Shelf Brackets

Wrought Staples Rollston Pulleys

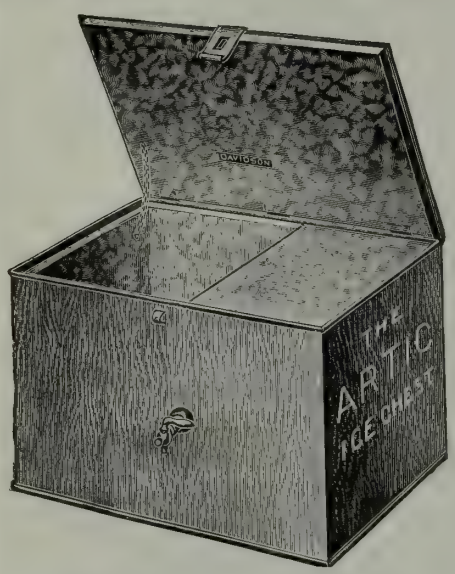
Gate Hooks Wagon Hardware Etc. Etc. Etc.

Steel Sheets Bands Bars

Rods Wire

CANADA STEEL GOODS CO., Limited

HAMILTON - - - CANADA



MADE IN THREE SIZES

"ARTIC"

No. 20—19 x 13¼ x 13¼
" 30—23 x 16 x 16
" 40—27 x 19½ x 19½

"POLAR"

A cheaper line with single walls

TWO SIZES

Small—20¾ x 14¾ x 14¾
Large—28 x 16½ x 16½

The "Artic" Ice Chest

Portable, Handy and Compact

Refrigerator

MADE ON SCIENTIFIC PRINCIPLES

Double walls of galvanized iron. Japanned in oak. Separate chamber for ice, with nickel-plated tap for the drip water.

The most suitable refrigerator for yachting and picnic parties, summer residences, bachelors' quarters, camping, etc. A positive boon in the sick room. Perishable requisites for the invalid can be kept close at hand—sweet and fresh at *all times*.

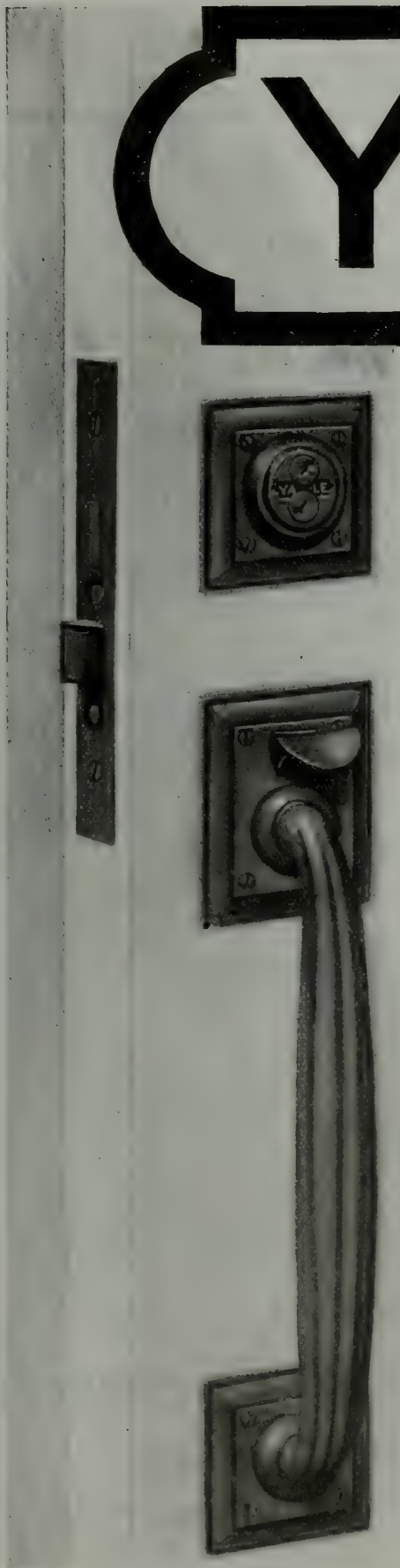
PRICES ON APPLICATION

The Thos. Davidson Mfg. Co., Limited

MONTREAL TORONTO WINNIPEG

No Locks are Yale Locks unless made by Yale & Towne

YALE



IN the magazines this month we are running advertisements of both Yale Builders' Hardware and Yale Master-keying. You know what a large field there is for the practical application of an economical master-key system in the average home or business building. The Bicentric Cylinder fits perfectly all Yale Hardware designed to go with our regular cylinder locks.

Turn this advertising to your profit by using some or all of these dealers' aids, which we furnish free.

Newspaper Advertisements
of various sizes, in plate form, all ready to print. Strong, straight - from - the - shoulder advertising that will sell goods.

Window Displays
Diagrams and illustrations which show you how to duplicate striking, forceful selling displays designed by our expert in window salesmanship

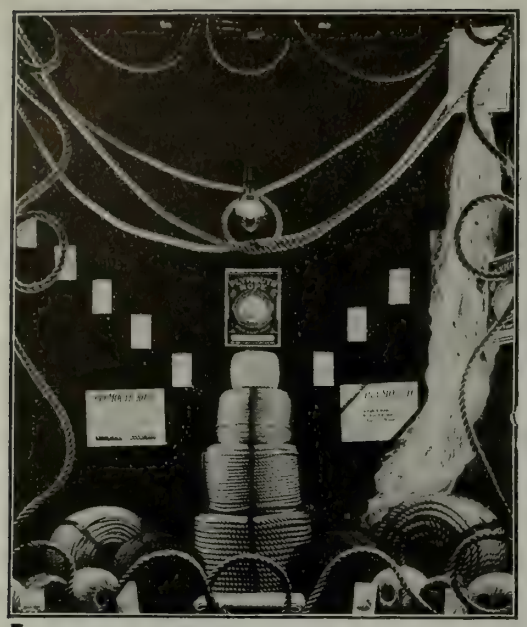
Printed Matter
for you to send to prospective customers. Booklets and folders for mailing and counter distribution, illustrating and describing the Yale Products you have on sale.

Write us regarding our Dealers' Advertising Service.

Canadian Yale & Towne Limited

Makers of Yale Products in Canada;
Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works: St. Catharines, Ont.



Letting The Buyer Know

Time was when rope was "just rope" to the customer but times long ago changed and for years thousands of satisfied users have demanded

PLYMOUTH ROPE

"The Rope You Can Trust"

Today the most desirable buyers—the permanent customer sort—are seeking out the ***Plymouth Store.*** To help progressive dealers develop more of this permanent class of trade and to make Plymouth stores widely known, we have arranged a practical advertising service, free to Plymouth dealers.

The man on the street, the buyer in office and home, every user of rope in the community can now be reached with the story of "Plymouth" and shown where to buy—at ***your*** store if you wish.

Every dealer is entitled to this service as soon as he places a stock order for Plymouth rope. Further information and name of our nearest distributor furnished upon request.

INDEPENDENT CORDAGE CO., LIMITED

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, CANADA

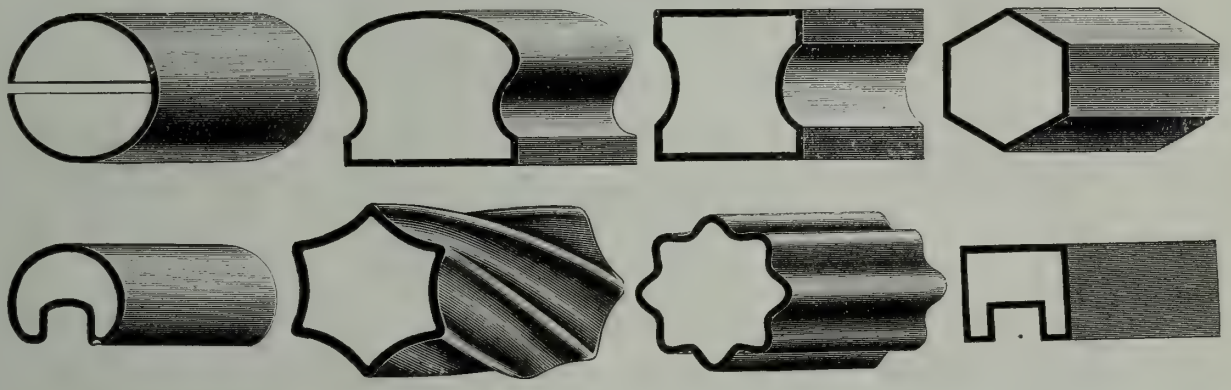
Stocks at TORONTO, MONTREAL, HALIFAX, ST. JOHN, WINNIPEG, VANCOUVER

Estd 1809 **EVERED** & Co. LTD

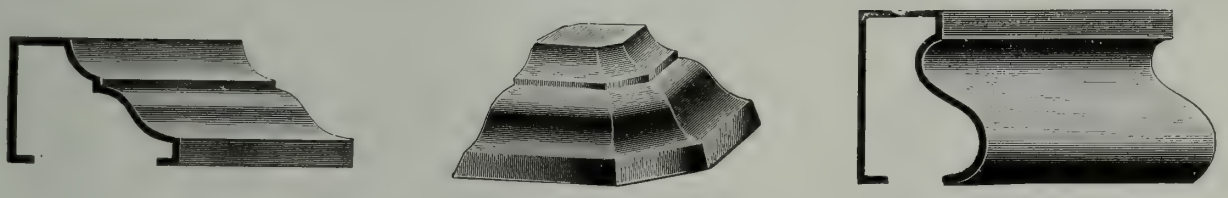
MANUFACTORY:

Surrey Works, Smethwick, near Birmingham, England

BRASS TUBES AND MOULDINGS



BRASS FENDER BASES AND CORNER CAPS



CATALOGUE OF A WIDE RANGE
OF PATTERNS ON APPLICATION

CANADIAN REPRESENTATIVE:

GEO. H. SAYWELL

HAMMOND BUILDING, 61-3 ALBERT STREET -:- WINNIPEG

ALSO AGENTS AT

TORONTO, CALGARY, VANCOUVER AND SASKATOON

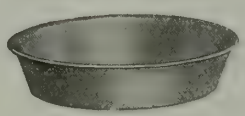
ASK OUR SALESMEN TO WAIT UPON YOU

WEAR-EVER ALUMINUM TRADE MARK

"Wear-Ever" Aluminum Ware

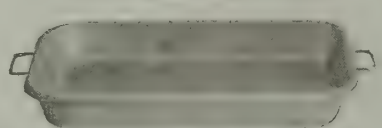
















"No! They are not all the same."

"Wear-Ever" Aluminum Utensils *are different.*

Of course, aluminum is aluminum; but utensils may differ in thickness, in handles, in finish.

Thickness. They are made thick enough to prevent denting readily; thick enough to guarantee a lifetime of satisfactory service.

Handles. The handles of **"Wear-Ever"** utensils are made of the best tinned steel. Aluminum handles would become too hot—wooden handles would burn off or break. The handles of **"Wear-Ever"** utensils are gripped to the utensils by aluminum rivets with large heads. The heads are not sunk into the side of the utensil—the side remains of uniform thickness, strong enough to hold the handle on firmly for years.

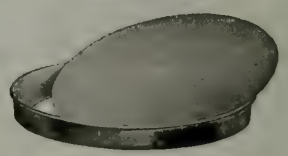
Finish. The outside is polished. The inside is hardened by an electrical process which makes the metal harder, smoother, less liable to be discolored by food or water containing alkali or iron, and more easily cleaned than would be possible if the utensils were not so finished.

Replace utensils that wear out with utensils that "Wear-Ever"

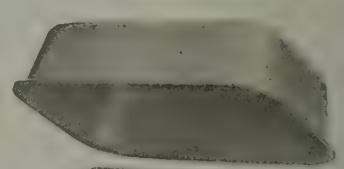


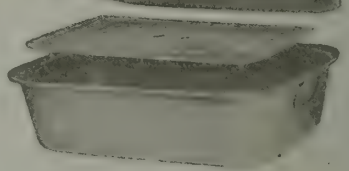












WRITE FOR CATALOGUE AND PRICES TO

The Northern Aluminum Company, Ltd.

TORONTO, ONTARIO

DISSTON
Quality Tells

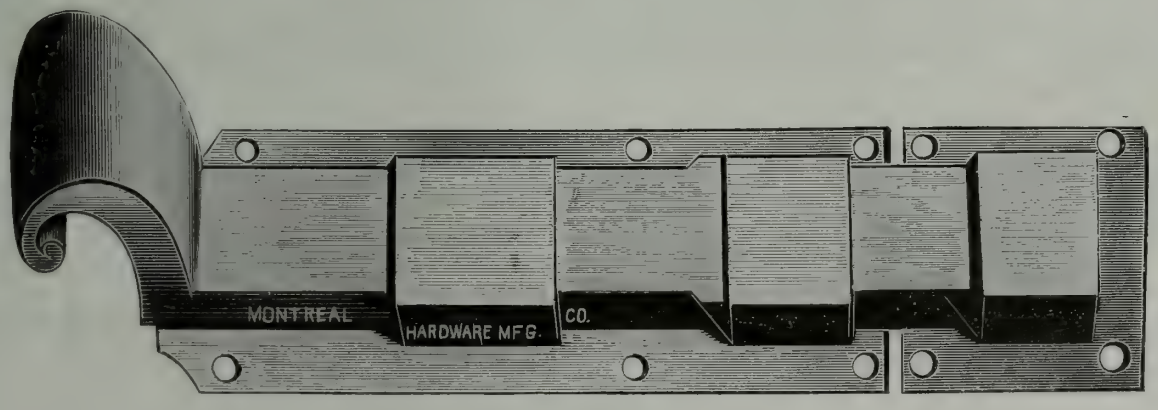
THE DISSTON BRAND

SAWS, TOOLS and FILES

by their efficiency and lasting qualities soon repay their cost and become profit earners.

HENRY DISSTON & SONS
INCORPORATED
Keystone Saw, Tool, Steel & File Works
PHILADELPHIA, PA.

POLISHED HEAVY DOOR BOLTS

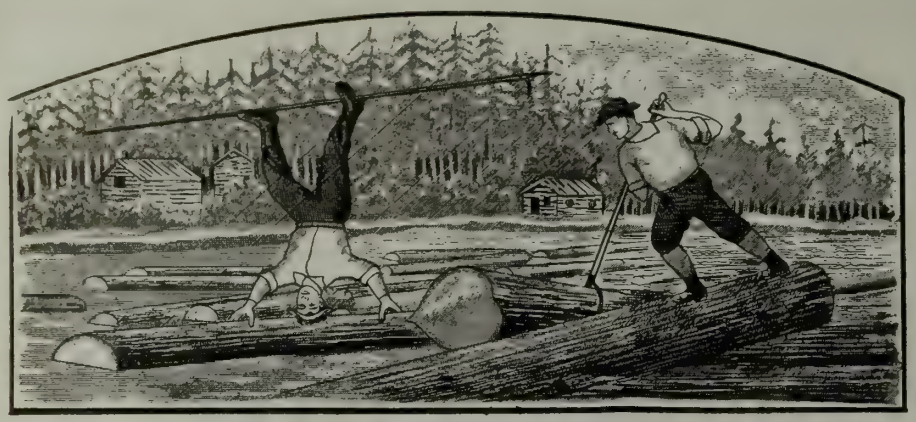


Specially made for very heavy doors, very finely finished, and suitable for the very best work.

Montreal Hardware Manufacturing Co., Limited

Manufacturers of Butt Hinges, Light T and Strap Hinges, Heavy T and Strap Hinges, Hinge Hasps, Screw and Strap Hinges, Latches, Door Bolts, Hitching Rings, etc.

MONTREAL, - CANADA



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.
We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List. **Long Distance Phone No. 87.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of Lumber Tools

PEMBROKE, ONT.



ROGERS' PORTLAND CEMENT

Is The Choice of Most Builders

because it contains the qualities that are essential to a strictly high grade product.

ROGERS' PORTLAND CEMENT has gained the confidence of all users and a display is all that is required to start sales.

The users' verdict is yours on request. Write us for a list of well-known architects who use it—then write them.

Quick shipments a specialty, Good profits assured.

ALFRED ROGERS LIMITED

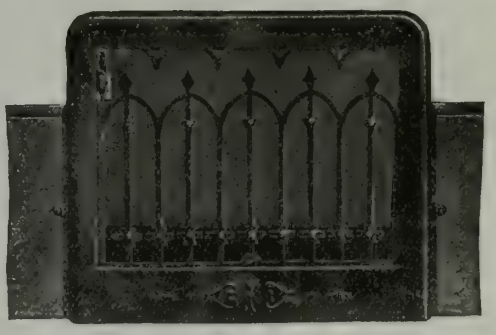
N. J. DINEEN & CO., Western Sales Mgrs., WINNIPEG
28 West King Street, TORONTO

For Quick and Satisfactory Sales Try

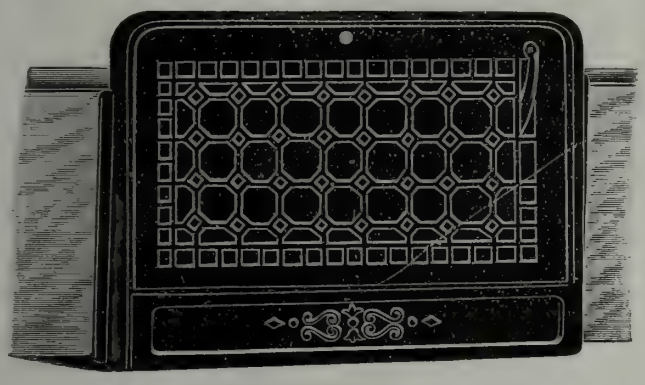
"EMPIRE"
HOT AIR REGISTERS

These are two popular and very neat designs that are sure to attract those who are interested.

The "Empire Special" Register meets the demand for a register with a large opening. Has all the qualities that are required to assure the complete satisfaction of the user.



EMPIRE SPECIAL
New design, made in full sizes from 7 x 10 to 12 x 15



MOORISH DESIGN CAST REGISTER
Made in full sizes from 7 x 10 to 12 x 15

Made in Japanned, nickel-plated and oxidized

Write us to-day for full particulars, catalogue and discounts.

Others dealers are making good profits by handling this line—you can do the same. We guarantee to please you. *Do not Delay.*

THE

Canadian Heating & Ventilating Company, Limited

OWEN SOUND :: ONTARIO

Or The Canadian Heating and Ventilating Co. Branch:
521 Henry Avenue, Winnipeg, Man.



Here is YOUR Chance

to make your range department more profitable and more satisfactory.

"Happy Thought" Ranges

are known from one side of the continent to the other and recommended by every housewife who ever used them.

The **"HAPPY THOUGHT"** works equally well with coal or wood and gives a longer and more reliable service than any other.

This is not a claim, but a fact, and we can prove it.

Get a **"HAPPY THOUGHT"** Catalog at once. Each sale brings a good profit.

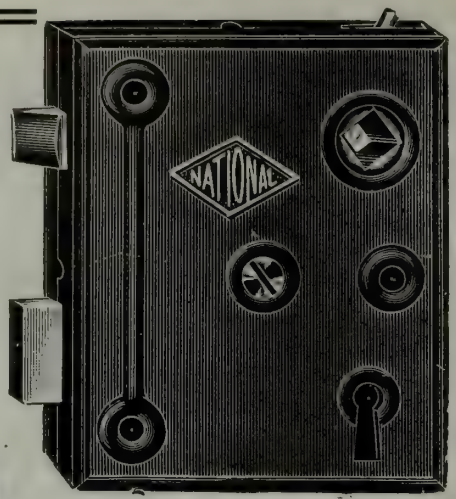
The William Buck Stove Co., Limited

Calgary Saskatoon Vancouver Brantford Montreal Winnipeg

National

Steel Rim Locks

are noted for their strength, durability and efficiency.





Safety Demands a Good Lock

The "NATIONAL" Locks are built for strength and safety, the highest quality steel being used in their manufacture. They are made to meet the requirements of your highest class trade.

The "National" Lock is the only steel rim lock made in Canada but sells at a medium price.

Let us hear from you.

NATIONAL HARDWARE COMPANY, LIMITED

ORILLIA, ONTARIO, CANADA

ROTARY SCREW FAN VENTILATORS

Noiseless and storm proof.

None better—try them and be convinced.

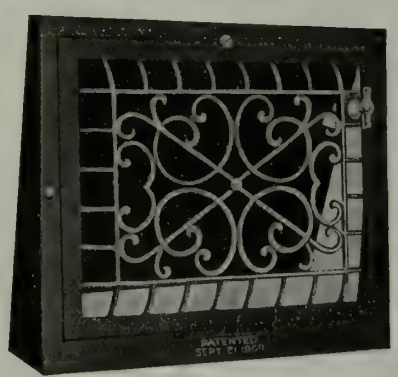


Eavetrough, Conductor Pipe and Corrugated Iron, etc.

Wheeler & Bain

THE QUICK SHIPPERS

Toronto



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

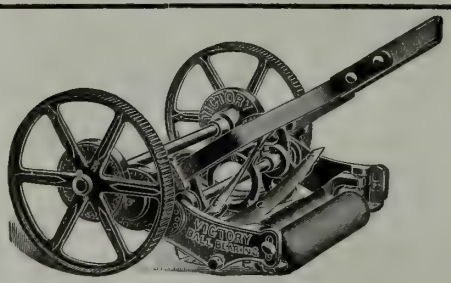
Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

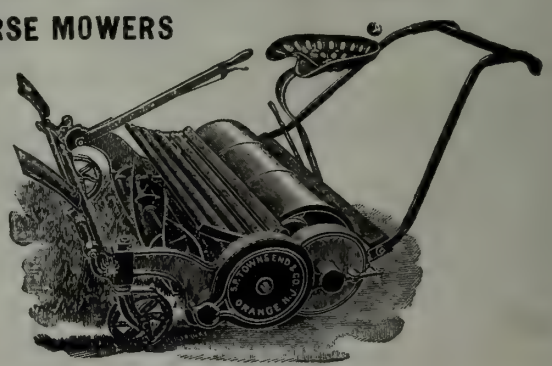


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

Note The Extra Long Fire Travel Of

The Pilot Success Furnace

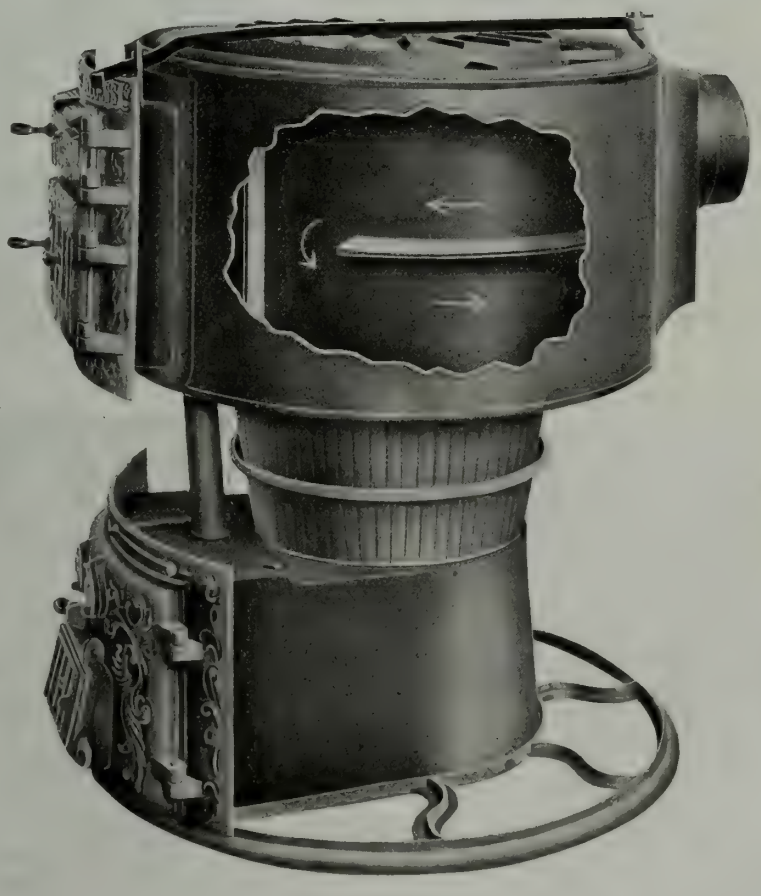
The draw-back of the majority of furnaces is that there is too much heat going to waste up the smoke pipe.

We have taken particular notice of this and designed **The Pilot Success** with an **extra long fire travel** so that all the heat will be kept in the building.

The prospective buyer is certain to select this furnace after once shown this great advantage.

The material used is the very best that is procurable, and the workmanship cannot be excelled.

Every sale of a **Pilot Success Furnace** means a large profit for the dealer.



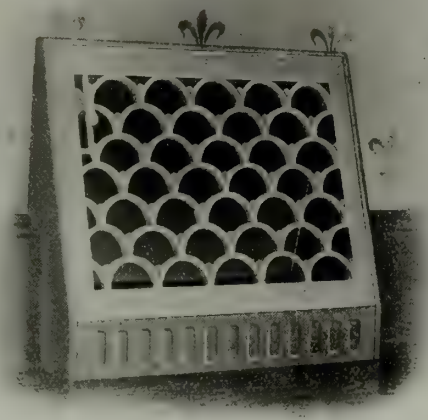
Do not hesitate—get particulars at once.

The Hall Zryd Foundry Co., Ltd.

HESPELER, ONTARIO

THE DEFIANCE

THE MOST POWERFUL
REGISTER IN THE WORLD



Fits a stack head EIGHT INCHES deep, and accommodates either a 12 in. or a 14. in. supply pipe. Write for prices.

Canadian Ferrosteel Co., Limited

BRIDGEBURG, ONTARIO



No. 1186 Coal Grate

MANUFACTURED BY

The Ohio Foundry & Manufacturing Co.

STEUBENVILLE, OHIO, U.S.A.

Manufacturers of all styles of coal or gas burning fire-place goods, as well as andirons and wrought fire-place trimmings.

HOT WEATHER DEMANDS

McClary's



Quality sells them

FAMOUS QUEEN OIL STOVES

with one piece heavy steel galvanized tank,
" cast top and base on chimney,
" two 4 inch all brass burners,
" Strong brass spring clip holding chimney in place,
" water-tray which keeps burners cool.

A RELIABLE STOVE FOR HOME, CAMP AND OUTING PARTIES

McClary's

"McClary" on goods is a quality name

Toronto Montreal London Vancouver St. John, N.B.
Hamilton Winnipeg Calgary Saskatoon

McClary's Ship Quick



The Hardwareman

who is not handling our

"Metallic" Ceilings and Walls

is not making as much money as he might.

How about you?

WRITE US FOR CATALOGUE AND PRICE-LIST.



There is nothing to touch "Metallic" for Kitchen Ceilings and Walls.

THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

C 91

HERE'S A COUPLE OF GOOD SELLERS

Made Right and Backed by C. D. Efficiency



Real Quality at the Right Price



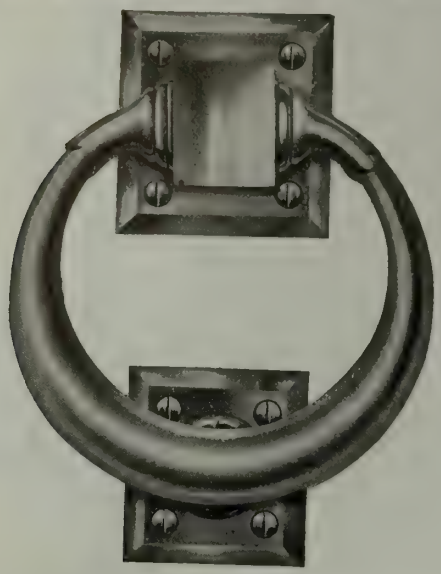
MADE BY

Cummer-Dowswell, Limited

HAMILTON, CANADA

Agents:
W. L. Haldimand & Son, MONTREAL
H. F. Moulden & Son, WINNIPEG

Peterboro Hardware



Door Knockers add greatly to the appearance of a door. They are rapidly coming into vogue. Peterborough Door Knockers supplied to match any of our designs. A sample on your show cases will interest .customers

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH, ONT.



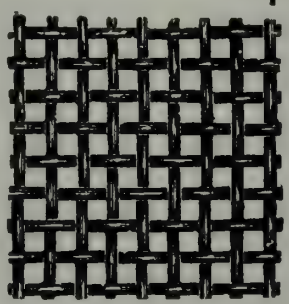
GOODS THAT LAST

WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

Perforated Sheet Metals
General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.



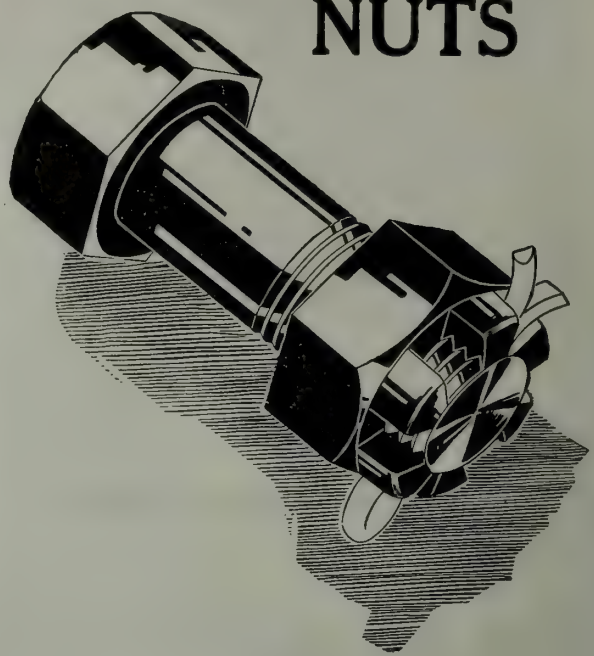
Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

Canada Wire and Iron Goods Company
HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

CASTELLATED NUTS



THE high quality of NAMCO Nuts is so absolutely uniform and their inspection so rigid before they leave the plant that you can depend upon every piece fitting the gauge to which it was cut.

Years of experience in making Nuts has enabled us to build up a product, which is near perfection in the fine points of smoothness, strength and uniformity.

Users appreciate the fact that they are able to obtain any kind of Nuts from our complete stock. Our stock includes all the Plain and Castellated A. L. A. M. sizes, "V" and U.S. Threads, and a complete assortment of Hex. Brass Nuts.

Cap and Set Screws carried in complete stock.

THE NATIONAL-ACME MFG. CO.

Montreal, St. Henri and G.T.R.

Free If You Are Not Satisfied

The New Preston O. G. Square Bead Eavestroughing

We have always claimed that our eavestroughing was the best on the market, but we have gone ahead and gotten out something that is far superior to our old make. Now we can claim that we can't be beat when it comes to our eavestrough.

Some time ago we advised all the trade that we were manufacturing O. G. Square Bead eavestroughing by machinery which assured absolute uniformity in shape, but it developed that our machinery was not heavy enough to produce as sharp a bead as we desired. We have now perfected and patented automatic steel dies to fit our large power press and we now guarantee a trough superior in shape, appearance and fit to any other on the market.

You can save time and solder in the erection of this eavetrough FOR EVERY PIECE IS EXACTLY THE SAME and fits snug and tight. There are more profits for you and more satisfaction if you use our make. See our special offer below and take advantage of it at once.

Cut out this ad. and mail it to us to-day with your order for 250 feet of our new O. G. S. B. Eavestrough and if it is not exactly as we represent it we will make you a present of it. This offer is good for thirty days.

MENTION HARDWARE AND METAL

THE METAL SHINGLE & SIDING Co. LTD

PRESTON ONT. MONTREAL QUE.

WIRE ROPE

FOR

Hauling Threshing Machines and moving Buildings

HAY FORK ROPES, etc.

We manufacture all kinds of Wire Rope for all purposes.

WIRE ROPE FITTINGS WIRE ROPE GREASE

The B. Greening Wire Co.

LIMITED

HAMILTON, Ont. - - - MONTREAL, Que.

Quality Goods for Business Builders

McClary's

1912 GAS RANGES

Our 1912 Series Gas Ranges embraces lines suitable for Palace or Cottage

In quality, style and finish, they outdistance all other Gas Ranges.

For economy of gas and labor they are unsurpassed.



Illustration shows
Style E. S. No. 256

New bright black enamel finish that lasts.

Specially selected, hammered blue finished steel oven doors.

Neat designs of nickel trimmings throughout.

White enamelled broiler pan and match trays.

The style and finish of this range makes selling easy.

The quality of the range, and its economical working, pleases users and brings new customers. That's the foundation of successful business building. It's quality that does it.

GET SAMPLES RIGHT AWAY

When you see the samples we'll get your stock order.

"McClary" on Goods is a Quality Name.

McClary's

McCLARY'S SHIP QUICK.

Toronto, Montreal, London, Vancouver, St. John, N.B.
Hamilton, Winnipeg, Calgary, Saskatoon

EDGE TOOLS

AXES, HAMMERS, PICKS,

MATTOCKS, LUMBERING TOOLS, ETC.,

of the Highest Quality



MATTOCK

Write For

CATALOG

It contains cuts of our complete line. We have spent much time in producing it so as to give the trade a fair impression as to the attractiveness of our manufacture.

ALLAN HILLS' GOODS PAY AN ATTRACTIVE PROFIT

Our Guarantee

We guarantee to replace free of any charge any tools that prove defective in material or workmanship.



CLAY PICK

Allan Hills Edge Tool Co., Limited,

Galt, Ontario, Canada

The "Fountain" LAWN SPRINKLER



"A SPRINKLER That Every Household Can Afford To Buy"

Try it on your own lawn—Your customers will ask "where can I get one like it?"

It Really Imitates Nature

Made of brass, handsomely polished, thoroughly good and "looks it"



With Every Order of SIX SPRAYERS You Get a Very Attractive DISPLAY BOX

which makes selling easy—Your jobber has it, ask him and be sure to specify the "Marysville Fountain"—The original and only sprinkler with **The "Mist-Like Spray"**

The Standard Stamping Co.

No. 501 MAIN ST., MARYSVILLE, OHIO.

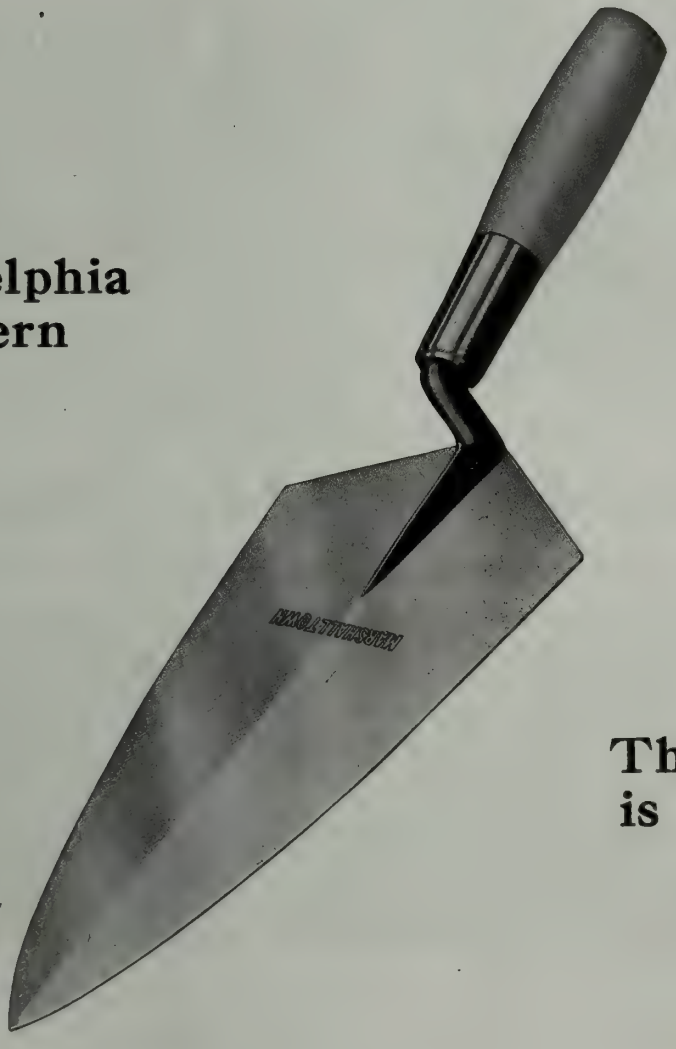
25%
TRADE DISCOUNT
—OFF PRICE LIST "A-17"—

METAL CEILINGS & WALLS
WRITE US FOR THIS LIST
The Galt Art Metal Co., Limited (Dept "C")
GALT, ONT.

The "MARSHALLTOWN" No. 19

The Trowel of Quality

Philadelphia Pattern



The Hang is Perfect

THE QUALITY IS THE BEST

WE ARE HEADQUARTERS

Wood, Vallance & Leggat, Ltd., Vancouver; Wood, Vallance, Ltd., Winnipeg; Wood, Vallance & Co., Hamilton; Wood, Vallance & Adams, Calgary.



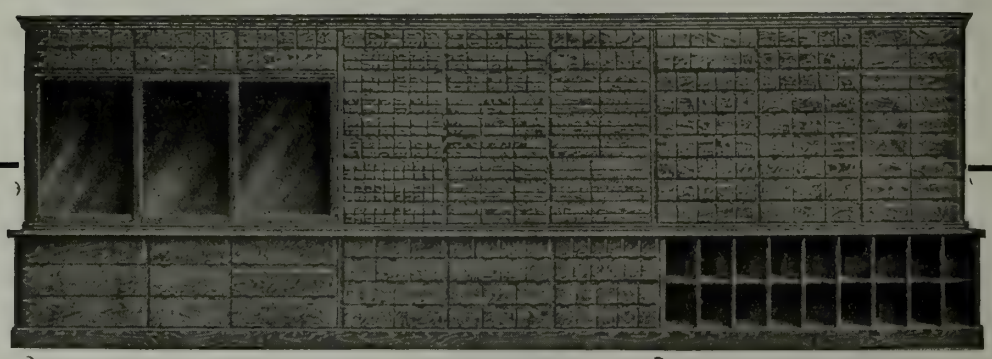
THIS WASHER
Appeals to Women

because of the recent improved features that make it the most efficient and convenient washer sold at the price.

CONNOR
Ball Bearing Washer

will make your washing machine dept. a success and a big dividend earner. Many progressive dealers have doubled their washing machine sales since taking hold of the Connor Ball Bearing Washer. You can do equally as well. Drop a card for our new catalog.

J. H. Connor & Son, Ltd., Ottawa, Ont.



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving and we will sketch out plan and give you our best price for same.

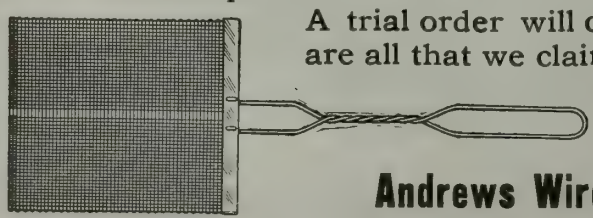
Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

Quick Sellers For Your Notion Counter

We handle a high quality line of Fly Killers, Sink Strainers, Carpet Beaters, Flue Stoppers Potato Mashers, Vegetable Lifters, Egg Beaters, Wire Baskets etc. that pay a good profit and assure perfect satisfaction.





A trial order will convince you that they are all that we claim.

After a trial order we are certain of your patronage.

Write at once for catalogue and prices

Andrews Wire Works of Canada, Ltd., WATFORD, ONT. ROCKFORD, ILL.

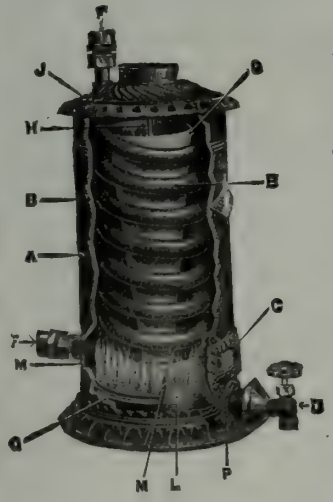
WATER HEATERS

That Pay a GOOD PROFIT



BE PREPARED

The increased use of Gas Ranges in the modern dwelling makes the service of a Gas Water Heater almost indispensable, both old and new houses are installing them. The cost is moderate, and the convenience ———?



Every progressive dealer should keep a few of these heaters in stock, as the demand increases as the warm weather progresses.

Directions accompany each heater.

The James Morrison Brass Mfg. Co., Ltd.

Manufacturers and dealers in a complete line of Plumbing and Heating Supplies.

93-97 Adelaide Street West, - TORONTO



Goodell-Pratt's

DRILL CHUCKS

Have by the universal satisfaction which they have given users for many years, gained for themselves an enviable reputation.

All parts are of steel and for the jaws we use a special grade of hard drawn steel.

Don't fail to stock Goodell-Pratt's.

Goodell-Pratt Company

Toolsmiths

GREENFIELD, MASS., U.S.A.

Demonstration, not Conversation, sells Tobin Guns. Emerson, shrewd Yankee philosopher, that he was, said:—"Don't argue, illustrate." It doesn't require argument to convince you that this is right. You see it illustrated from your own position behind the counter day after day. Demonstration is the powerful sales argument the hardware dealer employs who sells

Tobin
Simplex Guns

He doesn't need to employ much conversation.

The gun is able to do some plain, forceful and convincing sales talk on its own account.

From the Dealer's point of view, the Tobin Simplex Gun offers strong inducements. First, there is the gun itself—strong, handsome in appearance and most modern in design. Next—liberal, straightforward advertising has made the Tobin Simplex Gun well and favorably known. Then, the money back guarantee that absolutely protects both you and your customer. Finally, there's our one hand-in-glove policy of working for, with and in the interests of the dealers, first, last and all the time.
There are other advantages, but these will do for now.

Now for the Customer's side.

Canadian-made, and thus carrying no heavy duty, the Tobin Simplex Gun is everything that a good gun ought to be. Light, strong, every bolt and spring made of the finest tested steel. Its barrels are as true in alignment and bore as human skill can make them—perfectly balanced so that aiming is a matter of instinct instead of effort. For instance, the machine file-cut rib, which prevents the aim-destroying glare of polished metal. The customer has only to examine the Tobin Gun, inspect its simplicity of construction, operate its working parts, compare it detail by detail with other guns he has known to become satisfied that the Tobin is indeed a gun to challenge the admiration and retain the pride of any sportsman.

We want every dealer

To offer his customer our unqualified guarantee "Money back unless satisfied," no argument or hesitation, no exporting or importing if a change is required. No other gun offers you these advantages.

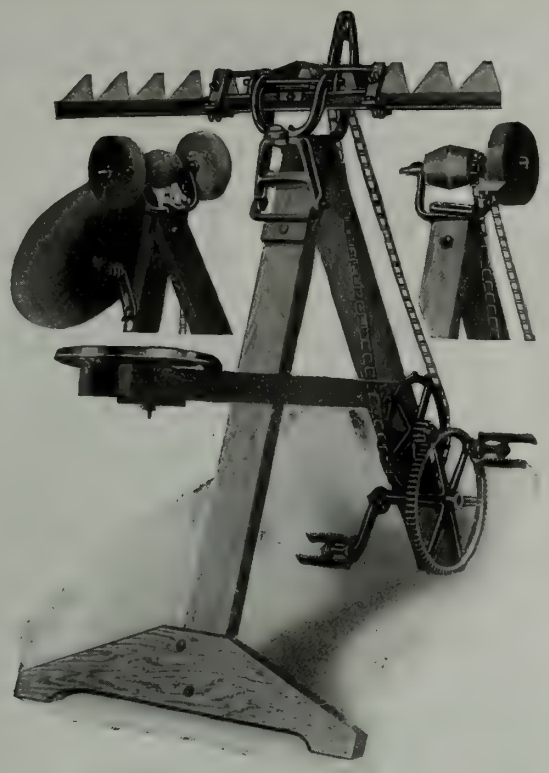
Our Advertising is Bringing Business.

Owing to the advertising we are doing, we are constantly receiving enquiries for Tobin Guns from all parts of the country where we have no dealer representative. Just last week, for example, a man in ———— sent in the price for a Tobin without even examining the gun, to our knowledge. As we had no dealer where he was we had to fill the order direct. Otherwise we would have given credit to the Tobin dealer in the district.

Write to-day for full particulars of the liberal terms we offer agents.—Simply address

The Tobin Arms Manufacturing Company, Limited

Woodstock, Ontario.



"Farm Special" for grinding all Farm Tools.

No. 63.



Shaft-drive for mechanics and farmers—foot and engine power. No. 273.

LUTHER

Dimo-Grit

TOOL GRINDERS

The Luther Line includes 32 types of grinders to meet every tool sharpening need for mechanics, farmers, ranchers, machinists, carpenters and every class of tool-users. Every grinder is scientifically designed, strongly built and fully protected by patents.

25 Times Faster Than Grindstones

Dimo-Grit, the new artificial diamond abrasive, best for steel, cuts hardest steel as emery cuts copper. It peels steel away in tiny shavings instead of wearing it away like emery or the grindstone. 25 times faster than the grindstone, 10 times more efficient than emery. No need of cooling with water—no danger of drawing temper.

Shaft Drive Grinders for Farmers and Mechanics.

The Luther shaft-drive grinder is built entirely of steel and iron, with shaft drive in dust-proof housing. It sells in 4 outfits, including one for farmers and one for mechanics. The farmers' outfit includes disc and sickle grinding attachments, and other tool rests for all grinding of farm tools. The mechanics' outfit includes plane-bit and twist drill sharpening attachments, and provides for every sharpening and polishing need. Extra attachments transfer this grinder into jig and circle saws, drill, forge, lathe, milk tester, etc.

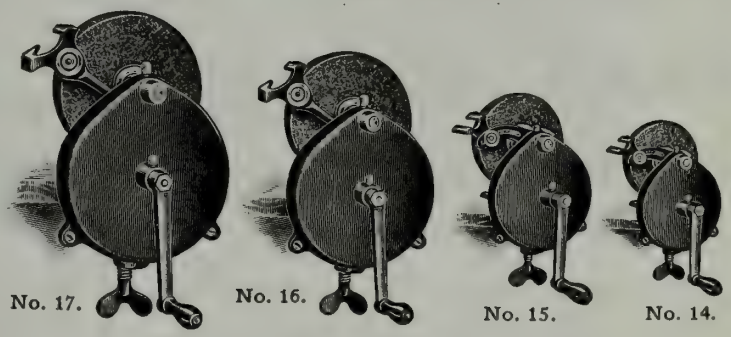
Good Profits for Dealers.

The fast-cutting Dimo-Grit wheels, the superior design and construction of Luther grinders enable dealers to make quick sales. Profits are good, and we give price protection. Write for full information about complete line.

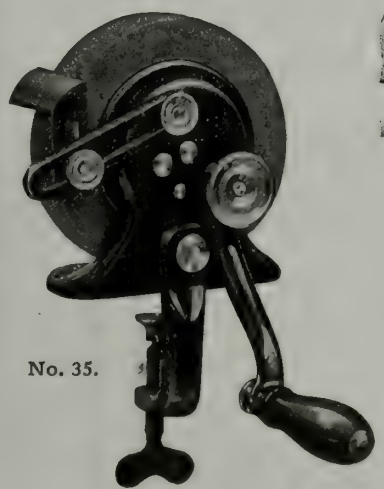
LUTHER GRINDER MFG. CO.

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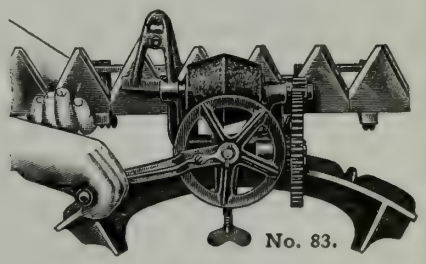
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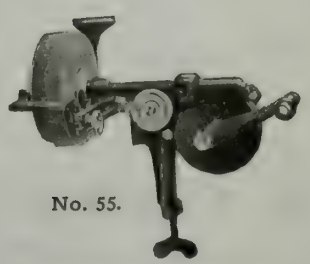
"Mechanics Special"—hand and foot power.



"Compacto"—quickly taken apart or assembled for tool chest service.



Spartan



"Best Maide" uses every surface of wheel.

Hoe, Rake, Shovel,
Axe, Adze, Pick, Sledge,
Hay Fork, Manure Fork,
Peevie, Spike Maul,
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HANDLES
Of Quality

WHIFFLETREES
DOUBLETREES
NECKYOKES

Our factory is located in the centre of the Hickory, Oak and White Ash belt of the Province of Ontario, therefore, we are in a position to secure raw materials of the very finest quality and at the lowest possible cost.

The many repeat orders which we are constantly receiving are proof positive that our goods and their profit-yielding qualities appeal to the trade.

WRITE FOR CATALOGUE
AND PRICES NOW.

W. C. CRAWFORD CO.
LIMITED
Tilbury, - - - - Ontario

"Absolute Quality"

is a thing to be considered when buying axe handles.

STILL'S
AXE HANDLES

are now specified by leading hardwaremen who have given them a trial.

"Still's" Handles have been time-tried, and have not been found lacking in quality or durability.

The selection of the wood is made by skilled workmen—men who know their business.

Before placing your order, write us.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS, - ONT.

SHEET COPPER

Prompt Shipment

Stock or Import

B. & S. H. Thompson & Co.
LIMITED
MONTREAL, QUE.

Contractors' Supplies

Drag Scrapers

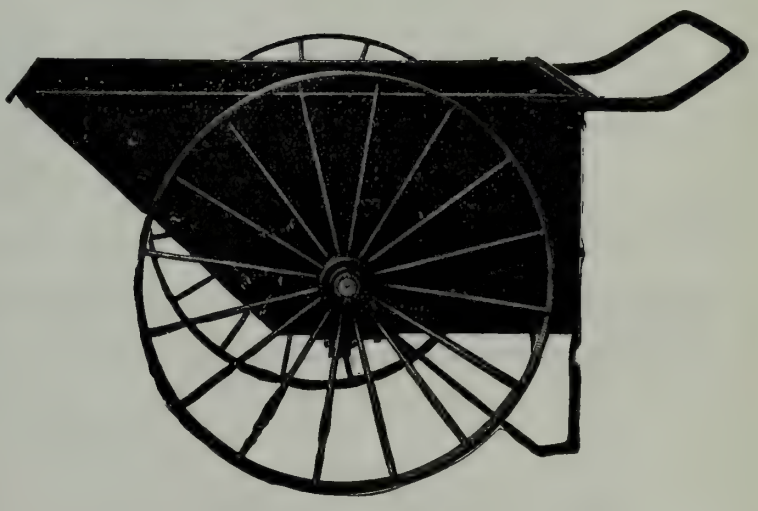


These Scrapers are the most modern obtainable. They can be easily handled, they fill readily, have light draft and are easily dumped. For Strength, Shape and Finish they are the best on the market.

No. 1 capacity 7 cubic feet
No. 2 " 5 " "

With or without runners

Concrete Carts



Capacity, 6 cubic feet, thin sloppy concrete, or 7 cubic feet dry material. Body of cart 14 gauge steel reinforced with angle iron entirely around top edge. Forged corners, heavy steel legs, roller bearing wheels, 2 in. tires. Weight 200 lbs.

Concrete Barrows



No. 6—Can be dumped end ways or side ways.

Steel tray, channel iron legs, hard wood metal tipped handles, capacity 3½ cubic feet, weight 65 lbs. each.

Caverhill, Learmont & Company

MONTREAL

H. BOKER & CO.'S
"Tree Brand"
Pocket Cutlery

Practically every buyer of cutlery wants the best for his money, appreciating the fact that there's little economy and satisfaction in the purchase of inferior quality goods of this class.



The Finest Steel is Used in Every Piece

Forging and tempering are expert, and the keen edges hold sharp for the maximum length of time. Your stock of Pocket Knives, Scissors, Razors, Shears, etc., will give greater satisfaction if it is the "Tree" Brand. They take a keen edge and they keep a keen edge. "Tree" Brand Cutlery will withstand every test to which it can be readily put. **Designed right, made right, finished right.**

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IMPERIAL --- STANDARD --- SCALES

400 Varieties **Accurate, Durable, Well Finished**

—— Send for the large 128 page catalog and prices, No. 66 ——

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All Capacities

300 Lbs. to 3000 Lbs.



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Galvanized Iron

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MONTREAL
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Aluminum **Antimony**

Copper **Spelter**

Lead **Tin**

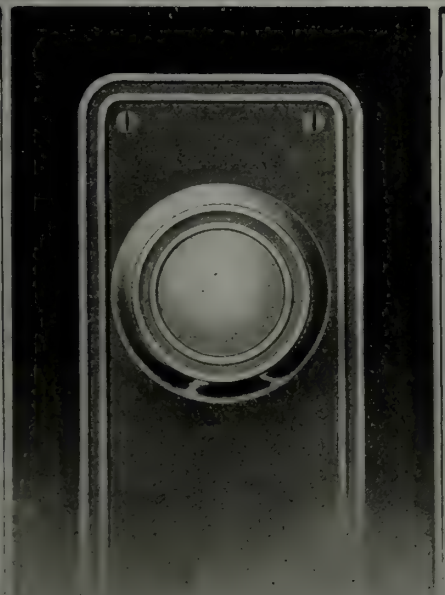
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A. C. LESLIE & CO., Limited

MONTREAL

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Division
The American Hardware Corporation
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The Best Flint Paper That Years of Experience and The Most Modern Machinery can Produce.

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Always Try to Give Your Trade Something, "**A Little Better.**" This is Possible With, "**Atlas Brand.**"

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You Save Cartridges, Shooting Your Game with the Dominion Make.

DOMINION CARTRIDGE CO., LIMITED
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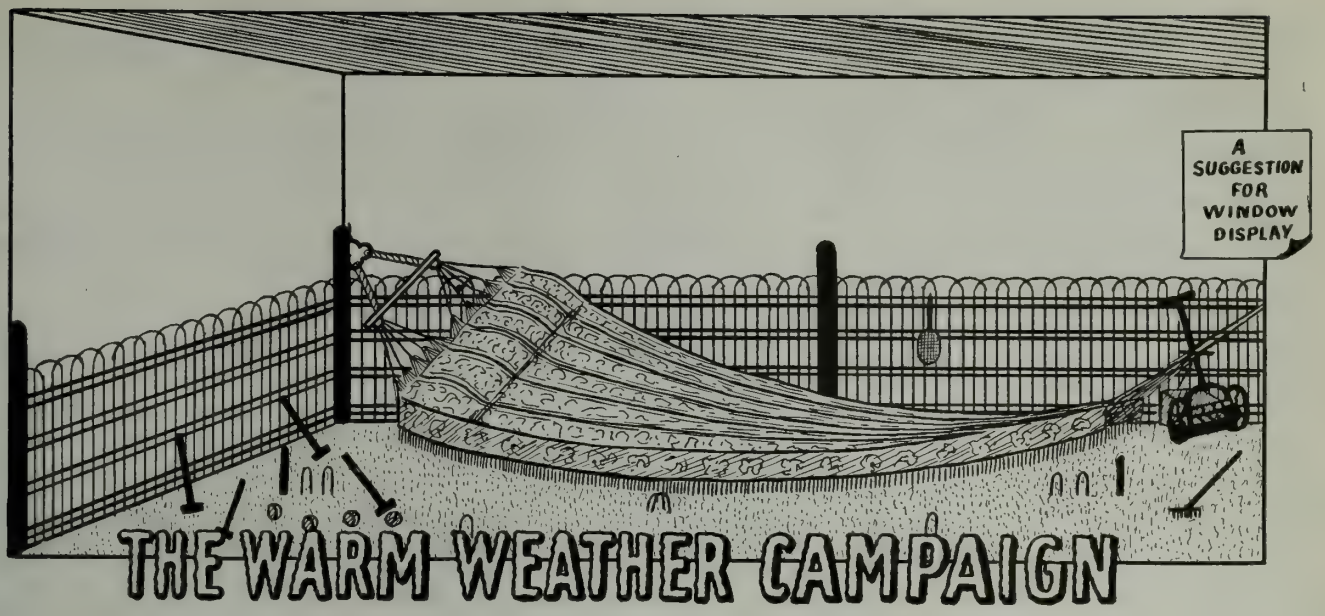



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ANTI-DUST
DISINFECTANT SWEEPING POWDER

is now handled by our Distributors for Ontario
the MacLaren Imperial Cheese Co, Limited
Toronto

ANTI-DUST possesses the extraordinary qualities of being a strong disinfectant, killing moths and desease germs and yet has a clean wholesome smell of pine trees. Its effect on carpets is remarkable. You should share in some of the record-making sales. Write the Imperial Cheese Co, Limited for details

SAPHO MFG CO, LIMITED MONTREAL P.Q.



THE WARM WEATHER CAMPAIGN

The Necessity for Articles Which Ensure Protection from Heat is Now Being Felt—Dealers Should Feature These Lines Strongly—A Suggestion for a Window Display.

It was Abraham Lincoln who remarked that, "You can't fool all the people all the time." Neither is it possible to suit all the people all the time—or in fact any part of the time. Weather, for instance, is never to the liking of all. It "is too cold" or it is "too hot." The days that are "just right" are few and far between, and they are spoiled by the croaker who remarks that "it looks like rain."



Yet even with its many changes—perhaps because of its many changes— the weather is a pretty good friend of the hardware man. Take the present season. It has been cold and wet. Not good at all for the sale of rubber hose, yet the abundant rain has brought the grass along in fine shape, and lawn mowers have been in great demand. It is an ill-wind which has blown lawn mowers good.

Warm Weather Means a Change.

But the cold weather of the spring will soon be but a memory. Already there have been a few wilting days. Days when the bath was the only place of which one could think with comfort. And there will be more such days. They are indeed upon us, and the hardwareman would do well to prepare for these. Every little weather change requires a movement all its own. The coming of winter means the bringing forward of skates. The advent of the hot weather means a rear position for many of the winter and early spring lines, and a prominent forward position for the hot weather goods.

Hot weather affects different people differently. The majority it makes hot in mind as in body, and all it fills with a desire to get in a cool spot—the open air for prefernce. It is such general desires as this which gives the hardware man his chance. If he can supply something which will make it possible for people to keep out of doors and to keep cool when they are there, he is going to have little trouble in getting the people to part with their money for these things.

Verandah Offers a Chance.

Many homes have verandahs, and naturally these are the living rooms in this weather. Only the sun, indeed, detracts from their popularity. But though most people remember that Joshua had little success when he ordered the sun to stand, and therefore do not attempt to interfere with nature, they also remember that the sun is only going to shine on one verandah for a part of the day. While the sun is in the other quarter the verandah is going to be popular, and while the verandah is popular, chairs, hammocks, and Japanese mats will be popular, too. These are lines which are handled by many hardwaremen. They might well be handled by many more, for they not only yield a profit, but they make the store attractive.

Movement to Back Garden.

Many people are fortunate enough to have not only verandahs but gardens—it is surprising what a miniature plot of land may be dignified with the name of garden in these days of high values. Much is heard about the movement back to the land, but just at present it is the movement to the back garden which is more important. Certainly this is important for the hardwareman. It not only gives him an opportunity to sell spades, clippers, trowels, and a rake or two; but it makes another opportunity to sell garden furniture, rustic chairs, hammocks, and the various covered swings which are selling at a moderate rate at last. The verandah is popular, but the back garden is a veritable haven. To make it more beautiful, and to enable him to enjoy it more, the fortunate possessor will willingly spend a few dollars. In spending them he will be gaining great benefit, and incidentally the dealer who sells to him will benefit too.

Window Suggestions.

Those who are handling hammocks and similar goods would do well to bring them to the front. Indeed there could hardly be a more attractive window, just at present, than one in which a hammock was hung. A window, to be effective need not always show a wide variety of lines. A window is doing its work if it throws out a suggestion. To arrange a trim like the corner of a back garden, with a hammock strung from posts, and with the suggestion of a croquet set, and perhaps a lawn mower in one corner, would be very effective. It might take a little time to prepare, but it would make people think more of their own back yards. They would see what a hammock or a chair would do to make these more pleasant for the elder members of the family. They would realize that a croquet set would delight the children, and indeed the elders—they would be ready to buy.

But these are things for the outside of the house. For the house itself there are lines which will be especially wanted in the coming few weeks. Generally speaking, any thing which keeps the house cool will be in demand. Window shades are becoming more and more popular, and those hardware men who handle them are reaping a profit. Screen doors have become practically necessities. These allow any breeze which may be blowing to reach the inside of the house, and at the same time they keep out flies and give that feeling of security against sneak thieves which is necessary.

Screen windows too, are needed now. The weather to date has not made these seem necessary, but at any time the great heat will come. So will the flies and the mosquitos. People will want fresh air in their bed rooms, and they will want to escape from the flies and the mosquitos. In short they must have the screen windows. These lines—both the doors and the windows—occupy quite a bit of floor room, but they repay display. For a month or six weeks at this season they might well be brought to the front.

The Dealer's Part.

There are many things required inside the house in the hot months. All need not be mentioned here. A score or more will come to the mind of every dealer. There are refrigerators—articles which must sell in the next few weeks if they are to sell at all. There are smaller, and less expensive lines, ice carriers, lemon squeezers, ice choppers, and ice cream freezers. For all of these the demand will be large if the dealer does his part. But people need to have these articles brought to their atention before they will buy. Take ice carriers for instance. How many may be seen coming out after the block of ice which the ice man has carelessly slid along the sidewalk to their door. They pick it up in their hands, then rush through the house to the kitchen, and there drop the ice—probably first upon the floor, and later into a bucket of water.

Display Shows the Need.

Yet for a very small outlay could be bought a pair of carriers — carriers which would enable the ice to be taken from the front steps to the ice box without ever being touched with the hands. How many would be willing to spend a little money for such a time-saving and trouble saving device. All that is necessary, indeed, to secure sales is to bring the article forward—let the people see the article and they will see their need of it.

Where Half Holidays Are Observed

A Partial List of the Places Where Half Holidays are Held in Ontario—The Days When the Stores are Closed—Travelers Should Clip Out and Keep This List.

The half holiday custom has some drawbacks from the standpoint of the traveling salesman. He never knows when he is going to strike a town which will be "closed for the day." If all towns celebrated their commercial half holiday on the same day, it would be all right. But they don't. In some places the stores close on Tuesdays, in others it is Wednesday, and in others still, Thursday. Traveling becomes more or less of a gamble.

A hardware traveler recites his experience of one week last year. He struck one town on Wednesday afternoon and found that the stores had been closed. It was, of course, a case of "nothing doing" for him. He struck out for a neighboring town the next morning, getting in at 10.30. He secured his room, looked after his samples and got to the first store at 11 o'clock. "Pretty busy just now," asserted the proprietor. "We close at 1, you know. This is our half holiday." He got in two calls that day. Friday he landed in a third town and found it closed up.

The remedy for this condition would be the setting of a uniform day. Wednesday is most commonly chosen. Why should it not be made general?

Until this step is taken, however, the traveling man will be compelled to map out his itinerary with a careful eye to avoid closed towns. In order to assist him in this, Hardware and Metal has made an effort to secure a list of the towns in Ontario where half holidays are observed, and the day selected in each case. Traveling men are advised to clip this list out. They will find it invaluable for reference, and it will undoubtedly save them many annoying delays.

The List.

Alexandria.—No half holiday. Stores close at 7 p.m. every day except Saturdays.

Bracebridge.—No half holiday.

Blenheim.—Half holiday on Wednesdays from June 15 to September 15.

Brantford.—Half holiday on Wednesdays during June, July and August. (Butchers and grocers only.)

Brockville.—Half holiday on Wednesdays during July and August.

Bowmanville.—Half holiday on Wednesdays during June, July and August.

Brampton.—Nothing decided yet.

Berlin.—Half holiday on Wednesdays.

Bridgeburg.—No half holiday.

Cobalt.—Stores close at 7 o'clock on Tuesdays, Thursdays and Fridays. An agitation for a half holiday but nothing settled.

Colborne. — Half holiday on Thursdays during July and August. Stores close at 12 o'clock.

Chesley.—No half holiday.

Collingwood.—No half holiday. Stores close at 6.30 every evening except Saturdays.

Deseronto.—Half holiday on Wednesdays during July and August.

Dresden.—No half holiday.

Dundas.—Half holiday on Wednesdays during June, July and August.

Havelock.—Half holiday on Wednesdays during July and August.

Hespeler.—Half holiday on Wednesdays during June, July and August.

Hamilton.—Half holiday on Wednesdays during June, July and August.

Hensall.—No half holiday.

Hawkesbury.—No half holiday.

Ingersoll.—Agitation for half holiday on Thursday during July and August.

Kingsville.—Half holiday on Thursdays during summer months. Stores close at 6 p.m. during Tuesdays and Thursdays through the whole year.

Leamington.—Half holiday on Fridays until September 1.

London.—Half holiday on Wednesdays during June, July and August.

Merritton. — Wednesday afternoons during June, July and August.

Midland.—No half holiday.

Mount Forest. — No half holidays. Close at 6 o'clock every day except Wednesdays and Saturdays.

North Bay. — Agitation to close on Wednesdays during July and August. Not yet decided upon.

Niagara Falls.—No half holidays, being an excursion point.

Newmarket.—Half holiday on Wednesdays during July and August.

Ottawa.—Many merchants make a practice of closing their places of business on Saturday afternoons for two months in the summer.

Orangeville.—Half holiday on Wednesdays during July and August.

Peterboro.—Half holiday on Thursday afternoons.

Port Credit.—Half holiday on Wednesdays during June, July and August.

Port Colborne.—An agitation on foot for half holidays. Nothing decided yet.

A more complete list will be published later.

A System Which Insures a Proper Stock

By the use of a Simple Card Index System a Montreal Dealer Knows How Much to Buy and How Little it is Safe to Have of Every Article—He Knows Instantly Where to Buy, When a Purchase is Necessary—He is Able to Secure a Rapid Turnover.

The question of turning over stock is one which rightly is occupying a good deal of the hardwareman's attention. But to secure the proper turnover, a careful watch must be kept upon supplies. Dealers realize this, and will therefore appreciate a few words showing how a Montreal merchant keeps tab on what he has in stock.

This man shows downstairs only samples. On the floor above he keeps his reserve stock, and when a purchase is made the article is either brought from here, or one is brought down immediately afterward to take the place of the sample which was sold. The latter course is the one which the merchant has found the best. "If I show a sample," he remarked, "and then, having made the sale, send upstairs for the article with which to fill it, the customer often becomes uneasy. It is a suspicious age, and there are a number who seem to think that the article which is brought down from upstairs is not as good as the sample, which was demonstrated. I find it better, therefore, to sell right from the samples, and replenish the samples. It is a good idea to bring down a duplicate from upstairs while the customer is still waiting, giving him the sample, and putting the duplicate in its place. This makes the man see that the goods are all the same —a fact which some people seem loath to believe."

Provides Against Three Things.

But this is a digression. The point in question is that the dealer keeps his stock upstairs, and only samples on the ground floor. Now the dealer wants to provide against several things. He wants to secure a rapid turnover. He wants to guard against too large a stock of any one article. He wants to guard against running out of stock, for there is nothing which so discredits a store in the mind of a customer as to hear —"no, we are just out of that."

To secure these three aims—to guarantee a satisfactory turnover and a small enough and yet large enough supply—this Montreal dealer has adopted something in the nature of a card index system.

He goes over his stock carefully—a tremendous task, but one which need not be done all at once. He puts on each card the name of the article. He puts down when the present supply was purchased, then by reason of his general knowledge of the business, or by careful reference to past invoices, he determines whether the article customarily moves rapidly or slowly. Upon this much depends.

Needs a Safe Supply.

If the stock moves rapidly, for instance, it is essential that the dealer should always keep on hand a large supply. Otherwise a short delay in the delivery of an order might leave him completely out of the article. That would be bad.

So, in the case of a line which turns over speedily, the dealer places a large figure as the maximum supply which he wants on hand. He also puts a fair sized figure as the minimum supply which he may have and still be safe. This minimum supply is the danger mark. As the stock nears that figure the dealer must prepare to buy again.

Watches Fall in Stocks.

Here is where his system works well. The goods, as has been said, are stocked upstairs. A man is in charge there. It is his duty to send down what goods are wanted below, and it is his duty to keep track of the stock. Each line has a compartment of its own, and upon this is fixed a duplicate of the card which the dealer has made out— a duplicate which states the maximum and the minimum supply wanted. As the stock falls low, the man in charge makes a note of this. When it approaches the minimum amount he reports to the manager. The manager acts promptly. He refers to the card dealing with this article. He sees the figure showing the minimum and the maximum stocks wanted. He knows the supply has fallen near the danger mark. He therefore subtracts the minimum supply wanted from the maximum, and he has the amount of goods which he had better order. The name of the manufacturer or jobber from whom the goods are secured is also shown upon the card, so the manager need waste no time referring to invoices. He sends his order to the concern whose name appears so prominently.

Works for Small Businesses.

Hardwaremen who are carrying on a comparatively small business may claim that such a system of keeping tab on stock is impossible for them. It isn't. They might be compelled to modify the system in some particulars, but the general principle can be worked by large and small dealer alike. It would be a fine system for many to adopt, too.

The small dealer will hardly be likely to keep his main supply upstairs, and samples only on the ground floor. He will not be able to spare a man to look after the stock. But is this a reason why no one should look after the stock? There will be some arrangement of this. If it is not kept upstairs, it will be downstairs, and presumably the various lines will be kept together. If they are not they should be, and the dealer who wants to make the best progress will take immediate steps to bring order out of what must be chaos.

Makes Small Sum Go Far.

The blanks may be filled out for this stock just as easily as for the stock

(Continued on page 49)

ARTICLE . . . . . SIZE, KIND OR NUMBER

FROM . . . . . SHIPPING ROUTE

DATE		QUANTITY	LIST	DISC.	NET	IMP. %	COST LAID DOWN	SELLING PRICE	REMARKS

MAXIMUM QUANTITY . . . . . MINIMUM QUANTITY . . . . .

A blank such as is used by the Montreal dealer to keep track of his stock. Note that the information here given shows him exactly how rapidly the goods are moving; advises him of the laid down cost; and enables him to fix the selling price without any difficult figuring, providing conditions are unchanged.

HARDWARE AND METAL

(ESTABLISHED 1888.)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

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PUBLISHED EVERY SATURDAY.

MAKE USE OF ADVERTISEMENTS.

The trade newspaper differs from other publications in one very important essential. Not only does the reading matter have a direct and practical interest for the reader, but every advertisement has the same. There is quite as much inducement for the trade newspaper subscriber to read the advertising sections as the editorial pages. This fact is pretty widely recognized, and most hardwaremen look Hardware and Metal through from cover to cover.

The information obtained in this way should not be lost. If a dealer reads his trade paper every week he undoubtedly benefits, but unless he takes some steps to retain the information, he does not realize the fullest benefit. Some system of tabulating information is needed. We suggest that readers of Hardware and Metal study the advertising pages carefully and mark with a blue pencil everything which especially interests them. Clip out everything marked and paste the clippings in a scrap book. Better still, have several scrap books each devoted to some branch of the business. By this system it will be found easy to turn up any information desired.

The advantages of the idea will be patent to all. The dealer who follows it will have information with reference to every branch of hardware ready for reference at any time. The same idea might be used in the preservation of reading matter. Any article or item which has a point of particular interest might be clipped out and pasted in a scrap book for use in the future. Many window dressers find this to be a valuable idea. They keep every window display shown and thus secure ideas for their own work.

THE MAN WHO STOOD STILL.

A story is told of a southern merchant, who, after the war remained just where he had been when the war commenced. He continued to carry on business in the same easy-going way. He continued to show the same calicos and the same ribbons. All about him there was advancement, but he closed his eyes deliberately to this. He did not mark time, but stood still. Marking time denotes readiness to advance; but whatever in this man had urged advancement was atrophied. He stood still.

Years passed. Still the man showed the calicos and the ribbons. Still he conducted business in the same old way—or would have, had business come. Finally some business did come, for he fell so far behind the procession that he became an antique. His store was pointed out to strangers in the city who visited it, and bought a little out of curiosity.

It is a strange tale—the tale of a man who forced himself to believe that the civil war marked the end of all things which could influence him. But it is stranger to hear that there are dealers to-day who have adopted this stand-still policy. "There are plenty such men even in Canada," states a dealer who has traveled far.

If these men stand still long enough, they may—like the southern merchant—make their stores famous as fossils of an earlier age; but they run a risk. They may meet the fate of the Irishman's horse. You remember the Irishman wanted to get his horse to the point where it could live without eating. He worked hard at this, and just got the horse to the desired point when the pesky animal spoiled it all by dying.

To-day there is little use for the man who stands still. There are times when it is wise to mark time, until it becomes quite evident in which direction the advance should be made; but standing still is only appropriate beside a grave.

WHERE PROFITS ARE OBTAINED.

It is one of the main objects of every dealer to buy as economically as he can. To assist him in this, the hardwareman avails himself of all the information he can secure. If he is wise, he pays close attention to the weekly market reports in Hardware and Metal, where price changes are recorded and accurate forecasts given.

Dealers who have watched our market reports of recent date and have made use of the information contained have undoubtedly benefited financially. Here are a few cases in point:

Repeated advances in white lead have been predicted, and events have borne out the assertions made. White lead has been going up steadily, and may reach higher levels yet.

Putty has been advanced in price. The advance was predicted in Hardware and Metal a month before it went into effect.

Linseed oil has reached a very high price level. This was forecasted in the market columns long ago, and buyers had plenty of time to "get in right" on the market.

THE NATIONAL STRIKE AND CANADA.

In London the call has gone out for a national strike of the dock workers. The situation is serious. A national strike would mean the tying up of many ports, for a time at least. It would mean the disturbance of all shipping from England; and would be the cause of a tremendous loss of money, by ship owners, by British manufacturers, by the strikers themselves, and by Canadian handlers among others.

The early answer of the dock workers outside of London has not been what the strike leaders could wish. Only a few ports have seen the commencement of sympathy strikes. Even in London the dock workers do not appear to be meeting the success which they desire. Ten thousand non-union workmen are already busy upon the docks.

The right or wrong of the strike is something which cannot well be understood in Canada. Conditions are so different. English wages seem terribly low here, but then living is low there, and a cent for cent comparison is

impossible. Neither is it possible here to appreciate the position of the owners. All that we Canadians can appreciate is the havoc which a strike brings. If national proportions are reached English products brought to Canada will have to advance. Metals, for instance, will cost more and more. They are high enough now, many of them, and it is small wonder that those closely connected with this line are hoping for an early settlement. Peace at any price seems to be their cry. Peace even if it is necessary to fight for it.

POINTED EDITORIALS.

Let there be light in the store.

* * *

Time to start a "Swat the Fly" campaign.

* * *

Minnows are now being sold in the hardware store—surely the scope is widening.

* * *

The May just ended, it is reported, was the wettest since 1883. And despite this, activity in many lines has been the greatest ever.

* * *

The price of furs affects the sale of traps. If furs are cheap, traps sell slowly. At present furs are unprecedentedly dear. A word to the wise is sufficient.

* * *

The time is now here when men get the "back to nature" impulse. Help the impulse along by featuring tents, camping outfits, fishing supplies and so on.

* * *

April showers bring May flowers. But when the showers continue through May and into June they threaten to bring poor crops. A little dry weather would be appreciated.

* * *

War is beginning on the potato bug, the woolly elm louse and all other members of the Ancient and Crawly Order of Vegetable Parasites. Start your insecticide campaign, Mr. Dealer.

* * *

When real sultry weather arrives, the average man will spare no expense in securing any thing calculated to add to his comfort—or rather, lessen his discomfort. Perspiration banishes prudence.

* * *

Soil pipe, instead of getting more plentiful is more scarce. The demand is tremendous, partially perhaps because it is expected that an advance will come. This higher level will not likely be long delayed.

* * *

Light is a great salesman. Place a line of goods where they show to advantage and the veriest tyro will dispose of them wholesale. Put them where they are in the dark and Sam Slick himself would find it hard to get buyers.

* * *

If the Belgian revolutionist wants to create a disturbance, owners of new homes in Canada may have to go without glass for a while. The world's commerce has become so closely interwoven that events often have unexpected results.

* * *

A man named Robinson has discovered in Alaska, what he believes to be a deposit of tin ore worth millions of dollars. It is expected the prospectors find will do much to bring about an extension of Alaska railroads.

Is Shortage Pending?

IS there a shortage pending in plumbing and heating supplies?

Some manufacturers are predicting most unreservedly that demand will outstrip supply before the year is over. There are already indications which bear them out in this. There is a distinct shortage in soil pipe. Iron pipe is getting scarce. Work in some cities has been held up by the lack of supplies in these lines and the demand, for soil pipe particularly, has become clamorous.

The fact of the matter is that the country has developed more rapidly than even the most sanguine and optimistic had believed possible. Canada is riding high on the crest of a wave of prosperity. Building operations are being conducted on a gigantic scale. In the west, the towns are developing into cities and the cities are becoming large centres of population, with the impetus of unprecedented growth and prosperity. In some of the eastern cities, perhaps, the building operations are not in excess of last year, but these merely serve as exceptions to prove the general rule.

The question now is whether the manufacturers and railroads have kept pace with the growth of the country. The railroads have fallen behind, as the freight congestion in all parts of the Dominion eloquently attests. And the manufacturers, though, they have increased their scope and facilities, do not seem quite capable of supplying all the demands. They are going fast but Jack Canuck is traveling in seven-league shoes.

The natural result of so much building is a much greater demand than ever before for everything pertaining to building equipment, plumbing and heating goods included. The pinch has only been felt in a few lines so far. It is learned that there is enough enamelware on hand to meet the present demand. The real demand, of course, has not yet manifested itself. That a scarcity will arise in a few months' time is not a wild guess. The conditions which have created the present shortage in soil pipe will cause a correspondingly heavy call for enamelware and for fittings of all kinds in the late summer and fall. Will the manufacturers be able to supply this demand with readiness? There is a deep-seated impression that they are going to experience difficulty in doing so. While they do not give direct confirmation to this now, the manufacturers admit that the present demand and the size of the orders booked point with surety to something resembling a scramble later in the season.

There is one satisfactory feature reflected through it all. With so much building going on, all trades will have a busy and prosperous year. The plumbing and heating trades will be actively engaged. There will be a heavy demand for building material and hardware. The hardware dealer, who also does plumbing work, will thus benefit in more ways than one. The inconveniences of a possible shortage in supply fade into insignificance in the contemplation of the prospect of so active a year's work.

More Light in the Store



The Value of Keeping the Hardware Establishment Bright and Attractive — Some of the Reasons Why Stores are Dark and Dingy and How They Can be Remedied—A Description of the Store of Geo. L. Lander & Co., Oshawa.

Let there be light.

This injunction did not apply seemingly to the hardware dealer of days gone by. The light which crept unbidden into his store was scant and fitful. It got in despite the barricade of goods built up all around. As a matter of fact, the hardware store did not require to be particularly light in those days. Men did all the shopping there and the stock carried was hardware in the strictest sense of the word.

But with the advance of the times and the widening of the scope of the business, a new order has come about. The modern store cannot be made too light. The stock requires it. The hardwareman to-day has a variety of goods which appeal to women. To secure and hold their trade he must keep his store both attractive and light, for women do not care to shop in places which are dark and forbidding in appearance. Light is necessary also to sell the stock. Cutlery, brass goods, silverware, and household utensils of all descriptions do not show to good advantage unless placed where the light reveals their qualities. On the same principle that the "silent salesman" is more effective than a wooden counter, a light store is better for business than darker quarters. A light and airy store is one big "silent salesman."

This question of light should be kept in sight in the arrangement of the interior. If any dealer has a store which is dark inside, he should "buckle right down" to the question of finding some means of making it lighter. It means dollars to him in the shape of added business.

Some of the Causes.

The lack of an open store front is often the cause of the darkness which pervades the interior of hardware stores. The modern front has wide plate glass windows, with plates above through which sufficient light enters to keep the place bright, even when the windows themselves are cased up for display purposes. It may cost what seems like a steep figure, Mr. Dealer, to tear out that antiquated front and put in one which will admit plenty of sunlight, but it will pay you in the end.

Another drawback has been the custom of hanging a confused collection of articles to the ceiling. In some hardware stores still it is impossible to see one square inch of ceiling. Everything from a shovel to a glove is suspended, making the store about as cheerful and inviting as a vault. The practice is, fortunately, dying out. Merchants now prefer to keep their ceilings clear, even if they have to show fewer goods. A few lines well displayed are better than a multitude of goods in poor order.

The chief reason for the lack of light in the hardware store, however, has been in the arrangement of the stock. The bulkiest articles were often shoved to the front, where they effectually kept all light from penetrating farther into the store. It is not an uncommon experience even nowadays to enter a store where a pillar built around with a structure of the largest goods faces the entrance and plunges the rest of the store, if not into Stygian darkness, at least into a condition of semi-gloom not at all conducive to business.

This is not necessary under any circumstances. The store may be small and the general facilities poor; it is, nevertheless, a mistaken policy to stack up goods everyhwere to the exclusion of daylight. "Talking about turning the stock," said a progressive dealer recently. "The man who has a light and bright stock turns his stock several times a year oftener than the man who does business in dingy quarters. He gets the people every time."

A Light Store.

At the head of this article an illustration is shown of a store which has this one desirable quality above all others. It is light. A person can look through the front door and see the paint tins at the back. It was laid out and stocked largely with the idea in view of admitting the daylight.

The store in question is that of Geo. L. Lander & Co., Oshawa. The front is an open one, so that plenty of light pours in. The centre is used for a selected assortment of stoves and refrigerators, and no obstruction occurs there. At the back is a large rack used for the display of paint. The shelves to the right are used for shelf hardware and to the left enamelware and kitchen utensils are shown. The counters are fitted up both at front and back with rows of self-closing bins in which are kept nails, screws, heavy hinges and similar lines.

Thus the stock is kept ready to hand, but without any evidences of crowding or obstruction of light.

A Permanent Window.

It is also interesting to note that the window to the left is permanently fitted up as a model bathroom. The walls are covered with green burlap and are paneled with a white enamel finish. The floor is covered with linoleum and a complete bathroom outfit is shown. This display serves as a permanent advertisement of the plumbing end of the business.

Geo. Lander is himself a practical plumber and he looks after the mechanical end. A large business is done in the plumbing and tinsmithing lines. Charles Lander, who has had a wide experience in shelf hardware, looks after the buying and manages the hardware department. At present they employ a staff of about twenty-five men in the store and shop.

This store presents many good features in the matter of utilization of space. The counters, as explained before, serve a valuable purpose. Every square inch of space beneath is utilized, and in this way much stock is provided for which would otherwise require room elsewhere. Many of the heavier lines are not shown, but are stored where they can be produced as occasion demands.

A Business Getter.

Light is a business getter. It brings the people into the store. It shows the goods up to advantage. It makes the place more cheerful and helps to keep the staff in that frame of mind. It is an asset which no hardwareman can afford to be without.

Camping Out Season is Now at Hand

This Means a Demand for Many Lines of Sporting Goods—Fishing Tackle is Especially Wanted, for the Majority of Camps are Pitched Near Water — Some Culinary Articles are Also Needed—A Montreal Dealer's Method of Securing the Custom of Anglers.

A strange season this. So far there has been little really warm weather, yet despite this the call for sporting goods has been large. But the dog days are coming. They cannot be far away, and with them will come a new demand —a demand for camping goods, and for such supplies as are wanted at picnics. With the hot weather will come the longing to eat and sleep out of doors. Warm weather fills the canoeist with a desire to sleep upon the banks, and the fisherman plans a week-end trip. Boys arrange to go for a week's camping expedition, and older people even think that they might well spend a fortnight under canvas. Hot weather stirs the blood.

Of course, the first requisite of camping is a tent. These are carried by many hardwaremen at this season, though some there are who have little to do with such supplies. They count more upon furnishing things for the tent than upon supplying the tent itself. But here, too, there are great possibilities. A small camp stove will be needed. Perhaps a small oil stove will do. Perhaps the party may want a gasoline model. If the trip is of but short duration the plan may be to cook on an open fire. That means fun for all and success for some. It means also the need of such things as pots, and can openers. Can openers are among the leading requirements of a camping trip.

Camp stools, too, are needed—a line which many hardwaremen are handling profitably; while lanterns and flashlights are a part of the necessary kit.

Then there are a few tools. Were you ever in a camp where there was no hatchet? The writer has been. It was a terrible experience. The first night the centre pole of the tent slipped from the imperfectly cut crutches on the end of the supporting poles. The tent pegs were continually slipping, not having been properly driven into the earth. Firewood could not be cut. The principal amusement in that camp was reviling the man who had been charged with securing a hatchet and who had failed.

In all parts of the country camping parties are starting out at this season. Some will stay in the open a few days, some a few weeks. But all will buy a good deal of hardware before they leave, and it might, therefore, be well worth while to arrange a display which would suggest the needful things. Perhaps a miniature tent might be erected, with a camp fire laid before it. A canoe might be shown near by, and certainly there should be fishing poles. Where camping out is most popular is by the side of some lake or stream. Almost without exception the occupants hope to do a good deal of fishing. They go well supplied with the requirements. Fishing tackle is one of the leading lines to sell those starting on an outing. They will want paddles, and a baseball, and a baseball bat. They will want some culinary equipment, but they are certain to need a fishing rod, or a line, or some new hooks.

Leduc & Asselin, of Notre Dame Street, Montreal, have adopted a somewhat novel method of securing the fishermen's patronage. And they are succeeding. "We have sold a great deal of tackle," remarked Mr. Asselin. "As you know, we have not been in this stand very long, but I believe we are going to make it a rendezvous for fishermen."

Listen to the story of this firm's campaign. They sell bait. To catch the fishermen's trade they have been selling bait. In one of the store's large windows is a huge aquarium, and in this swim about countless little minnows. None who pass can miss these. To the fisherman who uses that kind of bait they prove exceedingly attractive. Perhaps he does not want any then, but when he does he is going there to buy.

"No," remarked Mr. Asselin, in speaking about the sale of the bait, "I do not believe we make much from handling the minnows. That is, I do not think the direct profit is great. We pay 1¼ cents for minnow. We sell them at 25 cents a dozen. That leaves us a few cents gross profit, but hardly enough to repay us for the trouble. But we benefit in other ways. To begin with, we sell a great number of bait-pails. Some of those who come for the minnows bring pails, but the majority expect to buy them here. You see, we are near the station. Many, when they decide to go fishing, get their whole equipment here and walk right over to the train.

"We sell a great number of rods and lines. I feel sure that we get a great part of this trade by reason of the bait."

A Novel Method.

There are many methods of making a sporting department attractive, but undoubtedly, Mr. Asselin has hit upon a novel scheme. He is the only dealer in the district who handles bait. No wonder many go there to make their purchases of tackle.

Fishing tackle appeals to the picnickers as well as to those who intend being some time away from the city. But there are a great variety of goods which interest the picnickers. Balls and bats, of course, are in regular demand. Gloves, too, may be wanted, but particularly is the call for such goods as help with the meal. The meal is the great thing at a picnic.

Thermos bottles sell particularly well at this season. Be it ice cold lemonade or hot tea, the Thermos bottle is the thing for it. But a Thermos bottle is incomplete without cups. Cups may be carried, but they are hard to bring back, therefore, the chance to sell a folding cup is excellent. Nor are the cheap lines the only ones which will find purchasers. More and more people are coming to realize that they should have a folding cup. Health demands this.

Value of Contrast in Advertisements

Headlines Should be Made to "Stand Out" from the General Matter — Type Used Should Not be Uniformly Large—Contrast and Space are Lost in That Way—Criticism of an Advertisement...

Ever stop to figure out the importance of contrast?

It has been said that comparisons are odious; but they are frequently very useful and valuable. Things are appraised almost invariably by means of contrast. For instance, a public man is judged by the way he stands out from the mob. An institution is compared with others of the same kind. We say "It is the greatest school in the country." An up-to-date and well-stocked hardware store is benefited by the opposition of the dingy, old-fashioned, little shop across the street. People realize that the big store is a high class establishment when they contrast it with the opposition.

Contrast figures largely in matters of detail. A well-arranged store is a study in contrasts. The window dresser seeks a light background for dark articles in order to make them "stand out." And the advertising writer strives to make his matter as attractive as possible by somewhat similar means—he aims at contrasts.

Consider the accompanying advertisement—a highly creditable one in practically all respects. It is forcefully written and well illustrated. The layout, generally speaking, is good. The articles shown are seasonable. One fault appears on the surface, however. The type used throughout is too large and the page has, as a result, a somewhat jumbled appearance. The lines which should stand out most prominently do not catch the eye first glance, on account of there being "too much opposition." In other words, it lacks contrast.

This criticism does not apply to all sections of the advertisement. The top corners devoted to paints and tools show appreciation of the value of contrast. The headlines stand out from the matter following with a distinctiveness which challenges your attention. In the sections below, devoted to builders' hardware and sporting goods, however, all the type is of large size and none of the statements gain prominence.

The ad.writer loses in another respect. He loses space. Under the heading "Neverleak and Paroid roofing," there is room for a good forceful talk on roofing, if smaller type were used. It might have been said for instance:

"These roofings will last a lifetime. They are durable, watertight, and easy to lay. For quality and price combined, they cannot be excelled.

"We have sold **FIVE THOUSAND SQUARE** of these roofings since the big fire. This fact should speak for itself. Ask us for prices and samples."

As the ad stands, the heading on roofing is set in type which is not very much larger than the lines immediately above and the lines following.



Full page advertisement of Frank A. Child, Cochrane.

The Use of Panels.

The advertisement in question would gain in appearance also if panels had been used. A panel around that devoted to tools would serve to draw the matter together and keep each department more distinct. The same effect could be obtained by putting panels around the fishing tackle sections in the sporting goods department.

Force would be lent by a stong headline across the top, instead of giving so much prominence to the firm name which is also featured at the bottom. For instance:—

THE GOODS YOU NEED NOW
are found at
CHILD'S HARDWARE.
The store that will serve you best.
Cochrane. Matheson.

In other respects this advertisement is deserving of commendation. Mr. Child is a believer in the use of newspaper space, apparently, for he uses a full-page ad. in this instance. That he will get results is a foregone conclusion for the articles advertised are all "big sellers" at the present time. This publicity effort is timely and forceful. It is indeed "good stuff."

Don't Overcrowd.

To revert back to the question of the utilization of space, it should be pointed out that while it is always advisable to get in as much copy as the space will allow, it is extremely bad policy to overcrowd. An ad. which has too much material crowded into it, is infinitely worse than one which has too little. Of the two evils choose the latter.

HARVEST GOODS

This is the season when every farmer is preparing for the Harvest. In making this preparation see that you have the best tools to work with. You will find nothing but the best here as well as a good Assortment to choose from. We would be pleased to supply you with any of the following articles which are necessary for the Harvest Field.

Showing the value of contrast in type.

HAY WIRE ADVANCED.

Montreal.—At a meeting of those interested held in Montreal a few days ago, it was determined to advance the price of hay wire five per cent. Cost of production has made this seem necessary.

APPOINTED AGENTS.

The Smith Hardware Co., of Montreal, have just been appointed Canadian agents for the Racine Metal Stamping Co., of Racine, Wis., makers of hinges, bumpers, window locks and many other lines.

PERMISSION FOR FACTORY.

Cobalt, Ont.—At yesterday's meeting of the Coleman township council that body gave permission to the Dominion Safety Explosives company to erect a manufacturing establishment on lot 10, concession 6, in the township. This point is about three miles west of the town of Cobalt between Mud and Sharpe Lakes. The usual government regulations respecting distances from roadways or other private buildings, will be in force in the locating of this establishment.

Complete Course of Sheet Metal Work

By L. W. KOSER

Prob. 19 shows how to develop the pattern for the spout.

First draw a vertical line representing the side of the can.

Then draw the cone PXX, representing the spout. (See Figs. 2 and 5) A, and joining the side of the can at C and D.

The first thing we want to do is to develop the mitre line CED.

Directly below the can and in line with it draw the circle Fig. 3, the same diameter as the can. From the centre O draw the horizontal line OV.

Drop a vertical as K from the point P for Fig. 2, cutting the line OV at V.

Drop a vertical line as R from the centre of the base XX as U, and cut through the line OV.

Lay out the base line XUX on this line as shown by the points SIS. Fig. 2.

Draw a line from the points SS into the point V, thus getting the points where the sides of the cone or spout meet the sides of the can, as HH.

Project a vertical line from H until it meets the centre line PU as at E. Then draw the line CED, which will be the mitre line.

The pattern for the bottom of the cone or spout is developed the same as explained for Prob. 6, plate 18. But in order to impress it more fully on the mind of the student, we will again explain it as it is here illustrated.

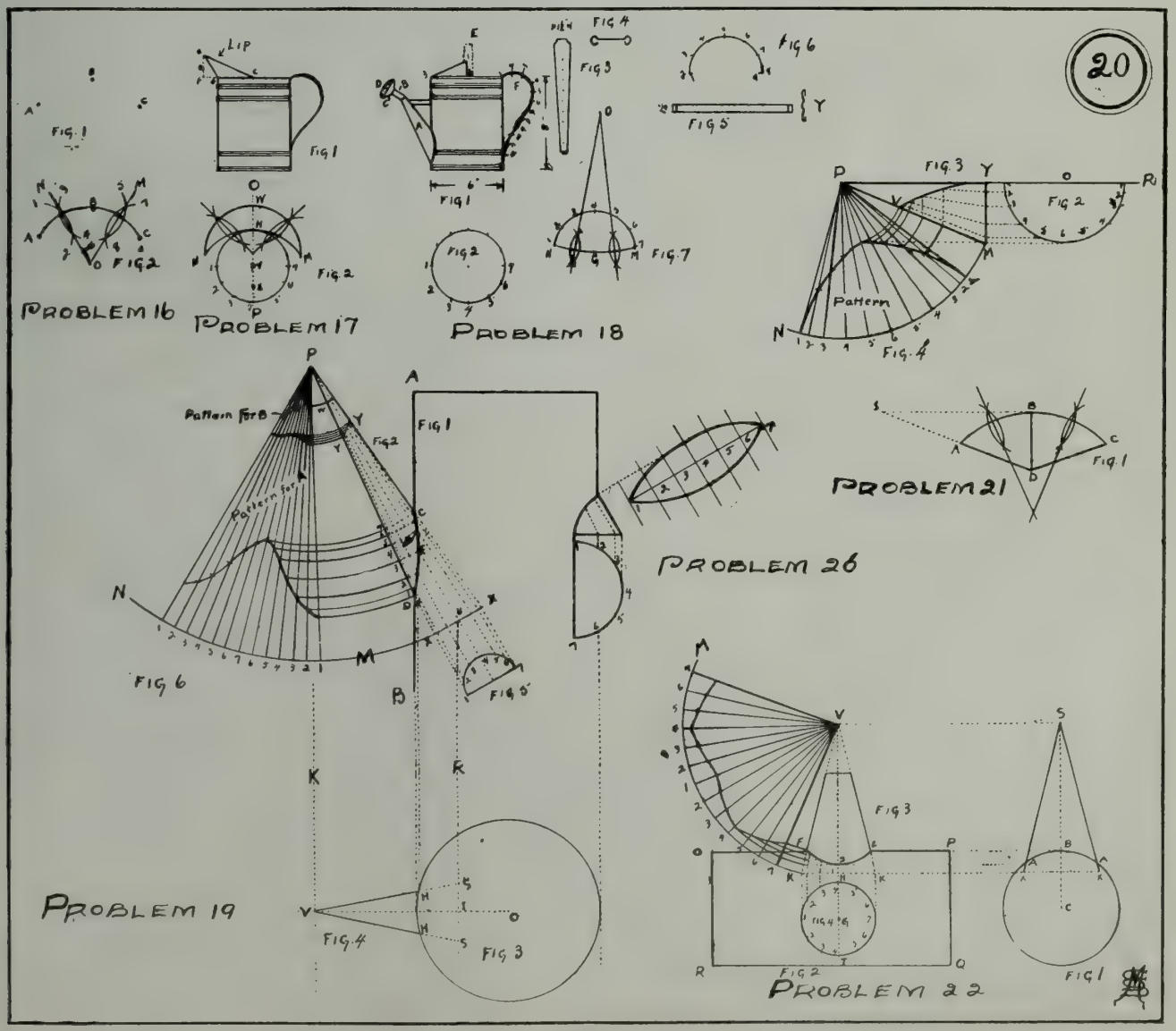
Drop the centre line PU of the cone any distance below the base line XX. With the point of the compass on this line and with a radius equal to XU (or ½ the diameter of the base of the cone) describe the semi-circle Fig. 5 and divide it off into equal spaces and number each.

Project lines parallel to the centre line up to the base line XX, and then carry them toward the point P, and where they meet the mitre line CED and the top line YY, carry them at right angles to the centre line PU out to the side line PD.

Then with the point of the compass at P and the lead at the base of the cone as X, describe an arc NM, and on this lay out the stretchout of the base of the cone as Fig. 5.

Bring the lead against each of the points on the line PD, and swing an arc cutting the corresponding line.

The part C of the watering can is just a plain frustrum of a cone, and the part D is hollowed out and punched. Zinc roses, however, can be purchased from any hollowware manufacturing company.



Progressive Hardware Retailing

A Novel Method of Securing Wedding Present Trade—Big Sales of Steel Granaries—Pioneer B. C. Hardwareman is Retiring—Handling the Trade in Electrical Goods.

KEPT LIST OF PRESENTS.

An interesting and progressive idea for securing wedding present trade is followed by a dealer in a comparatively small town. He watches the papers very closely for announcements regarding weddings, and, when customers come into his store to buy kitchen utensils, he asks whether they are to be given as a wedding or shower present, stating that if such is the case, the customer may be interested in knowing that he is keeping a list of articles bought as presents in order that these presents may not be duplicated by friends of the prospective bride.

This has had the result of getting him practically all the trade in those lines. The news gets around and people go there to make their purchases because they know, by so doing, they avoid duplication.

SOLD STEEL GRANARIES.

Govan, Sask.—Dickey & Augur, hardware dealers, are featuring steel granaries in their advertising. They state:

"We built and sold sixty-five of these Granaries last year, and had to refuse orders for thirty at the least. So if you want Steel Granaries this year shoot in your orders now so that we will not have to disappoint you again."

WARM WEATHER DEMANDS.

St. John, N.B.—It is noticeable with the advent of warmer weather that the policy of the leading firms has been a concentration of efforts to feature the sale of such articles as tend to comfort and satisfaction against the heat, and the windows of the stores of hardware merchants with modern ideas in Moncton, Chatham, Fredericton, and St. John may be seen in a display of refrigerators, thermos bottles, easy chairs, hammocks, screens, ice-cream freezers and a wide variety of other articles which should command a ready sale. For instance at least three firms have been dwelling on the importance of every household being equipped with a refrigerator, large or small, referring to the usefulness of the article, its practicability, expense-saving, and aid to sanitation. As James S. Neil & Sons, of Fredericton, say in their ad. "it circulates pure, dry air, preserves all classes of foods perfectly, and with economical consumption of ice."

The present month has proved a record breaker with every store in the city which carries a line of specialties and novelties such as appeal to those who wish to remember their friends approaching the marriage altar, and while no extraordinary efforts have been made to attract the trade the fact that they have in store an effective assortment of wedding gifts has been made known to the public. The firms of W. H. Thorne & Co., and T. McAvity & Sons since the middle of last month, May, have been showing at frequent intervals in their most prominent windows, lines of silverware, souvenir novelties and household utensils, which would make suitable wedding presents, and their far-sightedness was gratified this month when the season of "happy events" began, for the run on this class of goods was most promising and encouraging.

ELECTRICAL GOODS TRADE.

Maple Creek, Sask.—Under the heading, "Buy your electrical goods from us," the Maple Creek Hardware Co., are advertising their electrical stock effectively. They state: "We are the 'live wire' in the electrical goods line. Just come and see the many appliances we have for you. Our hardware store sells goods cheaper than an electrical store."

PIONEER RETIRING.

Vancouver, B.C.—Z. Franks, 44 Water street, is retiring from the hardware business after 25 years. He announces the fact that he is now planning to hold his "first and last sale." In order to clear out his stock, he is offering considerable reductions in prices. This fact is being advertised largely.

Mr. Franks is one of the pioneer merchants of the city.

A TOOL WINDOW.

Cobalt.—One of the best window displays seen here for some time is that of the Geo. Taylor Hardware Co. The north window contains an assortment of mechanics' tools, which is complete in every possible detail. Tools are shown for every trade and there is a good assortment of most tools. It has attracted considerable atention.

PUSHING STOVES.

New Liskeard.—In the latest issue of "Taylor's News"—the form in which the advertisements of the Geo. Taylor Hardware Co. are published—the following reference is found:—

"Wedding presents are more in demand in the month of June than other months because June is the bridal month. To add to this 1912 is a leap year which means just twice as many weddings and we want all intending purchasers of gifts to see our stock before they buy."

"We were all there once ourselves and are making special concessions in the way of discounts to all newly married couples on house furnishings. A stove is an absolute necessity to the newly wed if perfect harmony is wished and a range will often create harmony to the older wed where it has not previously existed."

LETTER BOX—Continued

Water Filters.

Reader, Regina, Sask.—"What firm manufacture a line of water filters which fasten to a faucet?"

S. Sternau & Co., Brooklyn, N. Y.; The Champion Safety Lock Co., Geneva, Ohio; Seed Filter Manufacturing Co., New York; Graham & Berwin, New York.—Ed.

Viking Boilers.

Jordan, Steeves & Son, Hillsboro, N. B.—"Will you kindly give me name of firm manufacturing Viking hot water boilers?"

Warden, King & Co., Montreal, Que.—Ed.

On Western Trip.

R. H. Osborne, of the Northern Aluminum Co., Toronto, is on a two months' trip to the coast. Mr. Osborne will call at all the principle places through the West.

A Big Demand for Game Traps Certain

The Demand Follows the Price of Furs—The Present Scarcity in Furs Has Boosted Prices to a High Level — The Trappers Will be Busy This Fall.

There is every indication that the demand for game traps this fall will be extremely brisk. Statistics covering many years show that there is a definite and tangible relation between the price of furs in the spring of the year and the sale of traps during the following fall. For instance, in the spring of 1910 the price paid for muskrat, skunk, etc., was the highest on record. The sale of traps that fall reached unprecedented proportions. A reaction came in the fur market in the spring of 1911 and prices for the leading furs went down to one-third of their former price. This was followed by a small sale of traps in the fall of 1911.

The result of the small sale was a correspondingly small catch of animals and as a natural consequence the price of all furs began to go up again rapidly. During the past winter, there has been a steady upward trend. At the March London sales, many of the leading furs were marketed at a price close to the phenomenal figures of 1910. At the present moment there is a distinct shortage, which some trade papers refer to as almost a "fur famine."

Under the circumstances, it is reasonably assured that there will be an active fall in the catching of furs. The scarcity will keep prices up and this will serve as an impetus to trappers to make a heavy catch. It is equally certain, therefore, that the demand for traps will be heavy.

If the dealer bases his purchase of traps this year on his sales of 1911, he will find that he has underestimated the demand and will "run short" in the height of the season.

As an evidence of the activity which will prevail, down in Essex County, Ont., the farmers are buying up swamp land, fencing it in, and trapping the muskrats, which live among the reeds and flags. Many of them realize more from these swamps than from all the good agricultural land on their premises. Muskrat pelts which a few years ago sold for 15 cents each, now bring as high as 60 cents, and the price is steadily increasing.

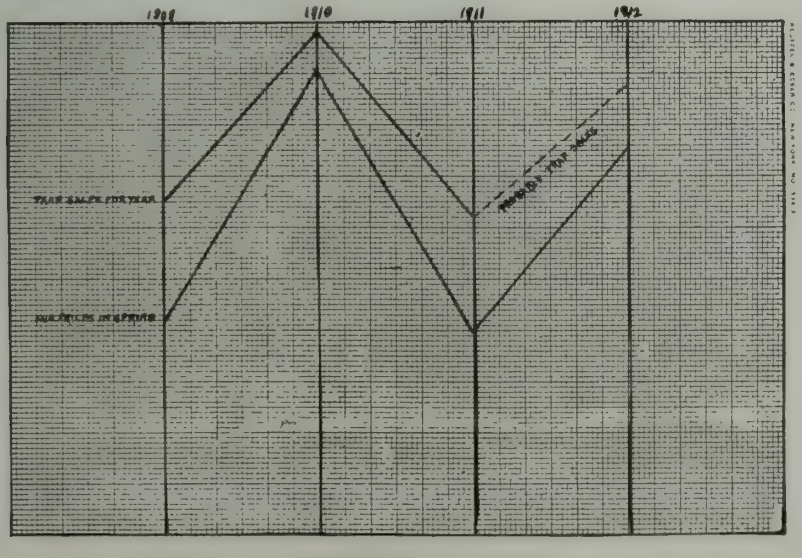


Chart showing how closely the demand for traps follows the price of furs.

Current News of Hardware Trade

Offices Moved.

Montreal.—The Canada Cement Co. have moved from La Banque Nationale Building, and have opened offices on the fifth floor of the new Herald Building, Craig street.

Extension to Store.

Annapolis, N.S.—K. Freeman is making more improvements in his hardware store. The store next door has been acquired and will be used as an annex.

Hardwaremen Lost.

Collingwood.—The hardwaremen were beaten in the city baseball league by the Northern Navigation by the score of 11 to 10.

W. H. Evans Injured.

Montreal. Wm. H. Evans, well known to those interested in the manufacture of paint, met with a serious accident last week. He was crossing St. Catharine street when he was struck by a car. His thigh was fractured, and it feared there are some internal injuries.

Staff Changes.

Frank, B.C.—M. Lowe, of Blairmore, has been placed in charge of the furniture department of the Crow's Nest Hardware store.

J. Smith has accepted a position with John Harvie & Co., hardware dealers, Treburne, Man.

Chas. Byford, formerly with G. A. Binns, of Newmarket, has accepted a position as head clerk with the Bond Hardware Co., Guelph.

Personal Notes.

Port Arthur. — G. A. Stethem, hardwareman, of Fort Frances, formerly of this place, is in the Twin Cities, on a visit.

J. C. Newman, manager of McClary's Montreal branch, underwent an operation this week. The treatment was entirely successful.

J. T. Emerson and J. L. Wells, hardwaremen, of Port Arthur, have been in Fort Frances attending the annual meeting of the Wells Hardware Co.

New Retail Store.

Gull Lake, Sask.—C. Miller has started in the tinsmithing business line.

Herbert, Sask.—Janzen & Son, have started in the tinsmithing business.

Maple Creek, Sask. — The Burchill Hardware Co., have started a store here.

Expense, Sask. — Rothstein Bros., hardware merchants of Kelliher, are opening here in the hardware and furniture business.

Business Changes.

Milverton, Ont.—J. Rothaermel & Son, hardware dealers, have sold out.

Gull Lake, Sask.—C. Worrell, tinsmith, has discontinued business.

Moose Jaw, Sask.—H. E. Montgomery, tinsmith, is branching into the plumbing lines.

Calgary, Alta.—Powell & Rust, sheet metal contractors, have dissolved partnership.

Havelock, Ont.—Phillips Bros., hardware dealers, have dissolved partnership.

Tenlon, Man.—F. C. Green, dealer in hardware, has been succeeded by James Grahame.

Fort Frances.—R. J. Holmes & Son, of Devlin, have purchased the general store business of D. Matheson & Sons of the same place, and will open up with a full line of hardware in the new stand. The present stock of groceries, dry goods, etc., will be moved to the store at present occupied by Holmes & Son.

Weekly Market Report --- Metals

METAL NOTES.

Lead is reported to be very scarce.

Advances have been recorded in lead pipe, copper sheets and bars, brass sheets, rods and tubing.

There is an active tone noted in all sections.

MONTREAL.

Montreal, June 13.—Several changes in price, which have been expected and predicted, were effected this week. A new level was fixed for brass sheets, and rods, and tubing; while copper sheets and bars were also raised two cents a pound. This rise was to be expected, that it was not made a little sooner, indeed, is hard to understand, but apparently the handlers wished to keep prices at the old figures as long as possible.

Soil pipe, too, has been advanced, while lead pipe is now quoted at a higher figure. There are several other changes in the prices of products, all being the natural result of the high figures asked for the raw material.

No Trouble to Sell.

The market at the present time is exceedingly strong. "There is no trick to sell the metal," remarked the head of one concern. "The thing is to get it." Indeed, this is the problem, for at the present time considerable difficulty is being experienced in getting supplies of some materials.

Notably there is a scarcity of lead, but tin, too, is none too plentiful. The dockers' strike in England has had some effect upon the shipping of lead, and now there is a possibility of the trouble spreading, it is possible that shipments of tin, too, may be interfered with. So far, however, this has not occurred.

Copper remains high; but for that matter the whole tone of the market is toward high prices. Tin has been advancing—which gives general satisfaction here. Lead is exceedingly high, and copper maintains its high level.

Scarcity of Lead.

Lead.—Practically no Canadian lead is on the market. English lead, upon which the handlers have been dependent, is exceedingly hard to secure. If anything, should seriously interfere with shipments the situation here would be grave, indeed. It is already hard for the handlers to scrape a ton together.

Spelter.—Though the supply is sufficient a good price is being asked for this metal.

Tin.—After the recent decline the stiffer tone of the market is favorably regarded. Before it was impossible to tell what would happen next. The future is none too certain now, but it appears that the price will remain fairly steady. Locally the supply is only fair. Handlers have been doing a good business, and while they have enough on hand for the present, interference with shipments would be serious. The general feeling, however, is that the dockers' strike will not spread sufficiently to cause any great trouble.

Copper.—Products,as has been said, have been advanced this week. The rise of the metal has made this necessary. It seems, too, that the high water mark has not yet been reached. Copper is now remaining steady in price on the primary market, but there seems no reason to suppose that it has soared as high as it is likely to go. Supplies in Montreal are fair, but the demand is large—almost too large, it would seem, in proportion to the supply.

Iron.—The supply here is fairly satisfactory. But the metal is costly and there is small wonder that those using it to make their finished product have felt it necessary to fix a new price level.

TORONTO.

Toronto, June 13.—The gradual stiffening of prices in practically all metals culminated this week in a number of advances. These changes have been anticipated for some time, so they have not affected the market to any extent.

Business in metal lines is extremely brisk. There is a heavy demand all around. In view of the fact that in most lines stocks are pretty light, it seems assured that the future will see a continuation of activity and high prices.

"I cannot see that there is any prospect of lower prices for some time, at least," said one man. "Conditions at present absolutely prohibit this. What is more, there is every reason to suppose the conditions will not change."

Tin. — The price remains the same. There is a heavy demand and it is said that stocks are none too heavy at present. The demand has grown much more rapidly than the supply. Locally it is anticipated that the present high prices will prove practically permanent.

Copper.—The price of copper sheets and bars has been advanced 2cents a lb. This change has been anticipated for some time, as a result of the high price of copper, and it did not, therefore, cause any surprise.

Brass sheets, rods and tubings have also advanced in price.

"Boom" is the only word which describes the present situation in copper. The price is now high, but predictions are freely made that it will go above $20 before the climax of the upward trend is reached. The consumption has increased enormously with the result that the stocks on the primary markets have been depleted. The consumption has gone ahead of production rapidly.

A Scarcity of Lead.

Lead.—The market is short on lead. It is stated that Canadian lead is hard to obtain, almost impossible, in fact. Stocks have become low again, and, as the demand remains heavy, it is altogether likely that the shortage will be felt for some time.

Reports from outside points are to the effect that an advance is anticipated in lead.

Lead pipe has advanced this week, as noted elsewhere.

Spelter.—There are no developments to report in spelter. The price is firm, and an advance in the near future would not cause any surprise.

WINNIPEG.

Winnipeg, June 10.—A feature of the week has been an advance of 10 cents per box in Canada plate, both half polished and full polish. Other lines are steady.

There is a good seasonable demand for all lines of heavy hardware, and fall bookings are reported to be encouraging. Galvanized iron sheeting and guttering is moving freely as the building season progresses, and the demand for metallic ceiling shows that this form of interior finish is growing in popularity, especially in building for commercial purposes.

The Made-in-Canada train and its various exhibits attracted a good deal of attention here, and has been very successful in advertising certain lines of eastern manufacturers to western consumers.

TO MAKE PUMPS.

New Hamburg.—Another new industry is being established here, besides the new industry for manufacturing electrical supplies here, which is to be established by New York State capitalists, and for which enterprise a by-law was carried on April 29 last, agreeing to give a loan of $20,000 after a $40,000 plant had been fully equipped. The new factory will manufacture fresh water pumps.

Weekly Market Report --- Hardware

GOODS ADVANCE.

The hardware market has seen a number of important changes, all in an upward direction. Bar iron and lead pipe are quoted higher. Brass goods have advanced, in some cases as much as 15 and 20 per cent. Copper and nickel plated ware has also been advanced. The scarcity and high price of the raw material is the primary reason for the higher prices.

MONTREAL.

Montreal, June 13. — Though the weather has not been what might be expected, it has yet proved satisfactory to the great majority of hardware men. The rain has brought along the grass and the gardens. It has, therefore, created a demand for lawn mowers and garden tools which is almost unprecedented. If warm weather comes now, and causes a need to be felt for the hot weather lines, all will be as it should be.

Indeed, it seems that this will be the case. The thermometer is more steadily keeping a high level, and the call for garden furniture, for screen doors and such lines is being felt. Evidently a good number of these goods have been sold already, for supplementary orders are being received.

Plate Ware Still Unsettled.

Price changes have been few, although it is expected by some that the reduction in the duty on cement may bring about a lower price for that commodity. Verification of this belief can not be secured. The question has not been definitely taken up as yet by the cement companies, and a decision upon the point will not be reached for a few days. The prices remain at $1.35 in Montreal, and $1.50 in Toronto.

Plate ware, which has risen materially in price since the new year, is still unsettled. The belief is that another advance will be struck before long. The great demand for the goods, and the high price of silver makes this seem likely.

Household Goods. — Cutlery, which was advanced recently has now seemingly struck its level. The demand has not fallen off at all on account of the prices. For enamel ware, and aluminum ware the call has been heavy. It is a time of year when such goods are in especial demand.

Builders' Hardware.— With copper still advancing it would appear a higher figure must be struck for these lines, but competition is preventing this. The demand for all classes of this line of goods is great, but that there will be a new price struck seems unlikely — for the time at least. There does not seem to be any thing but competition to explain the continuance of the old price in face of the new conditions.

Heavy Hardware.—Here one advance has been made, though one of little importance. Bar iron has been raised 5c a cwt. That this should be so is not at all surprising, for iron of all kinds is higher now than it has been for a considerable time.

Iron Pipe, too, is likely to advance shortly. This, of course, will be simply because of the higher cost of the raw material.

Seasonable Goods.—As has been said the rain has helped the sale of lawn mowers, clippers, and garden tools. But it has had a deterrent effect upon sales in other lines—lawn hose, for example move poorly just now.

TORONTO.

Toronto, June 13.—Business is brisker than ever. The weather has not been as favorable as had been hoped for, but in some respects it has helped to increase the trade wonderfully. The rain has caused the grass to grow and the result has been a steady and heavy demand for lawn mowers, shears, etc.

Warm weather goods are also starting to move, although there has not been a great deal of really warm weather yet. Altogether the jobbers have not had any reason to complain; except, perhaps, on the score of transportation, and that is a perpetual cause for dissatisfaction.

A number of price changes have been made since last writing—all in an upward direction.

Seasonable Goods. — The demand remains of a constant variety. Dealers apparently are finding a ready sale for orders, mostly of the storing order, continue to pour in. Garden tools, awnings, window screens, screen doors, garden swings, etc., are among the lines which are moving most rapidly.

Household Goods. — In this department a number of advances have been made. All brass goods, including such articles as candlesticks, kettles, fern pots, have been materially advanced in price. In some lines the new scale shows an advance of as much as 15 and 20 per cent. As the hardware trade is becoming more largely interested in this line all the time, the change in prices will be of considerable interest.

Copper and nickel plated goods, such as boilers and kettles, have been advanced also. Discounts varied from 42 to 47 per cent., but everything has now been put on the one discount of 40 and 5. This advance is due to the rapidly increasing cost of copper.

Builders' Hardware.—The demand is growing steadily. Every promise is held out that the fall trade will break all records in point of size.

The advance in brass goods has revived the rumor that the different lines of builders' hardware into the composition of which brass enters will be put up. There is no confirmation of this report, however.

Heavy Hardware.—An advance is noted in the price of lead pipe. The discount is placed at 15 per cent., and the list is as follows: Lead pipe, 7½ cents a pound; composition and waste pipe, 9 cents per pound.

WINNIPEG.

Winnipeg, June 10.—For the first four months of the year, Winnipeg holds the second place among the cities of Canada in the matter of volume of building permits. The increase is 32.7 per cent. over last year for the time. The estimated total for the year is twenty million dollars.

Under the circumstances it is easy to see that in building hardware there continues to be a brisk movement, and an exceptionally satisfactory outlook.

The demand from country points for hardware keeps up well, although it is hardly as keen as last week. Collections for May were decidedly better than in April, bank clearings last week running to the huge total of $32,634,278, as compared with $18,600,902 for the corresponding week last year.

There is a very fair demand yet for summer sporting goods and camping outfits, but the main trade in these lines is near over for the season. Retailers are, however, stocking up with sporting goods for fall trade, and salesmen are busy already in booking orders for various fall lines.

The crop prospect is regarded as favorable, and the strength in the wheat situation is encouraging as to prices for the coming crop. There is still considerable of last year's crop on hand, which is selling at good prices.

Reports of damage to growing grain in the Red River Valley from excess of moisture do not apply to the country north of the U. S. boundary.

Effect of Tariff Reduction on Cement

Will Canadian Cement Companies be Able to Meet the Competitive Prices of United States Producers?—The Reduction Will Result in Lower Prices, Though No Change Has Yet Been Made.

The reduction of the duty on cement has, literally speaking, stirred up a hornet's nest. The action of the Government has been very warmly debated, and many statements are being made as to the result, some going as far as to state that the measure spells ruin for the cement industry in Canada.

The action was taken to relieve the situation in the west, where there was an undoubted shortage of cement. It may be that the shortage would have proven temporary. The west is developing so rapidly, however, that the people there could not brook delay, and pressure was brought to bear on the Government.

The claim is advanced by the cement companies that the shortage was due to the slowness of the railways in making shipments. They claim that they have the facilities to meet the demand without raising the percentage of importation to any appreciable extent, but that the railroads have not been able to supply them with cars to ship to the west promptly. Under the circumstances, they complain that they have been made the scapegoat and that the loss will fall on them when the transportation companies are in reality to blame.

Effect of the Reduction.

It goes without saying that the result of the reduction will be lower prices of cement in this country. At time of writing, no change had been made, but Hardware and Metal was assured that the price would undoubtedly be brought down. What reduction the Canadian producers could afford to make had not been decided. The reduced prices will apply in practically all parts.

The facts are there. The production of cement in the United States is so immense that the price is lower than that asked in Canada. At the present time, the price varies from 50 cents to 70 cents. In 1911 it ranged from 85 to 92 cents, and for several years before that it ran from 90 to 95 cents. It will thus be seen that, with the duty cut in half until November, the American cement companies can afford to sell cement in this country at a low figure, and there will be heavy shipments into this country.

The price at which American cement will be sold depends entirely upon the distance of shipment. Where plants are situated close to the border, the cement will be shipped across the border at a lower figure than will be asked in other sections where the distance is greater.

> The duty on cement coming into Canada has been cut in two. The reduction will amount to 26 cents per barrel, 23 under the intermediate and 17 under the preferential.
>
> The reasons for the change are set forth by the Minister of Finance as follows:
>
> "From information I have obtained I am convinced that a serious shortage in cement exists in various sections of the Dominion, due both to an unprecedented demand for the commodity, and to the difficulty experienced by Eastern producers in promptly making shipments by rail and water.

"Will there be much United States cement sold in Ontario and the eastern provinces?" was the question propounded by a representative of Hardware and Metal to an official of one of the large cement companies.

"It depends on whether the Canadian companies will be able to meet the price," was the reply.

"Do you anticipate that the price of imported cement will be met?"

"We cannot say. There will be a reduction, but what it will be it is impossible as yet to say."

The opinion was expressed by some that the eastern field would not be invaded to any extent, but that the west would see heavy importations.

Watch the Quality.

Dealers are advised to keep a close watch in the matter of quality and, whenever they purchase imported cement, to make sure that it is the output of a reliable firm.

The consumption of cement has risen very rapidly in Canada. In 1907 it was 3,100,000 barrels; in 1908, 3,100,000 barrels; in 1909, 4,200,000; in 1910, 5,100,000, and in 1911, 6,300,000. Nearly all the cement consumed in Canada is locally manufactured, the Canadian production being, in 1907, 2,400,000 barrels, or 78 per cent. of the consumption; in 1908, 2,600,000 barrels, or 85 per cent.; in 1909, 4,000,000 barrels, or 97 per cent.; in 1910, 4,750,000 barrels, or 93 per cent., and in 1911, 5,600,000 barrels, or 89.5 per cent. The importations in 1911 were only 662,000 barrels, or about 10 per cent. Of this, 441,000 barrels came from the United States, and 190,000 from Great Britain; the remaining 30,000 barrels coming from sources as far apart as Belgium and Hong Kong. Canadian production thus has kept well up to Canadian consumption.

Hardware Letter Box

Sanitary Dry Closets.

Mackenzie, Milne & Co., Ltd., Sarnia, Ont.—"Kindly give us names of manufacturers of dry closets, for use where no water is available."

Red Cross Sanitary Appliance Co., Grimsby, Ont.; Parker, Whyte Mfg. Co., Winnipeg Man.; Steel Trough & Machine Co., Tweed, Ont.; Kendrick & Co., Simcoe, Ont.—Ed.

Peterboro Steel Ranges.

McKinley & Northwood, Ottawa, Ont.—"What firm manufactures the Peterboro Steel Range, used for construction cooking?"

Adam Hall, Peterboro, Ont.—Ed.

Clothes Mangles.

Cameron & Leacock, Smith's Falls, Ont.—"Can you give us names of manufacturers of clothes mangles?"

David Maxwell & Sons, St. Marys, Ont.; Cummer, Dowswell, Ltd., Hamilton, Ont.; Jas. Smart Mfg. Co., Brockville, Ont.—Ed.

Repairs for Bismark Stoves.

We are indebted to E. Boucher, St. Hyacinthe, Que., for following: "Re inquiry of P. McL. Cummings, Cobden, in last weeks issue for repairs for Bismark Stove No. 9-25. These are now supplied by Jas. Smart Mfg. Co., Brockville, Ont."—Ed.

Annealed Wire.

We inadvertently omitted to mention the Graham Nail Works, Toronto, as manufacturers of annealed wire, in answer to inquiry of Wells & Emmerson, Port Arthur, Ont., in last week's issue. —Ed.

Striking Machines.

Latham's Hardware, Moose Jaw, Sask.—"What firm manufacture a striking machine, which you strike with a mallet to test your strength?"

Spillman & Co., Tonawanda, N. Y.—Ed.

Stoves, Furnaces and Accessories

Preparing for the Fall Stove Campaign

Dealers Should Utilize Slack Moments During the Warm Summer Months to the Preparing of Advertising Copy and the Drawing Up of Prospect Lists— Educational Work Should be Started Early.

There are always certain days during the summer when there is little to do around the store. Few customers drop in during the warm afternoons and about all the staff have to do is to keep cool.

One trait of the successful man is that he is never idle. He finds something to occupy every spare moment. Still there are times during the hot, wilting days of July and August when even the most intensely ambitious of men prefer to sit around in their shirt sleeves rather than indulge in manual exercise. The hardwareman may be excused if he does not occupy his spare moments in mid-summer lugging around packing cases and rearranging his stock. Still there are things he can find to do, if he casts around to do them.

There is a great deal of preliminary work to be done in connection with the fall stove campaign. There is the advertising to be arranged, the lists of "prospects" to be drawn up, the orders to be placed. All this requires considerable thought and attention.

Many dealers leave everything to the last moment. They doze through the slack spells during the summer months and do not waken up until the stove season is upon them. Then there is a mad rush to catch up but in nine cases out of ten, the dealer does not find the time to conduct his stove campaign on the lines he had intended. He lets things slide and just takes the trade as it comes.

Much of the work could be done well in advance. The advertising matter could be prepared. It takes considerable thought to write a good ad. and thought means time. If this is left until the last moment the time will not be available and the advertising matter will be "dashed off" just as the opportunity arises.

The better method is to select some quiet July or August afternoon when there is little doing in the store and give a few hours careful study to the subject. Look over the literature supplied by the manufacturers and pick out the strongest facts that are to be found. With this material it should be possible to draft up forceful copy. Then take pencil and ruler and figure on lay-outs. Most retail advertisers pay little attention to the way that their matter is to be arranged. They leave that to the printer. It is better to plan a lay-out in advance, however, when time permits. By utilizing spare moments during the summer, all the necessary time can be obtained.

A Prospect List.

The "prospect list" is an adjunct to every successful stove campaign. The stove dealer can divide his public into two classes; those who are not in the market for stoves and are not likely to be under any circumstances and those who are good prospects. If he can find out those who belong to the latter class, he can concentrate on them instead of scattering his efforts.

Many dealers send out the literature supplied by manufacturers to people whom they think may be induced to buy. This is an excellent means of creating business but it is necessary to proceed with care. Some dealers send literature out promiscuously, not selecting the names on their lists with an eye to the probability of sales. The result is that a very large percentage of the matter is wasted, going into homes where a stove is not needed and probably may not be needed for years. Sending out printed matter becomes an expensive measure when the lists are not carefully supervised.

Sending Out Letters.

Other dealers send out personal letters. This is done, of course, only when the dealer has the names of a number of people who are almost certain to buy. He cannot very well address a letter to a prospective customer unless there is reasonable ground to suppose that the recipient will be interested.

The drawing up of a prospect list will provide occupation for a dull afternoon or two between now and fall.

Securing Prospects.

It is not necessary to enlarge on the usual methods of securing prospects. Every live store dealer has a list of people who are deemed to be likely customers. The names are picked up in the course of trade. People who have entered the store to purchase something else show an interest in the stove stock. They do not buy, perhaps they do not hold out any hope of making a purchase for some time. Nevertheless they have shown interest and the dealer puts them down on his list. They are prospects. Again an order for repairs may come from a certain family. The matter may entail a visit to the home and it is found that the stove is old and in poor repair. Here is a real live prospect. The name is entered.

It is not difficult to compile a lengthy list by such means. The dealer who has a good number of prospects will be justified in confining his mailing list very largely to these names. He will be working on fruitful soil.

Start in Early.

The sending of letters and literature to prospective customers is educational work. It may be some time before it accomplishes its purposes. Therefore, the dealer should begin his campaign some little time before the active buying season opens. Educational work done in August results in sales during September and October.

It will pay every dealer to devote a little time every now and then all through the summer to mapping out and starting his fall stove campaign.

A SYSTEM WHICH ENSURES A PROPER STOCK.

(Concluded from page 37)

kept under charge of a special man. The maximum and minimum amount wanted can be determined. It can be noted where the goods are to be secured; and while no one is in particular charge of watching the gradual reduction of this stock, the owner of the store will be in daily touch with the various lines, and may easily note how they are decreasing. He will note immediately when the low-water mark is reached, and then he can send off another order.

It is a fine system this, to guard against a shortage. It is a fine system to provide against the wrapping up of too much capital in a certain line. It is a system which makes money go far. It tends to bring a rapid turnover, and rapid turnovers are the life of a business.

Weekly Market Report---Stoves

THE STOVE SITUATION.

The stove market shows every sign of rapidly reviving activity. There is a good demand for immediate requirements, and fall booking is proceeding briskly. From some sections reports are heard that the cold weather conditions have hurt trade, but the check is of a temporary nature.

MONTREAL.

Montreal, June 13.—Manufacturers in this line are beginning to complain of the weather. Not only are travelers reporting that the continued low temperature is likely to harm the crops—and so to harm the fall ordering; but the immediate demand is being modified by reason of the unseasonable weather. This should be the season for coal oil stoves to move. And they have been moving too, but not nearly as rapidly as was expected. A week or two ago orders for this line were almost better than they are at present, while the demand should be growing greater day by day.

Unseasonable weather almost always does harm. People plan for the seasonable, and if unexpected weather comes it finds them unprepared.

Stove Pipes Advance.

There has been one change in prices struck within the past few days, stove pipes having been placed at $7.50 per 100 lengths for common, and $10 for polished, in place of $7 and $9—the prices which have prevailed.

It is the high price of galvanized iron which has made this advance necessary.

Summer Goods. —Ice cream freezers and refrigerators are moving fairly well, but hot weather is required to bring the heavy demand. Watering cans, which should be moving rapidly, are quieter than for a long time. What is the use of a watering can when rain is falling every day, or almost every day?

But the cool weather can not last much longer, and let the heat once be felt and all the delayed orders will come in with a rush. The retailer's supply will be depleted, and the manufacutrerers will be called upon to fill large sized supplementary orders.

Orders Being Delayed.

Gas Stoves.—The orders here have continue satisfactory. People who are contemplating the purchase of a gas stove, do not wait until they feel the need of it to keep down the heat. They are of the class who anticipate the need. Still even here a touch of real late spring weather will do good.

Coal oil and gasoline stoves, perhaps more than any other line are feeling the effects of the cool weather. People are not moving to the country because of the weather. They, therefore, are delaying their purchases. But there is no reason to believe that the sales will not come. Some, perhaps will argue that they have gone this long without the oil stoves, and therefore need not get them at all; but in the majority of cases the orders have been only delayed—not lost.

Record Breaker for Furnaces.

Ranges, Heaters and furnaces. — For cooking stoves a fair demand has already been felt, and it is likely that the next month or more will see still greater activity. In July the dealers begin to lay in their stock, though they do not expect to do a great deal of selling until fall is nearer at hand.

Heaters are showing little activity, but furnaces are in demand—thanks to the great amount of building which has been going on. Early as it is predictions are already being made that this will be a record-breaking year in the furnace business.

TORONTO.

Toronto, June 13.—The demand for stoves continues as satisfactory as at last writing. Not only are there plenty of orders for immediate delivery, but the travelers are booking up for the fall business.

"Our customers are showing a tendency to have their stoves shipped earlier," states one manufacturer. "We are booking a lot for July 1 delivery, and large numbers of orders call for August 1 shipment. Dealers seem to be alive to the possibilities of getting their stock in early this year."

Two reasons are advanced why early shipments will benefit the retailer. It is an assured fact that the demand for stoves this fall will be heavy—heavier than ever before. Even if no actual shortage occurs, the manufacturers will be rushed to fill orders and delays will occur. Therefore, the dealer who gets his goods shipped before the rush escapes delays in shipment with everything that entails. The second reason is that the freight situation is not showing any signs of improving. It is not improbable that shipments will go through more promptly now than when the rush starts in the fall.

Gas Stoves. — The demand for gas stoves is not showing any signs of abating. There is a heavy call. Orders from Toronto dealers are particularly large, this being due to some extent to the rapid development of the apartment house idea. There has been as well a surprisingly good demand from smaller places.

Oil Stoves.—The oil stove trade is not falling off, although the orders received are almost entirely of the sorting orders. Dealers are apparently doing a brisk trade for the orders being sent in are good sized.

Ranges.—The travelers are booking up well in advance on ranges, but many orders for immediate wants are being placed. One manufacturer reports having received an order from one dealer for twelve ranges this week, the instructions being for immediate shipment. It is quite apparent that some dealers, at least, can sell coal stoves during the summer time.

Heaters.—Trade is dull at present time. Some fall booking is being done and a few small shipments are being made.

Furnaces. — There are unmistakable signs of reviving activity in the furnace industry. Building operations have been rushed along and in a large percentage of cases it is now possible for the furnacemen to start work. Some large orders are being filled. An exceptionally busy fall is expected. It is now certain that building operations will be largely in excess of last year and that, of course, spells a larger demand for furnaces than ever before.

Heating Accessories.—An advance has been made in the price of stove pipe, reference to which will be found elsewhere.

WINNIPEG.

Winnipeg, June 10.—This is the quietest time of the year in stove business in the west, and things have settled down to the normal following the remarkable demand for summer outfits during the latter half of May.

There is, however, a good average trade in cooking ranges of the medium class, both in the city and country, and the prospects for fall business, especially in heaters, were never better.

The great demand will undoubtedly be for the heater of the class that will burn indiscriminately, wood or hard or soft coal.

Wood supplies near the railroads are becoming exhausted, and many farmers now burn coal who used wood entirely a few years ago. In the city it is now generally admitted that coal is the more economical fuel, but wood in large quantities will no doubt be consumed for many years.

Methods of Retailing Paints and Varnishes

Attention Focussed on Glass Situation

If Trouble Develops in Belgium, the Glass Industry in This Country Will be Seriously Affected—Market Has Not Shown Any Effects Yet—Stocks Are None too Heavy at the Present Moment.

The situation in Belgium has been watched very closely by everyone connected with the glass industry in Canada, and that includes all hardwaremen. There have been no developments, startling or otherwise, since last week. This lack of developments instead of proving reassuring has in reality increased the anxiety felt in this country. Glass importers had hoped to hear of the settlement of the labor troubles. In this case, no news has been accepted as bad news.

Reports were published in the newspapers at the end of last week that the labor dissatisfaction was spreading, and that efforts were being made to get the glass workers to cease operations. Reports since then have been fragmentary and vague, so that considerable uncertainty now exists as to the real condition of affairs there.

It is acknowledged by glass importers and jobbers that the suspension of all work in the Belgium glass industry would have a serious effect on the Canadian glass supply. While the Belgium producers have their summer stocks pretty largely complete at the present time, the trouble would come in making shipments. If the strike were to spread and become general, they would find it a very difficult matter to fill their orders. It can be put down as an assured fact that deliveries would be very much delayed. Some importers are inclined to look on the dark side of it, stating that in such a contingency there will be little glass exported until the trouble is settled.

Stocks Not Heavy.

Those who hold this pessimistic view have every reason to be alarmed, for certainly there is not enough glass in Canada to meet the fall demand. Stocks are fair for this time of year, but they would not go very far when the rush began. Some houses report that they are pretty well stocked up, but others concede that they are not in a good position to face lengthy delays in the filling of orders.

No Effect Yet.

So far, however, the situation has had no effect on the trade in Canada. While some jobbers have stiffened up their prices a little, the prevailing quotations have not altered. This is accepted as evidence that the handlers of glass are not anticipating any serious or prolonged shortage.

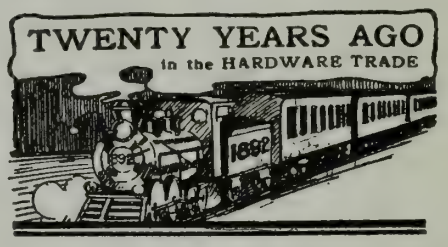
Neither has the demand quickened to any appreciable extent. It would seem natural for the consumers of glass to show haste in laying in supplies when the future was uncertain. There has not been any evidence of a rush to stock up in glass. Business is good, of course—for this time of year—but there has not been any sudden stimulation in demand since the trouble in Belgium developed.

To further complicate the situation, it is reported that glass manufacturers in other countries are finding difficulty in filling their orders.

A CLEVER DISPLAY.

The accompanying illustration shows a display of paint and accessories in the store window of H. Winkle, 328 Danforth Avenue, Toronto.

The display was in every respect a creditable one. It was attractively arranged and in consequence was calculated to draw attention. This was certainly the result, for the display was noticed and favorably commented on by practically all persons in that section of the city. The effect on sales was noteworthy.



The following items were taken from the issue of June 18, 1892:—

"With so many foundries running short since the beginning of the year, there is reason for expecting a shortage in the supply of stoves in the fall. Labor conditions in Hamilton and Kingston and the removal of the Stewart Works to Woodstock have disturbed the stove-making industry materially."

Editor's Note.—There is some danger of a stove shortage this fall but for a far different reason. The demand is so large at present that it is feared the manufacturers may not be able to meet it when the fall rush begins.

* * *

Successful tenderers for hardware, harness, tools and implements for the Indian Departmnet are: Miller, Morse & Co., Toronto; S. & H. Borbridge, Ottawa; Cowan & Edwards, Qu'Appelle; Smith, Ferguson Co., Regina; J. M. Garland, Ottawa; T. & J. N. Andrews, Thornbury; Hamilton & Ayers, Lachute; W. E. Sandford Manufacturing Co., Hamilton."



A window paint display in the store of H. Winkle, Danforth Avenue, Toronto.

The Hardwareman and the Caterpillar

These Pests Must be Fought by Scientific Means, and Upon the Hardware Man Falls Much of the Pioneer Work — He Must Recommend Spraying—By Doing This He Will Gain the Farmers' Good Will, and Benefit Both Directly and Indirectly.

A train was stopped for hours near Ottawa the other day because caterpillars lay thick upon the track. That such a thing should happen fills one with amazement. To have a train stopped—and yet these caterpillars are doing greater damage than this. They are menacing the fruit supply of the Dominion. They are threatening our shade trees. They have brought it forcefully home that they are a pest, and one which must not be lightly regarded.

Archbishop Bruchesi, of Montreal, has felt the need of action against these grubs, and has instructed his priests to urge their congregations to fight the caterpillars. Thus much good may be done; but the fight will have to become more general, and it will have to be waged intelligently. There are means available of stopping the ravages of these grubs. If they are taken in time they can be destroyed. To secure this result a small outlay is necessary, but hundreds of dollars are saved.

Spraying the Remedy.

Why the Department of Agriculture has not devoted more attention to these pests; why it has not scattered widecast information which would enable the farmer to combat them, is a little hard to understand. But if the Government has not thoroughly done this, much information has been spread through other sources, and growers are quite generally coming to know that by spraying they can save their trees and plants.

But there remains much work to be done, and much of it must be done by the hardwareman. He comes in touch with the farmer. He knows where trees are being harmed. If he can suggest a remedy he will not only reap the benefits which come from securing the friendship of the farmer, but he will reap the profits which come from selling the insecticide and the other pest killers.

Something May Yet be Done.

There is an old motto which declares it is never too late to mend. Its age saves this from much challenging; yet there are many who believe that it is often too late to prevent, at least. Caterpillars, for instance, have already done great damage in many quarters. Taken in time they could have been well nigh exterminated, but left alone they have multiplied and multiplied, until they have stopped a train, and have eaten the leaves and the flowers off many trees.

It seems too bad that this should be so, yet there is still time for the hardwareman to do something; and there is all the time required to prepare the farmers to fight the grubs properly next season. Now the caterpillars and tussock moths are fresh in the memory of the farmer. Let him know now that he could have saved his tree by spraying with lime sulphur, with arsenate of lead, with arsenate of zinc or some of the other prepations. He will remember.

Benefit for All.

It has been the tussock moth which has done most of the damage this year. This grub comes from cocoons in the spring, and feeds on the leaves of all kinds of fruit trees. But let the leaves be sprayed with arsenate of lead, and the moths will die. One spraying will probably not be enough, but an application takes little time and little money; and it means life to the tree, profit to the farmer and fruit to the consumer.

Men are to be seen now burning down the great webs in which the caterpillars form—a tedious work, though a necessary one as things stand. But were the spraying started at the right time this would not be necessary.

Of course, the tussock moths have gained a footing, so to speak, now. They cannot be exterminated all at once. Why the Government entomologists have not aroused the people sooner is a question. Had all been informed of these pests, and of the way to fight them, there would have been little damage done this year. But the farmer has been left rather to his own resources, and so he has been somewhat slow to learn. What information he has gained he has secured largely from the manufacturers, who have studied the moth and the means of combating it.

Where Good Has Been Done.

That this information is effective is evident from an inspection of the Niagara Peninsula. There the farmers have eagerly seized whatever suggestions were available. They have been spraying, and they have found that this did all that was claimed for it. Their trees have been saved.

One of the reasons why these pests are doing such harm is that many of them are not in their proper element here. In their native land there are other pests which prey upon them and keep them from multiplying too fast. Here one pest has come without the other. So there is no natural agency to counteract the rapid reproduction of the grubs.

"Big bugs have little bugs upon their backs to bite 'em;
Little bugs have lesser bugs, and so ad. infinitum."

So runs a bit of doggerel dealing with this subject. It expresses a great truth, as may be shown from one example.

How Pests Multiply.

The San Jose scale came to California about 1870 from China. There the lady bug preyed upon it, and kept it from spreading too widely. Here there are comparatively few lady bugs. The San Jose scale therefore had no natural enemy to face. It spread rapidly. The scales attach themselves to leaves and take of the plant's life sap. Then the scales reproduce, and lo! there are one hundred where formerly there were but one.

The damage this scale has done can hardly be estimated, yet spraying with lime sulphur kills it. If the use of this spray becomes general the scale will probably be completely exterminated in a few years. In the meantime the few users are reaping the benefit. In spraying they are finding a means of keeping life in their trees.

Dependent on Skill of Men.

There can be no doubt that the fruit growers and horticulturists have to depend upon the skill of man to combat these pets. Other grubs will not prey upon them. The conditions are not natural. The pests themselves, in many cases, belong to other countries. By some unknown means they got to fresh soil, and behind them they left the animal life which kept their own down in numbers. The fight therefore has to be carried on by scientific means. And the end cannot be secured by placing sticky substances upon the trunk of the tree, so that the caterpillars cannot climb up to the leaves. Nor is burning the cocoons the proper preventative measure. Both these means are of some use when things have got to the pass which they have now reached in many localities; but the real fighting—the fight for extermination — must be done through spraying. In this fight the hardwareman will have to take an active part. He has done much in the past. He will have to do more in the future. The hardwareman can advise the farmer. He can supply him with the valuable information which the manufacturers prepare. He can carry the right lines and learn something about their use so that he may recommend wisely. He will reap great benefit, for what benefits the farmer benefits all.

There's Money in the ML Line

ML goods are made to build up trade for our dealers and ourselves. They have to be good, and they are good because we've been in business for 20 years—long enough to know that the way to succeed is to give full honest value for every dollar's worth we sell.





M L PAINTS

Under weather tests ML Paints have stood up better than the many "best" paints in the market. You can surely get particular trade with ML Paints.

M L FLOORGLAZE

A quick drying, glossy, wear - resisting finish—good for any paint purpose. In solid and transparent effects. Many shades. Well advertised.

ELASTILITE VARNISH

A favorite with folk who know that quality pays though it seems to cost more at first. Elastilite is splendid for any varnish need, indoors or out.

DECORATIVE AID DEPARTMENT---A Help for Every Decorator and Dealer. Color schemes, and technical information given, by which any dealer may sell exactly the right paints in the right shades to properly decorate any house. Stencil designs, etc., included in information. This plan helps you get more business. Services are free. Write for Decorative Aid Booklet.

Many other good members in the ML Line. Get price list, color cards and samples soon, from

Imperial Varnish and Color Company, Limited, Toronto

6-24 Morse St., Toronto 108 Princess St., Winnipeg 365 Water St., Vancouver

"When you are sure of your argument keep hammering at it. Truth strengthens with repetition."
—OLD PHILOSOPHY

The Ability of Paint

Ability—that's the word that signifies more than any other the value of paint. It's the word we harp on, because it represents the point wherein lies the superiority of Lowe Brothers' "High Standard" Liquid Paint. That's why it will bear repetition.

If a paint made of soft soap and butter milk would cover more surface; cover it better, work more easily, wear longer and leave a better surface for repainting than any other paint—then, that paint would be best to use.

Remember its not "What is in a paint," but "What will a paint accomplish." Purity signifies nothing. If an alloy strengthens then it is better than the pure. It is **ability** that counts—not material.

Lowe Brothers' "High Standard" Liquid Paints win on their ability—serviceability—durability. Investigate the truth of this statement.

Lyon-Monkhouse Limited
171 James Street
Winnipeg, Man.

Lowe Brothers LIMITED

TORONTO
Dayton New York
Kansas City
Boston Chicago

Weekly Market Report --- Paints

AN ENORMOUS DEMAND.

The feature of the paint market is the remarkable proportions to which the demand for prepared paint has attained. The manufacturers are finding it difficult to fill their orders.

White lead is almost certain to advance again shortly.

A higher price is expected shortly for turpentine.

Paris green has advanced 2 cents.

MONTREAL.

Montreal, June 13.—Only last week a further advance of 15 cents was reported for white lead. Now the corroders are holding another meeting, and it seems altogether likely that they will at this fix a still higher price for the commodity. During the week the pig has leaped in price, and the manufacturers now have to pay 23 cents a cwt. more for this than they had a week ago. But this is not all. Price is indeed almost a minor consideration. The thing is to get the lead. It is scarce in the extreme.

Later, probably, it will be possible to announce what was decided at this afternoon's meeting. It would seem, however, that an advance must be determined upon. The question of greatest interest is how much this will be. Reports now current suggest that the increase will be larger than any which has been made recently.

Generally the market is strong. There is a tremendous call for paint, for white lead, for putty, for varnish—for all paint lines, indeed. The weather has been wretched. A poor season might have been expected, but instead of that the orders have been piling in from all parts of the country.

The probability of an advance in paint is still discussed, and while it is quite generally admitted that such an advance will have to be made, there seems a desire to put off the day as long as possible.

White Lead.—Still no lead can be secured from British Columbia. All that is being used is being brought from England, and there the market is exceedingly high. Now the likelihood of the dockers' strike assuming national proportions makes the situation even more serious. It is certain to make the local market still further starved, and already there is practically no pig lead to be had.

Linseed Oil.—Prices remain at $1.00 and $1.03, with very little desire on the part of paint manufacturers to sell. There seems some likelihood that the price will advance. The India crop of flax is now finished, and the Plata crop is problematical. It has been rather disappointing, the seed yielding less oil than could have been expected. On the other hand the Canadian crop has proved better than was expected, but this does not mean a lower price here, as long as the United States manufacturers have to import as much Canadian seed as they now have.

There does not appear any great reason for expecting an immediate change in the price of linseed, but a month or two may see an upward movement. It looks like a continuance of high oil.

Turpentine.—Still this market presents no features of interest. Prices remain at .70.

Glass Worth Watching.

Glass.—The Belgian situation is causing anxiety. Stocks here are fairly satisfactory, but they are naturally reduced at this season, and if shipments have to be cancelled, there will be a shortage which may interfere with the filling of orders all year. Handlers are watching the turn of events with keen interest, but are loath to say anything regarding price.

ADVANCE IN WHITE LEAD.

(Special to Hardware and Metal)

Montreal, June 14.—White lead advanced here to-day 25 cents per hundred pounds.

TORONTO.

Toronto, June 13.—The feature of the market is the extreme activity noted on every side. Just what has caused the remarkable increase in the consumption of paint is hard to determine. The fact remains, however, that all manufacturers and jobbers are breaking all records this year in point of volume of sales. One firm announced this week that they were seriously considering calling their travelers in off the road. They were so loaded up with orders that to secure more was only to pile up trouble for themselves.

Oil Very Scarce.

Linseed Oil.—The price remains the same, $1.05 for raw and $1.08 for boiled. There is quite a marked scarcity at the present time. Supplies are low, and as the demand continues heavy, there seems every probability that the scarcity will continue. No one is looking for lower prices in linseed oil for some time at least. Some even predict that the price will advance, but there is nothing at present to indicate that this will be the case.

Turpentine.—Although turpentine is still selling at 69 cents, it was stated to-day that an early advance was on the boards. The price has gone up at Savannah, and at the figure now quoted here, the jobbers are not realizing any profit. The demand at present is heavy.

White Lead.—Rumors are rife that another advance in white lead is pending. Advices are to the effect that the prices in England have been materially advanced, and pig lead continues to go up. The grinders, it is said, are not anxious to book orders ahead, which evidences the uncertainty felt as to future quotations.

The demand for white lead is very heavy and in some cases it is being found very difficult to fill orders promtly.

Glass.—The demand for glass is reasonably heavy at the present time. The situation in Belgium is causing considerable uneasiness, but has not affected the local market yet.

Putty.—There is a pretty good demand for putty. Prices are as follows: Standard bulk in casks, $2.40; in 100-lb. drums, $2.55; in 25-lb. drums, $2.65; bladder in barrels, $2.80. Pure putty prices are as follows: Bulk in casks, $3.00; in 100-lb. drums, $3.40; in 25-lb. drums, $3.50; bladder in barrels, $3.40.

Paris Green Advances.

Paris Green. — The price of paris green has been advanced 2 cents. Quotations for Ontario now are: Petroleum barrels, 17¼c per lb.; arsenic kegs, 17½c per lb.; 50 lb. and 100 drums, 18½c per lb.; 25 lb. drums, 18¾c per lb.; 1 lb. papers, 20¾c per lb; 1 lb. tins, 21¾c per lb.; ½ lb. papers, 22¾c per lb.; ½ lb. tins, 23¾c per lb.

WINNIPEG.

Winnipeg, June 10.—Travelers report satisfactory business in sorting and filling stocks at country points, and in the city the painting season is now on in earnest, and judging from the large amount of new wood work to be covered independent of the freshing up of older buildings, dealers in paints and oils have a very busy season ahead.

There has been good business in kalsomines and other house cleaning materials during the past two weeks, but it is now falling off.

Prices are steady, but the high prices of flax would seem to forecast an advance in linseed oil and products.

Dependon——Light Hard Oil Finish.

Everlastic——Quick-drying Floor Varnish.

Gold Medal——Inside and Outside Varnish.

—These three varnishes meet all the regular demands of your trade—simplify your varnish stock—increase your varnish profit.

If any part of your house or your customer's house, is in need of varnishing, the requirement is met by one of these three B-H Varnish Specialties—Gold Medal, Everlastic, Dependon.

GOLD MEDAL.—If the front door, porch, ceiling of bathroom wants brightening, Gold Medal, Inside and Outside Varnish, gives pleasing results with its easy flowing action, and will protect the exposed surface with a durable coating, which will fight the effects of moisture and changing temperature.

DEPENDON.—If the furniture, wall, inside door, or any interior work, of either hard or soft wood, is in need of finishing or renovating, Dependon dries free from tack in a few hours, and can be polished, if desired, in twelve, stands hard wear and dries with a brilliant lustre.

EVERLASTIC Quick-drying Floor Varnish has these special qualities. It dries hard and makes a very durable coating. It is elastic and tough. It does not show heel marks nor scratches easily. It dries quickly. Has a fine lustre, and can be walked on the next day after application.

These varnishes are sold in beautiful, lithographed gallon, half-gallon, quart, pint, and half-pint cans, imperial measure. The packages make a most attractive store display. Handsome lithographed illustrated signs will accompany your order.

Write for favorable quotations. Address our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb..8 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 20	2 20
Heads, per 100 lb.	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ in.	9 50	9 00
" " 2 "	8 25	8 50
" " 2½ "	10 50	10 00
" " 3 "	12 00	12 10
" " 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge... 0 26
Rods, base ½ to 1 inch, round.. 0 22
Tubing, seamless base, per lb.. 0 25
Tubing, iron pipe size, 1 inch base 0 25
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot	$18 50
Cut lengths, round bars, ⅛ to 2 in.	26 00
Plain sheets, 14 oz., 14x48 inches, 14x60 inches	28 00
Copper sheet, tinned, 14x60, 14 oz.	29 00
Copper sheet, planished, 14x60, base	36 00
Brazier', insheets, 6x4	28 60

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto
Canadian foundry, No. 1		19 50
Canadian foundry, No. 2		19 00
Middlesboro, No. 3 pig iron	18 00	19 00
Summerlee, No. 2 pig iron	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles $ base	2 50	2 50
Common bar, per 100 lb.	1 90	2 05
Forged iron, per 100 lb.	2 05	2 20
Refined iron, per 100 lb.	2 15	2 30
Horseshoe iron, per 100 lb.	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

Cold Rolled Shafting.

9-16 to 11-16 inch		0 06
¾ to 1 7-16 inch		0 05½
1 7-16 to 3 inch		0 65

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal.	Toronto
10 gauge	2 30	2 50
12 gauge	2 30	2 55
14 gauge	2 20	2 35
17 gauge	2 20	2 45
18 gauge	2 20	2 45
20 gauge	2 20	2 45
22 gauge	2 25	2 55
24 gauge	2 25	2 55
26 gauge	2 35	2 65
28 gauge	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90		2 90
All bright, 52 sheets	3 70		4 00
Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
20x28x80	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 gauge, per square	5 00
26 gauge, per square	3 85
28 gauge, per square	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best	Best
16-20	3 60	3 35	3 60	3 60	
22-24	3 65	3 40	3 65	3 65	
26	4 05	3 80	4 05	4 05	
28	4 25	4 00	4 25	4 25	

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 gauge, American	3 85	3 50
28 gauge, (26 English)	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜-inch	$ 5 50	66 p.c.	51 p.c.
½-inch	8 50	71 p.c.	60 p.c.
¾-inch	11 50	75 p.c.	65 p.c.
1-inch	16 50	75 p.c.	65 p.c.
1¼-inch	22 50	75 p.c.	65 p.c.
1½-inch	27 00	75 p.c.	65 p.c.
2-inch	36 00	76½p.c.	66½p.c.
2½-inch	57 50	76½p.c.	66½p.c.
3-inch	75 50	76½p.c.	66½p.c.
3½-inch	95 00	75 p.c.	65 p.c.
4-inch	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70, 7 and 8 in. pipe, 50 p.c.
Light pipe, 60, fittings, 70 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00.

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15x24, $2; 18x30, $2.35; 18x36, $3.50.

HEATING APPARATUS

Hot Water Boilers—47 and 15 p.c.
Hot Water Radiators—45 and 15 p.c.
Steam Radiators—46 and 15 per cent.
Wall Radiators—40 and 15 per cent.
Specials—25 p.c.

OLD MATERIAL

Dealers' buying prices:

	Montreal	Toronto
Heavy ocpper and wire, lb.	0 11	0 11¼
Light copper bottoms	0 09	0 09¼
Heavy red brass	0 10	0 10¼
Heavy yellow brass	0 08	0 08¼
Light brass	0 06	0 06¼
Tea lead	0 02½	0 02½
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	0 02	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb.	4 95	5 05
Imported pig, per 100 lb.	4 95	5 05
Bar pig, per 100 lb.	5 20	5 30
Sheets, 2½ lb. sq. ft. by roll	5 50	5 30
Sheets, 3 to 6 lb., ft.	5 25	5 55

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE.

Lead Pipe and Waste, 15 per cent.
Caulking lead, 4¾c. per pound.
Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal.	Toronto
Bar, half-and-half, guarant'd	0 27	0 27½
Wiping	0 24	0 25

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks	8 50	8 50

SPELTER.

Foreign, per 100 lb.	7 50	7 25

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lb...$52 00 $50 00
Redipped Charcoal Plates—Tinned M L S, Famous (equal Bradley)

	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I. X., 14x20 base	5 50
I. X. X., 14x20 base	6 50

Bright Cokes
Bessemer Steel—

I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne
Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.
Cookley Grade—

XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 00
XX, 14x65, 50 sheet bxs.)	

Tinned Sheets.

72x30 up to 24 gauge, case lots	8 00 7 35
72x30 up to 26 gauge, case lots	7 85

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.
High Carbon, No. 9, $2.00 in cars.

Fine Steel Wire.
Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c.; oiling, 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

Hay Wire in Coils.
$2.35 base f.o.b. Montreal, Toronto, Hamilton and London.

Galvanized Wire.
From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

Poultry Netting.
2-in. mesh, 19 w.g., 60 and 2½ p.c. off.
Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

Smooth Steel Wire.
No. 0-9 gauge, $2.25 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c, spring wire $1.25, bright soft drawn 15c. charcoal (extra quality) $1.25, packed in casks or cases 15c, bagging and paperings 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks, 50c, in ½-lb. hanks, 75c., in ¼-lb. hanks, $1.

Wire Cloth.
Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

Wire Fencing.

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

Wire Rope.
Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅝, $5. 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized	2 80
Plain	2 50

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 1-gal. tins	0 80 0 85
In barrels, 5-gal. tins	0 80 0 85

Beeswax.

Per lb.	0 40

Chemicals.

In casks per lb.	
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 06
" flaked	0 05¼
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

Colors in Oil.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow, pure	0 13
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb. irons	0 05

Enamels.

Per gallon in quart tins.

	Per lb.
M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.

	Per lb.
French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" solder sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c, ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C.	0 11

Paris Green.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20¾
" ½-lb. "	0 22½	0 22¾
Tins, 1-lb., 100 in case	0 21½	0 21¾

Paris White.

In bbls.	0 90

Pigments.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

Prepared Paints.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 50
Moore's pure linseed oil, H.O.	1 85
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 70
Ramsay's paints, Thistle	1 40
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	
Jamieson's Crown and Anchor brand	1 60

Plaster of Paris.

Per barrel	0 90

Pine Tar.

Half-pint tins, per dozen	0 60

Putty.

	Standard
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders, in bbls.	2 75

Red Dry Lead.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs "	5 25	5 25
No. 1 casks, per 100 lbs.	4 25	4 25
No. 1 kegs, per 100 lbs.	4 75	4 75

Shingle Stains.

In 5-gallon buckets	0 75

Turpentine and Oil.

	Montreal	Toronto
Can. Prime white petroleum, gal.	0 14	0 12
U.S. Water white "	0 15½	0 13½
U.S. Pratt's astral "	0 19	0 15½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal. single bbls		0 15½
Pure Turpentine, single bbls	0 70	0 69
Wood Turpentine		0 60
Turpentine, second run		0 60
Linseed Oil " Raw	1 00	1 05
" " boiled	1 03	1 08
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

Varnishes.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" Union	0 90
Light oil finish	1 25
Gold size japan	2 00
Turps, brown japan	1 00
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75

THE fullest measure of profit from your Paint Department is assured by stocking a clean cut quality line supported by common sense effective selling methods.

There never was a line of Paints put on the Canadian market that has become so widely known in so short a time and which is handled by so many of Canada's most discriminating dealers as the MINERVA Line.

There is a reason for this phenomenal success.

1st.—The quality is in the goods and the Imperial quantity is in the cans.

2nd.—The Minerva Head on a can of Paint means that there is 78 years paint-making experience and reputation behind the goods in the cans.

3rd.—The quality of the goods is supported by the most effective selling methods ever devised to promote Paint sales in direct support of the dealer's business.

Ask any Minerva Agent.

PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.
377-387 CARLAW AVENUE, TORONTO, ONT.
Established in England in 1834 (L-73)

Steel Tanks and Self-Measuring Pumps for Paint Oils

They avoid all the loss and inconvenience sustained under the old method. The steel tanks are air-tight and will not permit the oil to gum or stick. The pumps measure the oil according to the Imperial Standard, directly into the customer's can. They count the gallons pumped and compute the charge for fractional gallons.

THE BOWSER PAINT OIL SYSTEM

will put every cent of profit into your pocket, where it belongs. With a Bowser your paint oil department will be as clean and inviting as your shelf hardware department. It draws trade.

Why not investigate now and increase your paint oil profits. Your fellow merchants are using them. They'll help you. Ask for book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO
66-68 FRASER AVENUE
For Twenty-seven Years Manufacturers of Self-measuring Pumps, Tanks, Gasoline and Oil Storage Systems, Dry Cleaning Systems, etc.

Do you know any of these Bowser users?

Samuel Hobbs,
1434 Queen St. W.
Toronto

Geo. Ecclestone,
Bracebridge, Ont.

Manville Hardware Company,
Prince Albert, Sask.

J. H. Ashdown,
Calgary, Alta.

Arthur Latham,
Moose Jaw, Sask.

Cochrane Hardware Company
Toronto

Peart Bros.
Regina, Sask.

Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish.	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Ltd. "Gold Medal," in cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange shellac varnish, in barrels	1 60
No. 1 orange shellac varnish, in barrels	1 30

Window Glass.

Size United Inches.	Single Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 25 p.c.

Montreal prices, no discount.

Size United Inches	Star
Under 26	$ 3 05
26 to 40	3 25
41 to 50	3 65
51 to 60	3 90
61 to 70	4 15

White Lead Ground in Oil.

	Montreal Per 100 lb.	Toronto
"Anchor," pure	7 15	7 30
Brandram's B.B. Genuine	8 15	8 30
C.P.C. decorators, pure	7 15	7 15
Crown and Anchor, pure.	7 15	7 30
Elephant Genuine	7 40	7 50
Essex Genuine (Windsor)	....	6 90
Island City Decorators' pure	7 15	7 30
Lily Pure	7 15	7 30
Moore's Pure White Lead.	....	7 30
Monarch (Windsor)	....	7 40
Munro's Select Flake White	7 40	7 55
Purity, C.O. Co.'s, Ltd.	....	6 90
Ramsay's Pure Lead	7 15	7 30
Ramsay's Exterior	6 90	7 05
Sterling Pure	....	7 30
Tiger Pure	7 15	7 30

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

White Zinc (Dry)

Extra Red Seal, V.M.	0 07½

White Zinc in Oil.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2 " "	0 06¾

Whiting.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE.

Adzes.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

Axles and Hatchets.

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	5 00
Barrell hatchets	5 50	6 85

Anvils.

Buckworth, per lb.	0 10¼

Ammunition.

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust, $7.50 per 100 lbs. Discount 25 per cent.; cash discount, 2 per cent. 30 days; net extras as follows, subject to cash discount only; Chilled, 40c; buck and seal, 80c; no. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

Augers and Bits.

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	
Tobin High Speed Bits, 50 and 10.	
Tobin Never Choke, 60 and 10.	

Barn Door Hangers.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, dozen sets	....	6 50
Standard jointed hangers, dozen sets	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25
Chicago Friction, Oscillating and Twin Hangers, 5 per cent.		Big
Steel, track, 1 x 3-16 in. (100 ft.).		3 25

Barn Door Latches.

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Bells.

Door bells, push and turn, 45 and 10 p.c.

Cow bells, 65 p.c.

Sleigh bells, shaft and hames, pair, 22c up.

Sleigh bells, body straps, each, $1.15 up.

Farm bells, No. 1, $1.65.

Belting.

Extra, 60, 10 and 10 per cent.

Standard, 60, 10, 10 and 10 per cent.

No. 1, not wider than 2 in., 60, 10, 10 and 10.

Agricultural, not wider than 4 in., 75 per cent.

Lace leather, per side, 80c; cut laces, 85c.

Bird Cages.

Brass and Japanned, 40 p.c.

Bolts and Nuts. Per cent.

Carriage Bolts, common, new, $1 list.	
Carriage Bolts, ⅝ and smaller	70
Carriage Bolts, 7-16 and up	
Carriage Bolts, Norway Iron ($3 list)	60
Machine Bolts, ⅝ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅝ and less	60 and 10
Sleigh Shoe Bolts, 7-16 and larger	55 and 05
Coach Screw, new list	7
Nuts, square, all sizes, 4¼c per lb. off.	
Nuts, hexagon, all sizes, 4½c per lb. off.	
Stove rods, per lb., 5½ to 6c.	
Stove Bolts, 80.	

Building Paper, etc.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2 "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain and tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs.	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32' & 60', per 100 lb.	3 00
2 Ply Ready Roofing, per sq.	0 70
3 Ply Ready Roofing, per sq.	0 95
2 Ply complete, per roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, brls., per gal.	0 15
Liquid tins Cement	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb.	0 06
Nails, per lb.	0 05
Mop cotton, per lb.	0 15

Butts.

Plated, bower barff & Nickel, No. 241, 45 per cent.

Wrought brass, 45 p.c. off revised list.

Cast iron loose pin, 60 p.c.

Wrought steel fast joint and loose pin, 70 p.c.

Crescent brands, 70 per cent.

Cement and Firebrick.

Canadian Portland, bags, per bbl.	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood.	....	3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton	....	5 50

Chalk and Pencils.

Carpenters Colored, per gross	0 65	0 80
" lead pencils, p. gr	2 40	6 75

Chisels.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

Chain.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

Churns.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

Clamps.

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

Conductor Pipe.

2 inch, in 10 foot lengths	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

Cotter Pins.

Cotter pins, 90 p.c. Montreal.

Copper and Nickel Ware.

Copper boilers, kettles,	47½ p.c.
Copper tea and coffee pots,	42½ p.c.
Copper pitts,	27½ per cent.
Foundry goods, hollow ware,	45 p.c.

Door Knobs.

Canadian knobs, 45 and 10 per cent.

Porcelain, mineral and jet knobs, net list.

Door Sets.

Canadian, 45 and 10 per cent.

Door pulls, 60 per cent.

Door Hangers (Parlor)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

Door Springs.

Chicago (coil), 25 per cent.

Reliance (coil), 20 per cent.

Draw Knives.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

Drills.

Bit stock drills, 2-32 in., doz.	0 67

Escutcheon Pins.

Steel, discount 50 per cent.

Brass, 55 per cent.

Eavetroughs.

8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c per 100 ft. O.G. Round Bead Trough.

Factory Milk Cans.

Milk cans and pails, 35 p.c.

Hand delivery and creamery cans, 40 p.c.

Railways cans, 45 p.c.

Cream cans, 40 p.c.

Creamery trimmings, 75 and 12½ p.c.

Faucets.

Common, cork-lined, 35 per cent

Farrier Knives.

Buckworth, 50 p.c.

Files and Rasps. Per cent.

Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62 2-3
Jowett's (English list)	27½
Spear & Jackson (English list)	35

Forges.

Blacksmiths portable, 135 lbs.	9 85

Galvanized Ware.

Dufferin pattern pails, 45 per cent.

Flaring pattern, 45 per cent.

Galvanized washtubs, 45 per cent.

Grindstones.

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

Hammers.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09

Harvest Tools.

50 and 5 per cent.

Sidewalk and stable scrapers, net $2.25.

Wood hay rakes, 40 and 10 per cent.

Lawn rakes, net.

Halters (Snap and Ring).

Jute Rope, ⅝-inch, per gross	8 00
" " ½-inch, per gross	10 50
" " ⅝-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1¼-inch, per doz.	5 20
Web	2 45

Sisal Halters (Snap and Ring).

⅝-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

Hinges.

Blind, discount 50 per cent.

Heavy T and strap, 4-in., 100 lb. net	7 25
Heavy T and strap, 5-in., 100 lb. net	7 00
Heavy T and strap, 6-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 50
Heavy T and strap, 10-in. and larger	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—

under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50

Crate hinges and back flaps, 65 and 5 p.c.

Chest hinges and hinge hasps, 65 p.c.

Hinges (Spring)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.

Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.

Chicago hold back screen door, iron, gro., $12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface floor (6,000), 45 p.c.

Garden City fire house hinges, 12½ p.c.

"Chief" floor hinge, 50 p.c.

Hooks.

Wrought iron hooks and staples—

¼ x 5, per gross	2 25
5-16 x 5, per gross	3 40

Bright wire screw eyes, 60 p.c.

Bright steel gate hooks and staples.

Iron screw hooks, 60 and 20 p.c.

Iron gate hooks and eyes, 60 & 20 p.c.

Crescent hat and coat wire, 60 p.c.

Stove pipe eyes, kitchen and square hooks, 60 p.c.

Horse Nails.

M.R.M. cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

Horseshoes.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $5.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

Horse Weights.

Taylor-Forbes, 4¼c.

Ice Cream Freezers.

White Mountain, 5c per lb.

Knives.

Hay knives, net list.

Clauss, 50 and 25 per cent.

Kitchen Enameled Ware.

White ware, 75 per cent.

London and Princess, 50 per cent.

Canada, Diamond, Premier, 50 and 10 per cent.

Pearl, Imperial, and granite steel, 60 and 10 per cent.

Premier steel ware, 40 per cent.

Star decorated steel and white, 25 per cent.

Hollow ware, tinned steel, 45 per cent. off.

Enamelled street signs, 40 per cent.

Kitchen Sundries.

Asbestos mats, 50 p.c.		
Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per doz.	0 60	0 70
" wood, per doz.	0 50	0 80
Vegetable slicers, per doz.	....	2 25
Universal meat chopper, No. 1	....	1 15
Enterprise chopper, each	....	1 30
Spiders and fry pans, 50 and 5 per cent.		
Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60
Toasters, 50 per cent.		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

Ladders.

3 to 6 feet, 12c per foot; 7 to 1 ft., 13c. Extension ladders, 15c per foot up.

Lanterns.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast, per doz.	6 75
Lift Tubular and Hinge Plain, per doz.	5 00

Japanning, 50c per dozen extra.

Prism globes, per dozen, $1.20.

Lamp wick, 50 per cent.

Lawn Hose.

Competition grade lawn hose, 70 and 5.

Lawn Mowers.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25; 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

Locks and Keys.

Canadian, 45 and 10 per cent.

"Ready" Roofing and "Black Diamond" Tarred Felt

These products are **fully guaranteed** to completely satisfy both dealer and user. They are backed by years of efficient service. Any skilled mechanic can easily lay them. The profits are well worth your while. **Write to-day for prices and particulars.**

Let us also quote you prices on WRAPPING PAPER.

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BLACK DIAMOND
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LIMITED.
MONTREAL.
REGISTERED TRADE MARK

The Mark of High Quality

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

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Increase Your Sales

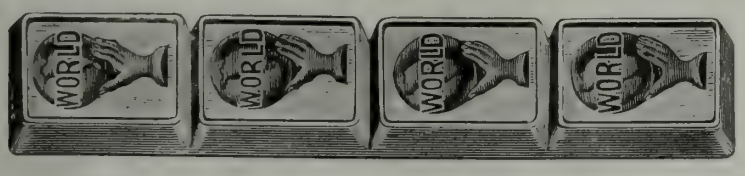
by selling goods that create enthusiasm among users. These kind of goods can be easily obtained in



HEINISCH SHEARS

The dealer will find it a pleasure to handle them as they bring good profits, and guarantee him against come-backs. High quality and perfect temper does it. We also manufacture Tailors' Shears, Trimmers, Tinners' Snips, etc. Ask your jobber for them.

R. HEINISCH'S SONS COMPANY **Newark, N.J., U.S.A.**



"WORLD" BABBITT METAL

FOR GENERAL MACHINE SHOP, MILL OR FOUNDRY USE
or any place where a good metal is required.

25c. net per lb. Freight paid on 100. lb lots to your nearest railway station.

We know "World" Brand to be a good Babbitt and will give you satisfaction, even if you are paying a higher price.

T. McAVITY & SONS, Limited
ST. JOHN, N. B. and WINNIPEG

Lumbermen's Supplies.

Cant hooks, dozen, from 12 00
Axes, dozen, from 6 50
Axe handles, dozen, from 1 15
Cross cut saws, per foot 0 25 0 43
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

Mallets.

Tinsmiths', 2½x5½ in., per doz.. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

Mats.

Wire door mats, standard, 16x24, doz. 9 00

Metal Polish.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

Miners Supplies.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lb., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

Mops and Ironing Boards.

Mops, per doz. 1 20 1 50
Folding ironing boards 16 25 18 00

Nails.

	Wire
1—1¼ inch	3 35
1¼ inch	3 00
1½—1¾ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

Oakum.

Plumbers....per 100 lb. 4 50

Oilers.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
¼inc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

Plated Goods.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

Pieced Ware.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

Planes.

Wood bench, Canadian, 40, American, 25 per cent.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

Pliers and Nippers.

Button's genuine, 37½ to 40 per cent.

Plough Lines.

Russian snap .....per gross 30 00
Indian snap ..... " 25 00

Pumps.

Berg's wing pump, 75 per cent.

Razors.

	per doz.	
Boker's	7 50	11 00
Boker's King Cutter	....	15 00
Henckel's	7 50	20 00
Gillette Safety, each	....	3 75

Star Safety Razor, 33 1-3 p.c.

Rope and Twine.

Sisal rope	0 08½
Pure Manila Rope	0 10½
"British" Manilla	0 09
Cotton, 3-16 inch and larger.....	0 24

Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.

Jute, ⅝ and upwards, 9c; under ⅝,	9½c.
Lath yarn, single	0 08
Lath yarn, double	0 08½
Sisel bed cord, 48 feet, per doz..	0 65
Sisel bed cord, 60 feet, per doz.	0 80
Sisel bed cord, 72 feet, per doz.	0 95

Cotton clothes line, 18 per cent. off.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine...	0 26
" " 4-ply twine...	0 30
Mattress twine, per lb.	0 45
Staging " "	0 35

Refrigerators.

Sanderson-Harold, 40 per cent.
Galvanized, 45 per cent.

Rivets and Burrs.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.
Copper Burrs only, 22½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned Rivets, net extra, 3c per lb.
Coppered Rivets, net extra, 2½c per lb.

Rivet Sets.

Canadian, 35 to 37½ per cent.

Rules.

Boxwood, No. 68, 2 foot, doz.....	1 15
Ivory, No. 1282, 2 foot, each	3 50

Sad Irons.

Mrs. Potts, No. 55, polished, per set	0 80
Mrs. Potts, No. 50, nickel-plated, per set	0 85
Mrs. Potts, handles, japanned, per gross	3 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

Sand and Emery Paper.

Sand and emery paper, 40 per cent.

Sash Weights.

Sectional, 1 lb. each, per 100 lb... 2 25
Sectional, ½ lb., each, per 100 lbs 2 40
Solid, 3 to 30 lbs. 1 55

Sash Cord.

No. 8, per lb. 0 33

Saws.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

Saw Sets.

Canadian discount, 40 per cent.

Screen Doors and Windows	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

Scales.

Gurney Standard, 35; Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45, Weigh Beams, 30.

Scythe Snaths.

Canadian, 40 per cent.

Screws.	Per cent.
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

Screws (Machine).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

Screw Drivers.

Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per doz. 16 80

Scissors and Shears.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

Shelf Brackets.

No. 140, 65 and 10 per cent.

Skates and Hockey Sticks.

Starr skates, 37½ per cent.
Boker, hockey, 30c upwards; spring
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net. $1.50.

Shovels and Spades.

Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.

Scoops.

Grade 1, 2, 3, 50 and 5 per cent. off.
Grade 4, 50 per cent. off.

Squares.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, dos. net $2 85

Snaps.

Harness, 25 per cent.

Soldering Irons.

Base, per lb., 28 cents.

Stamped Ware.

Plain, 75 and 12½ per cent.
Retinned, 75 and 5 per cent.
Tinners' trimmings, 75 and 5 p.c.

Sap Spouts.

Bronzed iron with hooks, per 1,000 7 50
Eureka tinned steel, hooks, per 1,000 ..... 8 00

Staples.

Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 0 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

Stable Fittings.

Dennis Wire & Iron Co., 33 1-3 p.c.

Stove Boards.

Lithographed, 60 and 10.

Stovepipes.

5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18

Nestable, 40 per cent.

Stovepipe Elbows.

5 and 6-inch, common, per doz... 1 22
7-inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, 70 per cent.

Stocks and Dies.

No. 20 Beaver Die Stock 18 75

Stones—Oil and Scythe.

Washita	.....per lb.	0 25	0 37
Hindostan	..... "	0 06	0 10
" slip	..... "	0 18	0 20
" Axe	..... "	....	0 10
Deer Creek	..... "	....	0 10
Deerlick	..... "	....	0 25
" Axe	..... "	....	0 15
Lily white	..... "	....	0 42
Arkansas	..... "	....	1 50
Water-of-Ayr	..... "	....	0 10
Scythe	.....per gross	3 50	5 00

Tacks, Brads, Etc.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ⅛ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

Tape Lines.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821..	1 95
" Steel, No. 1849, 50 ft..	

Trowels.

Disston's, 10 per cent.

Thermometers.

Tin ease and dairy, 75 to 75 and 10 p.c.

Tinners' Snips.

Discount 35 per cent.

Tinners' Trimmings.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

Traps (Steel Game).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

Traps (Rat and Mouse)	Doz.
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

Vises.

Per pound	0 12	0 12¾
Hinged pipe vise, 25 lbs....	....	3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

Washing Machines.

New Ontario	41 25
Round, re-acting, per dos.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer...	180 00

20 per cent.

Wringers.

Royal Canadian, 11 in., dos.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

Wheelbarrows.

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

Whiffletrees.

Tubular steel whiffletrees,	28	in...	0 70
" " "	34	in...	1 00
" " "	36	in...	1 25
" " neckyokes,	36	in....	1 05
" " doubletrees,	40	in..	0 95
" " lumbermens,	44	in..	1 15

Wood Handles.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent.

Wrenches.

Agricultural, 67½ per cent.

Wrought Iron Washers.

Canadian, 50 per cent.

WINNIPEG HARDWARE QUOTATIONS.

Ax Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

Augur Bits—"Irwin" bits, 47½; other lines, 70 and 10 per cent.

Barb Wire—Lyman 4 pt., $1.85 f.o.b. Fort William; $2.26 per spool of 80 rods f.o.b. Winnipeg; Guidden 2 pt., $1.75 f.o.b. Fort William; $2.12 per spool of 80 rods f.o.b. Winnipeg; Baker 2 pt., $1.73 f.o.b. Winnipeg; Waukegan 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool f.o.b. Winnipeg; Alberta 2 pt., $1.73 f.o.b. Fort William, $2.05 per spool f.o.b. Winnipeg; American special, 2 pt., $1.45 f.o.b. Fort William; $1.73 per spool f.o.b. Winnipeg; plain twist, $2.80 f.o.b. Fort William, $3.20 per 100 lb., f.o.b. Winnipeg; coil spring wire, No. 9, $2.07 per 100 lbs., Fort William; $2.50 at Winnipeg.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—$3.15 per keg base. Wire nails, base, $2.80 Winnipeg; $2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage. 24c to 20-inch gage, 29c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates—Half-polish, 6 and 7-inch, $3.40; 8-inch, $3.60; full polish, 6 and 7-inch, $4.25; 8-inch, $4.50.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe—⅜ in., $3.25; ½ in., $4.05; ¾ in., $5.00; 1-in., $7.20; 1¼ in., $9.80; 1½ in., $11.80; 2 in., $15.30.

Galvanized Ware—37½ per cent.

Grindstones—Per 100 lb., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

Harvest Tools—50, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3.15; ¼ in., $2.30; ⅜ in., $2.35; ½ in., $3.15; ¾ in., $3.80; 1 in., $5.45; 1¼ in., $7.45; 1½ in., $8.95; 2 in., $11.55; 2½ in., $18.40; 3 in., $24.15; 3½ in., $32.25; 4 in., $36.75; 4½ in., $42.50; 5 in., $47.50; 6 in., $61.50; 7 in., $95.50; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$6.05.

Lead Waste—$7.00.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8¾; Pure Manila, 10½c; British Manila, 9c; lath yarn, 9¼c.

Staples—Bright wire, $2.50 f.o.b. Fort William; $2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 6 per cent.; all other grades, 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Bright iron round head, 82½ and 10 p.c.; flat head, 87½ and 10 per cent.; round head, brass, 72½ and 10 per cent.; flat head, brass, 77½ and 10 per cent.; coach, 65 per cent.

Staples—Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

Linseed Oil—Raw, per gal., $1.05; boiled, per gal., $1.08.

Turpentine—Per gal., barrel lots, 80c.

Dry Colors—White lead in ton lots, decorators' pure $7.50; decorators' special, $7; in small lots advance price 25 cents per cwt.; red lead, kegs, $6.50; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3¼c; English purple oxides, in casks, 3½c; less quantities, 4c per lb.

Putty—Casks, $2.90 per cwt.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

Paris Green—22 cents per 112-lb. drums.

PRICE TALKS

Louder to some people than does anything else.

To make price the only point is however the greatest of mistakes.

The real consideration should be "VALUE" and all this word stands for.

When you handle

JAMIESON'S



PURE PREPARED PAINTS

BRANDS:
CROWN AND ANCHOR
ISLAND CITY
RAINBOW

You are sure of

100% Value in Every Can

In fact, at their present price they represent to you the best hundred cents worth on each dollar of any proposition we know of.

It would pay you to get the benefit—and to get it soon.

R. C. Jamieson & Co.,
Limited
ESTABLISHED 1858
Owning and Operating
P. D. Dods & Co., Limited
Montreal and Vancouver

ALL LEADERS

MOORE'S MURESCO—The Best Wall Finish.
MOORE'S SANIFLAT—A Washable Flat Oil Paint.
MOORE'S T-45—An all-round Interior Varnish.
MOORE'S HOUSE COLORS—A Pure Linseed Oil Paint.

Write us for color card and prices.

Benjamin Moore & Co., Limited
WEST TORONTO

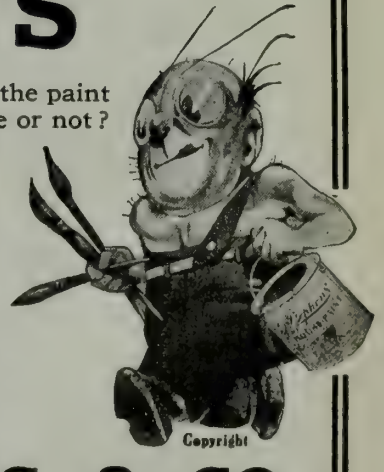
NEW YORK CHICAGO CLEVELAND

It's RESULTS That Count

"Stephens" Barn Paint is unsurpassed
The best on earth—its widely classed,
Manitoba Oil and Colors rare,
Make it a Paint beyond compare.

Stephens

BARN, ROOF AND ELEVATOR PAINTS



Haue you ever stopped to think whether the paint you handle is increasing your paint trade or not? The dealer who sells **Stephens Barn, Roof and Elevator Paints** can absolutely rely upon them to give a trade-winning satisfaction. We are receiving many repeat orders from all railroads and by all leading Elevator Companies throughout the West for their buildings.

These paints are sold under an iron-clad guarantee. **Investigate.** Write for color cards and prices. **Get our agency proposition.**

G. F. STEPHENS & CO.
LIMITED
WINNIPEG, - - - - CANADA
Branch at Calgary, Alta.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance:—
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required

AGENT WANTED

Important British company manufacturing high grade protective paints, enamels, varnishes and coatings; contractors to British Admiralty, and leading shipbuilders and engineers, desire to be represented in the Dominion. Director will be in Canada about September and could interview persons or companies who might do business or take up agencies.

Apply XX, c/o Hardware & Metal, Montreal

BUSINESS CHANCES

WILL RENT GOOD MODERN CORNER store suitable for hardware in hustling Ontario town. Box 674, Hardware and Metal, Toronto. (24)

FIRST-CLASS HARDWARE BUSINESS FOR sale—on C.P.R. main line, Eastern Alberta. Stock $8,000.00. Yearly profits $6,000.00 to $7,000.00. Apply Box 1661, Saskatoon, Sask. (35)

HARDWARE, ETC., FOR SALE—STOCK IN A1 shape; good location; rent very reasonable; stock about $5,500; rate on the dollar; part cash, balance note. Apply Box 810, Woodstock, Ont. (24)

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

FIRST-CLASS OPENING FOR TINSMITH who wants to start for himself. Building on Main Business Street of fast growing Saskatchewan Town; has been occupied as a tin shop for the last two years, and good and increasing business is being done. Present tenant leaving next month. Rent low. Correspondence solicited. Address: Carments Hardware, Kamsack, Sask. (24)

FOR SALE — HARDWARE, TIN AND plumbing business in real live town in the Okanagan Valley, British Columbia. Population 1,100. Very little opposition. $40,000.00 business done last year on $12,000.00 stock. Stock at present about $18,000.00. Total sales for May, $4,550.00. If you want a real live business, look into this. Owner wishes to retire. Don't write unless you mean business. Box 673, Hardware & Metal, Toronto. (25)

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white card marked 25c, 50c, 75c, $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set 25 cents postpaid. Technical Book Dept., 143 University Avenue, Toronto. (tf)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 15 cents postpaid, or two sets for 25c while they last. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

FOR SALE

FOR SALE—HARDWARE AND FURNIture business on Goose Lake line, Sask. New store and new stock. Stock fifteen thousand dollars. Yearly profits $6,500 to $7,000. Box 670, Hardware & Metal, Toronto. 24

FOR SALE—THRIVING HARDWARE BUSIness—live coast city. Turnover last year thirty thousand, 75% cash; six-year lease; stock ten thousand. Best location in city. Five thousand cash, balance arranged. Box 676, Hardware & Metal, Toronto. (25)

SITUATIONS WANTED

SITUATION WANTED AS CLERK IN retail or wholesale hardware, Saskatchewan, Alberta. Louis Walker, Marshall, Sask. (25)

TRAVELLER HAVING PROVED HIS ABILity by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668. Hardware and Metal, Toronto. 18—21t

PRINTING

CHEAPEST PRINTING ON EARTH—BOOKlets, Catalogues, Price List, Handbills, and any other fine Printing for the Hardware trade at fiercely competitive prices. Russell Smart, 40n, Chancery Lane, London, England. (15tf)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

SITUATIONS VACANT

WANTED—JUNIOR HARDWARE CLERK with 2 to 3 years' experience. Give references and state salary. H. H. Otton & Son, Barrie. (24)

WANTED — TINSMITH WITH TWO OR three years' experience. Steady employment. Apply, stating wages. Vantuyl & Fairbank, Oil Springs, Ont. (26)

WANTED—BRIGHT, AMBITIOUS YOUNG man of fair education as assistant in compiling hardware catalog. Box 677, Hardware & Metal, Toronto. (24)

WANTED—ONE OR TWO FIRST-CLASS hardware clerks. Will pay good wages to experienced and reliable men. Apply, giving references, etc., to Saskatoon Hardware Co., Saskatoon, Sask. (24)

WANTED — EXPERIENCED HARDWARE salesman; must be good stockkeeper and able to take charge of sales end of business. Apply, with references, to Geo. Taylor Hardware Company, New Liskeard. (24)

WANTED—HARDWARE CLERK — THREE or four years' experience; energetic and a good salesman, otherwise do not apply. Salary $65.00 a month. Apply, stating age, references, to N. H. Bowers, Massey, Ont. (25)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED—IMMEDIATELY — TWO HARDwaremen with wholesale experience laying up orders. Good opportunity advancement right men. State experience and wages wanted. Apply Peart Bros. Hdwe. Co., Ltd., Regina, Sask. (26)

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

When writing advertisers kindly mention having seen the advertisement in this paper

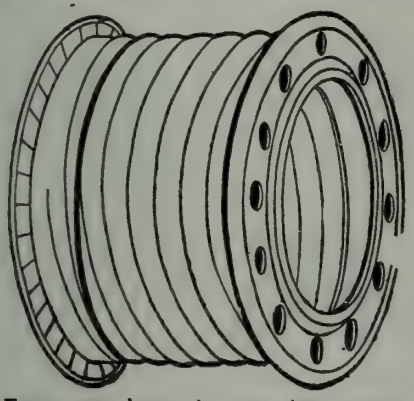
FOR SALE
Canadian Rights of the
CURTIS ROTARY PUMP

Will do more work at less fuel expense than any other pump—can be built at very low price. Will sell entire Canadian rights to manufacture and Canadian patents just granted.

Used in Mines, Breweries, Creameries, Oil Refineries, for Irrigation, etc.

Address all Communications to
Joseph M. Crennan, Braddock, Pa.

O.K. THIMBLES

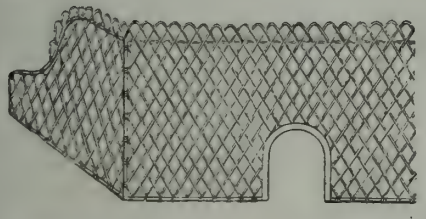


Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

FOR SALE BY JOBBERS OR BY THE MANUFACTURERS.



WIRE RAILINGS, WIRE WINDOW GUARDS

SEND US YOUR ORDERS AND INQUIRIES.

PROMPT DELIVERY.
LOW PRICES. GOOD WORK.

DENNIS WIRE AND IRON WORKS CO., Limited
LONDON, ONT.

High Quality Screen Goods

Wabash Screen Doors and Windows are acknowledged to be the Highest Quality Screen Goods made.

Their construction is of the strongest.

Only well seasoned and kiln-dried lumber is used.

The durable black wire cloth is stretched by machinery:—Drumhead Fight.

We carry a large stock and can ship promptly. Write for illustrated circular and price list.



WINNIPEG EDMONTON

NEW ERA PAINT

Constant Satisfaction.

NEW ERA PAINT is sold on merit, and its lasting qualities never fail to satisfy the most critical of buyers. Its ability as a surface coverer and its ability to keep in good condition satisfy your customers as no high-priced paint can satisfy—that's where NEW ERA wins out.

PRICES AND PARTICULARS ON REQUEST

Standard Paint & Varnish Co.

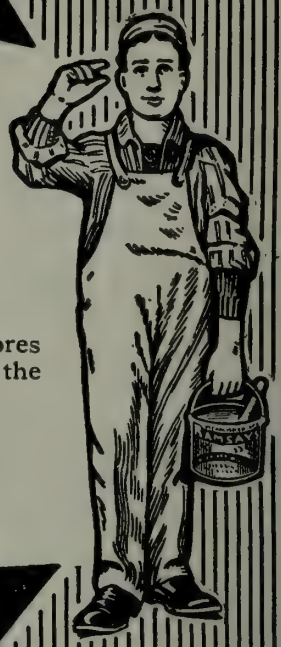
WINDSOR LIMITED ONTARIO

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

This Man and Your Paint Trade



The value, to the dealer, of a trade sign lies in the attitude of the buying public towards that sign. Now, for years paint buyers have associated this man with

Ramsay's Paints

on account of our advertising and have come to look for him in the stores where they would buy paint because of the quality in **every** can of the paint he stands for.

Better arrange to have him in **your** store. Write us, we'll attend to it.

A. Ramsay & Son Co., Montreal

Paint Makers Since '42

WESTERN DISTRIBUTORS:

A. McBride & Co., Limited, Calgary;
Revillon Bros., Limited, Edmonton;
Bogardus, Wickens, Begg, Limited, Vancouver.



Interior of Dozier & Gay Paint Co's. Store

Not a Single Complaint on Pratt & Lambert Varnishes in Ten Years

THE following letter shows the substantial sales increase through handling Pratt & Lambert Varnishes and the demand which there is for them, due to a large extent to Pratt & Lambert extensive magazine advertising and assistance to the Dealer. It shows the effectiveness of Pratt & Lambert Architectural Advertising through the special Architectural Departments and the repeat order quality of Pratt & Lambert Varnishes, NOT A SINGLE COMPLAINT IN TEN YEARS.

DOZIER & GAY PAINT CO.

PAINTS, WHITE LEAD, COLORS IN OIL, ENAMELS, STAINS, ETC.

Store: 22 EAST BAY STREET.

J. H. GAY, President
E. L. JEFFREYS, Vice-Pres. and Treas.
H. G. AIRD, Secretary

Telephone 1023
Factory: MAIN and 12th STERETS

MESSRS. PRATT & LAMBERT, *Jacksonville, Fla., Nov.* 22, 1911.

Gentlemen:—

We have been handling a complete line of your Star Brand Specialties for the past ten years during which time our sales have increased, as you will note by your books, enormously. Your goods are specified by every architect in our city, and we are satisfied that more of them are used here than any other brand.

We cannot now recall a single complaint that we have ever had on your goods, and congratulate you on keeping the quality up to the standard.

Your very truly,
DOZIER & GAY PAINT CO., Per J. H. Gay, President.

Can YOU SAY these same things about the line of varnishes you are now handling?

Write For Our Dealer's Proposition Today.

PRATT & LAMBERT, INC.

VARNISH MAKERS

24 COURTWRIGHT STREET, BRIDGEBURG, ONTARIO

Factories:
BRIDGEBURG, ONTARIO
NEW YORK BUFFALO CHICAGO
LONDON PARIS HAMBURG

A Plague of Caterpillars.

A plague of caterpillars is reported in various parts of the Eastern Townships. Fruit trees and bushes are especially infested.

The above clipping taken recently from a Montreal Morning Paper is only representative of the situation that is developing in every part of the country. On account of the rapid increase of destructive pests, to-day, the orchard or garden owner must spray if he wishes for a full crop of good quality. In fact in some sections of the country he must spray to preserve his fruit trees from total destruction.

The Hardware Man's Opportunity

This situation is a business opportunity for the progressive merchant. There is a rapidly growing demand for effective insecticides for use in spraying mixtures. The man who goes after this business now will find in two or three years that he has added a very profitable line to his stock. Write for prices to-day.

The Canada Paint Company's Pure Paris Green.

This product has been on the market for years. Quality is of the best. Made in Canada to suit Canadian climatic conditions. Stays well in suspension. Always up to standard and absolutely reliable. Put up in ½ and 1 lb. packets also 1 lb. tins, 25 lb. and 50 lb. drums, 250 lb. kegs.

The Canada Paint Company's Neutral Arsenate of Lead.

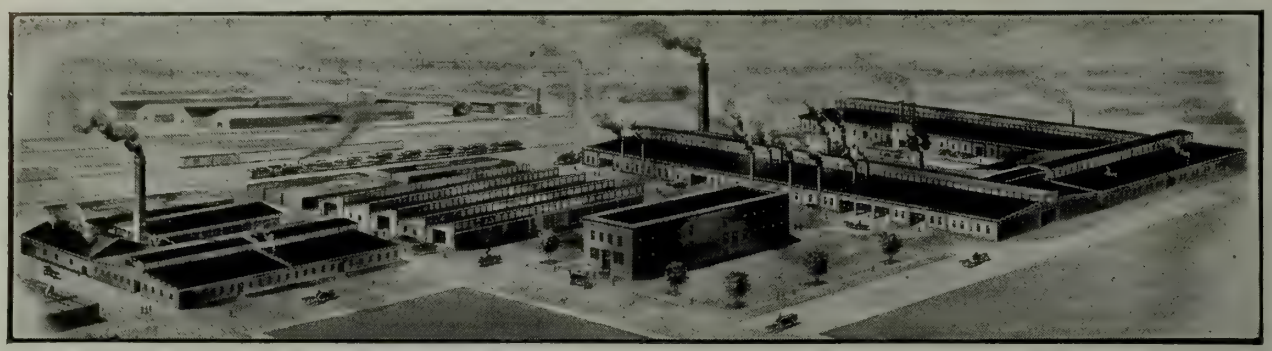
A soft smooth white paste that mixes readily with water or other spraying compounds. A strictly Neutral Lead which does not burn the foliage or russet the fruit like cheap Arsenates or Acid Arsenates. On account of its peculiar character it covers the foliage thoroughly and adheres to it for the longest possible time, even in spite of heavy rains. Put up in 1 lb. and 2 lb. glass jars, 5 lb. and 25 lb. crocks, 50 lb. and 100 lb. kegs, 300 lb. and 600 lb. barrels.

Write for Prices and Literature to-day.

THE CANADA PAINT CO.

MONTREAL TORONTO WINNIPEG

The cut shows the George White & Sons Co.'s plant, London, Ontario, Note well the location. The plant stretches out along the G. T. railway track—it lies right in the very danger zone of flying sparks and hot cinders. But that doesn't worry the Company in the least, for every building connected with the plant is covered with Brantford Roofing—and "Flying Sparks" are no menace to a roof protected with Brantford Roofing.



Get our BIG Profit-Earning Proposition!

Now is YOUR time to get ready for a good roofing trade, and ***quicker sales*** and ***bigger profits*** can be realized by handling Brantford Roofing than would be possible with any other line. For Brantford Roofing is the ONE best roofing on the market. Made of long fibred wool completely saturated with pure Asphalt (a ***mineral fluid*** that cannot be materially affected by heat or water, wear or weather) in three different kinds—ASPHALT, RUBBER and CRYSTAL.

We have a big profit-earning proposition which is sure to interest you. Don't overlook it. Write to-day for full particulars—find out the reason why there's profit for the merchant handling

BRANTFORD ROOFING

made by the

BRANTFORD ROOFING CO., LTD. -:- **Brantford, Canada**

EASTERN AGENTS—Branch office and warehouse, 9 Place D'Youville, Montreal, Que.
WESTERN CANADA—Warehouse, 117 Market Street, Winnipeg, Man.

GLASS

of Every Description for Buildings

Our Leaded Art Glass is of the highest grade manufactured. Being the largest manufacturers of this line in Canada we can also give you the lowest price consistent with high quality

If you have not already received a copy of our 132 page catalogue, we would be pleased to send one.

HOBBS MANUFACTURING CO. LIMITED

OFFICES AND FACTORIES

London Toronto Winnipeg Montreal

SELL THE 100% PURE PAINT

IT Brings Buyers Back

No matter how hard you try to please your customer, *Mr. Paint Man,* nor how accommodating and courteous you are, if the paint you sell does not meet his requirements, does not give him perfect satisfaction, he will forget your smile, your accommodation and your funny story.

His disappointment will over-shadow all the efforts you made to jolly him along and he will think only of his misplaced confidence.

There is only one thing that will bring a buyer back — *that's satisfaction.* Satisfaction can only be insured by *quality.* —



MARTIN-SENOUR PAINT
100% PURE

brings buyers back — and it brings their friends also. Simplify your efforts to succeed by selling satisfaction — sell **Martin-Senour Paints,** and your business will be safe — there is not a possible chance to pick a flaw in the *Paint that's Pure.* Now is the time to decide. Will it be good value? — organized service? — a square deal? or — — "just Paint?"

THE MARTIN-SENOUR CO., Limited
Pioneers of Pure Paints

MONTREAL CHICAGO WINNIPEG LINCOLN

REMEMBER THIS



Every time you make a sale of DOUGALL VARNISH it means one more satisfied customer. No one will ever come back and say "I did not like that varnish you sold me" for DOUGALL Varnish always pleases.

We are experts in the manufacture of varnish, we make nothing else. Ours is the largest varnish factory in Canada and the reason for this is that our product is the best.

There is a DOUGALL VARNISH for every purpose and every one is guaranteed. They all belong to the same family.

THE VARNISH THAT LASTS LONGEST

The Dougall Varnish Company, Limited

305 Manufacturers Street, Montreal, Canada

J. S. N. DOUGALL, President

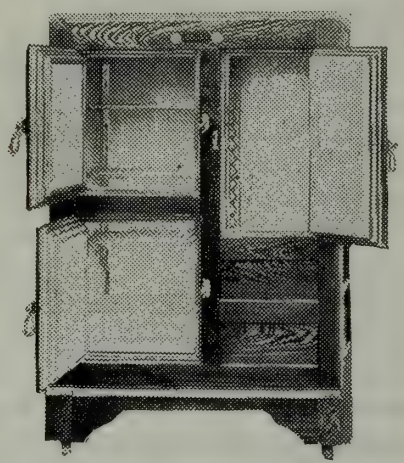
Associated with MURPHY VARNISH CO., U.S.A.

NOW Is The Time

that every progressive dealer should stock refrigerators. But when doing so he has to select a trade-winner that produces a reliable profit.

You cannot get better results than those produced by the

"BARNET" Refrigerator



Contains Many Good Selling Points

This is a refrigerator that has strictly up-to-date features — a refrigerator that has been endorsed by experts. It has been subjected to every practical test, and we know that it is the choice of those who want the best.

Other dealers are reaping splendid profits—why don't you? Investigate at once.

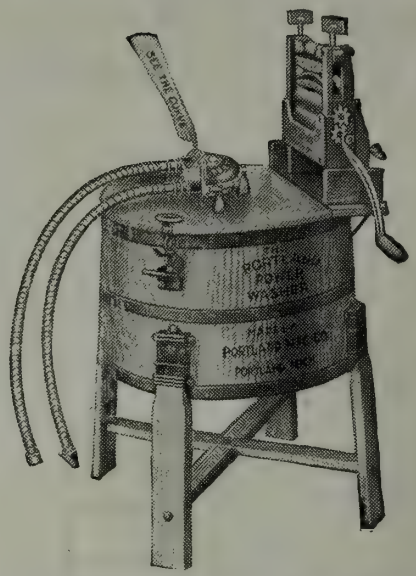
Write us to-day for catalogue. Study it. Then you will realize **"BARNET" superiority.**

The Barnet Manufacturing Co.

LIMITED

Renfrew, Ont.

FROM STOCK



Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

The Portland is a trouble-less washer—it relieves all washer worries.

Made complete in our own factories—washer, motor, and furniture finished tub.

If you're looking for a quality washer that's really worth while get after your hardware jobber, or write direct to us.

SOLE CANADIAN AGENTS

HENDERSON & RICHARDSON

Formerly J. A. HENDERSON

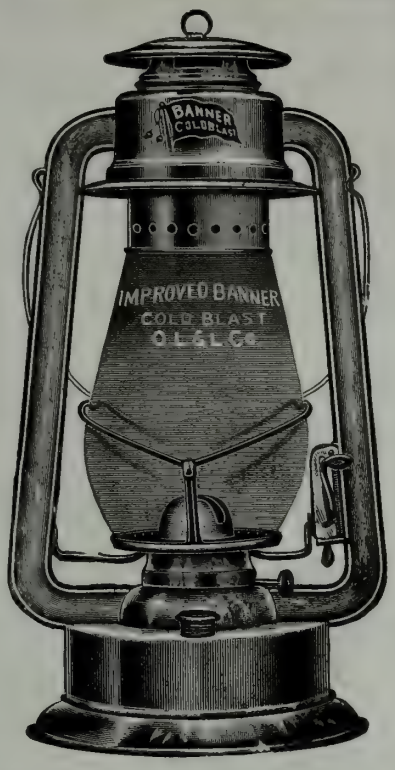
Board of Trade Building, MONTREAL

PORTLAND MFG. CO., - Portland, Mich.

The Largest Manufacturers of Washing Machines in the World

BANNER
TRADE MARK.

Make Your Decision Now



ORDER

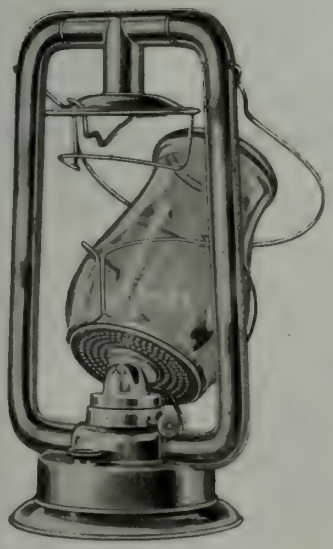
"BANNER" COLD BLAST LANTERNS

Exclusive features sell them.

Splendid service sustains the demand.

"CLIMAX" TILT LANTERN
HOT BLAST

For a low-priced lantern is unequalled.



The workmanship and material show exceptional value.

Ontario Lantern & Lamp Co.
LIMITED

Hamilton - - Ontario

Branches:

MONTREAL, P.Q.,
30 St. Dizier Street

WINNIPEG, MAN.,
56 Albert Street



THE GOODWILL OF THE WOMEN

is your most valuable asset. Why not cultivate it?

Tell your customers about

LACQUERET
TRADE MARK
HOUSEHOLD LACQUER

The wonderful, transparent lacquer, that gives new life and renewed good looks to old woodwork and furniture.

"Lacqueret" is easy to apply, very durable, dries rapidly and is thoroughly sanitary.

A trial order of "Lacqueret" is a sure guarantee of a profitable repeat business.

Our forceful consumer advertising creates a vigorous demand for "Lacqueret."

Write for particulars.

All International Products are sold in cans containing full Imperial Measure.

INTERNATIONAL VARNISH CO.
LIMITED

TORONTO WINNIPEG

Canadian Factory of Standard Varnish Works

NEW YORK CHICAGO LONDON
BERLIN BRUSSELS MELBOURNE

Largest in the world and first to establish definite standards of quality

L72

D. PERES' Barrel Brand RAZORS



BARBERS KING

Are favored by Barbers and Gentlemen who look for quality. Best line for dealers to handle with a big profit.

BIG STOCK ON HAND ORDER NOW

Canadian Agents: GREEFF-BREDT & CO., TORONTO Western Office: Feilman, Gibson & Jardine, 222 Portage Ave. Winnipeg. Montreal Office: H. J. Stafford, 426 King's Hall

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL



You can procure an entirely different profit

by being an agent for

"MULE-HIDE" ROOFING

(NOT A KICK IN A MILLION FEET)

We not only help you to sell this product, we help you to sell other goods. We CAN increase your business 25% to 50%.

Let us prove this claim. COMMUNICATE WITH US NOW AND GET OUR PROPOSITION. A post card will bring it by return mail.

The Dominion Roofing Company, Limited

31-33 FRONT STREET EAST, TORONTO

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

MYERS
PUMPS

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARNDOOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MYERS."

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet Brand"

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

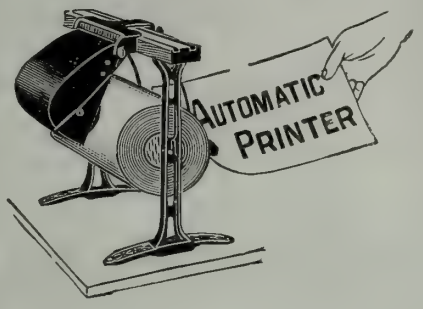
Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB
St. Nicholas Bldg. - Montreal

MAKE YOUR PARCELS ADVERTISE YOU



You can make each parcel that goes out of your store advertise you. The advertisement will go into many houses where you could not otherwise get it and will identify your name with quality and satisfaction that the purchaser gets from your goods.

The Automatic Printing Device prints the advertisement on the wrapper by the action of unrolling the paper No extra work. No trouble.

Write for our Leaflet which describes the details and advantages of this valuable device and gives you prices.

UTILITIES LIMITED
73 Bank of Ottawa Bldg., - MONTREAL

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO.
LIMITED
GUELPH, ONT.

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

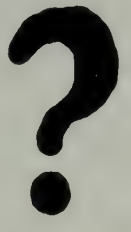
Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.



NO MAN HAS ANY RIGHT

to offer an opinion on a subject upon which he is not qualified to speak.

What Do You Know about ERMALINE Paper Bags



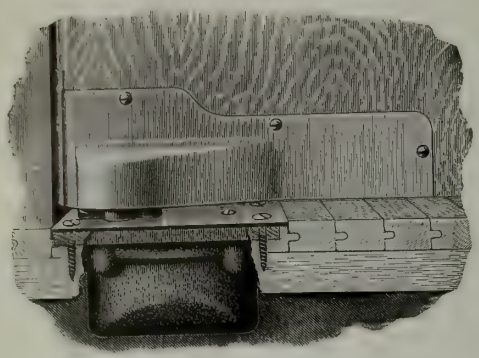
A large number of hardwaremen are doing a steady trade in Ermaline Cooking Bags. You can do the same, for once your customers try this new system they will want Ermaline Bags all the time.

TRY IT YOURSELF

It will not cost you anything, and it will be one step taken that you will never regret.

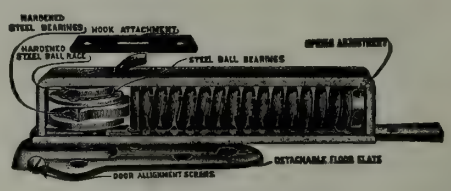
Ask your jobber for free samples, or write to

Edward Lloyd Limited
508 Eastern Township Bank Bldg.
MONTREAL



Standard DOUBLE ACTING SPRING FLOOR HINGES

It is a door check and hinge combined.
It automatically closes the door without a slam.
It prevents children from being knocked down.
It prevents injury to hands if caught when door is closing.
It stops door exactly at center.
It holds door open automatically when desired.
It renders the action of door absolutely noiseless.
It will outwear three of the spring hinges now in common use.



REGULAR KIND

Patented—Canada, February 20, 1912.
" —United States, October 31, 1911.

THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

WASH BOILERS That Will Prove Rapid Sellers



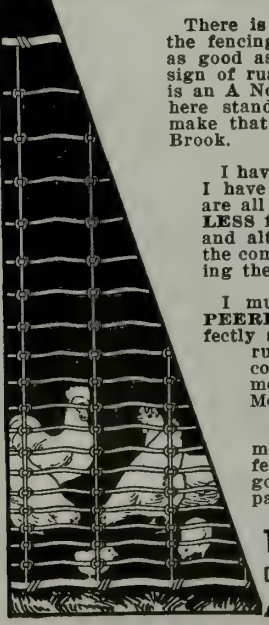
These boilers are positively hand made from start to finish.
Each one has a heavy steel wire rod which assures strength and durability.
All seams are carefully soldered. We make all grades of Copper, Tin and Galvanized ware, each guaranteed to give the buyer his money's worth.
Write for catalog on all our lines—our prices will interest you.

SOREN BROS., Cor. King & Niagara Sts., Toronto

Why Not Sell the BEST Fence?

When you sell a fence your customer holds *you* responsible for its quality—not the maker. So why not sell the fence that will satisfy your customers and bring them back for more? Read what some dealers have to say about the

Peerless Fence Saves Expense



There is no fault to find with your fence. the fencing I put up four years ago is just as good as the day I put it up, showing no sign of rust and giving good satisfaction. It is an A No. 1 Fence. The **PEERLESS** around here stands the test better than any other make that I have seen.—John Mason, Spring Brook.

I have been well pleased with all the wire I have received from you. My customers are all highly pleased with all the **PEERLESS** fencing they have received from me, and although opposition is very strong in the community, **PEERLESS** Fencing is taking the lead.—Wm. F. Mills, Wheatley.

I must honestly confess I have found **PEERLESS** Fencing, once stretched, perfectly satisfactory. I have never seen any rust on it yet, nor have I received one complaint from the many different men I have sold wire to.—J. H. Craig, Metcalfe.

We manufacture farm and ornamental gates, lawn, farm and poultry fences of a quality that will build up good business for you. Write for particulars.

The Banwell-Hoxie Wire Fence Co., Ltd.
Dept. A.K. HAMILTON, ONT. WINNIPEG, MAN

Not an Enterprise for the "Quitter"

"If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom

"He must know before he begins it that he must spend money—lots of it.

"Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

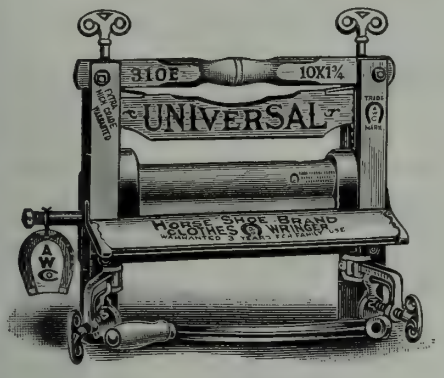
"Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

NEW LINE

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs Enclosed Cog Wheels



Packed 3 in a case

PLAIN BEARINGS

No. 310E— - - - - Rolls, 10 x 1¾ inches
No. 311E— - - - - Rolls, 11 x 1¾ inches

STEEL BALL BEARINGS

No. 317E— - - - - Rolls, 10 x 1¾ inches
No. 318E— - - - - Rolls, 11 x 1¾ inches

SAME STYLE MADE IN FOLDING BENCH

SEND FOR CATALOGUE "F"

THE AMERICAN WRINGER COMPANY

99 CHAMBERS STREET, NEW YORK

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Original Patentees and Manufacturers of

CARTLAND'S PATENT HELICAL, CLIMAX, AND RELIABLE DOOR SPRINGS

DOUBLE ACTION



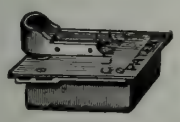
5753 IRON
3 in..... 4/3
4 " 6/-
5 " 8/6

5754 BRASS
3 in..... 6/9
4 " 10/-
5 " 14/-
per pair.

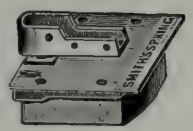


5355 IRON
4 in..... 23/6
5 " 32/-
6 " 40/-

5356 BRASS
4 in..... 40/-
5 " 53/-
6 " 65/-
per dozen.



2401
With 2 in. Shoe,
18/- each.



2860
With 2 in Shoe,
20/- each.

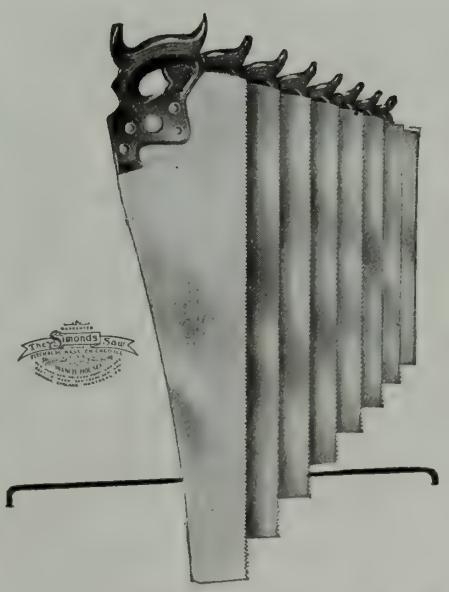
Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to Wholesale Hardware Merchants.



"I Tell You It's A Great Saw"

SIMONDS SAWS

A good line of **Simonds Saws** will be appreciated by your Carpenter customers. The goods give satisfaction and make for you a clear profit. Order a few from our catalog.

Simonds Canada Saw Co., Limited

Montreal, P.Q. St. John, N.B. Vancouver, B.C.

In the U.S.—The Simonds Mfg. Co.

OPPORTUNITY

SUN	MON	TUE	WED	THU	FRI	SAT
★	★	★	S	T	A	R
H	A	C	K	S	A	W
B	L	A	D	E	S	-
Q	U	A	L	I	T	Y
B	L	A	D	E	S	★

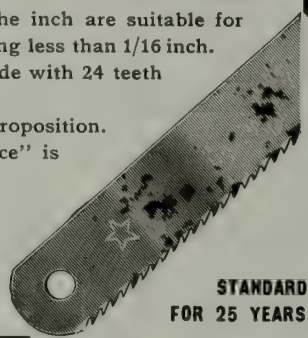
A NEW MONTH ON THE CALENDAR

and there's a new and pleasant experience waiting for the man who never has used

STAR HACK SAW BLADES

The dealer who stocks Star Hack Saw Blades will be able to meet all demands without the necessity of carrying a stock of blades of varying widths and number of teeth to the inch.

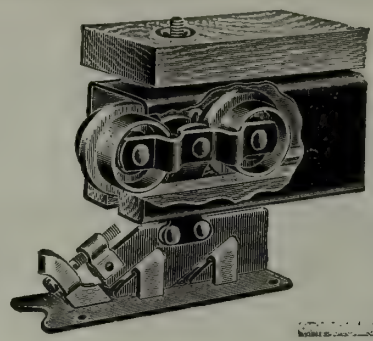
Star blades with 14 teeth to the inch are suitable for every class of work except tubing less than 1/16 inch. For such work we use Star Blade with 24 teeth to the inch.
Write us for our interesting proposition. Our FREE book "Tool Practice" is worth while sending for.



Millers Falls Co.

28 Warren St. New York

STANDARD FOR 25 YEARS



Richards Royal

House Door Hanger is recognized by dealers as the leader in house door hanger construction.

Live dealers sell RICHARDS ROYAL for the satisfaction and profit it brings.

Are you getting this profit?

Richards-Wilcox

MANUFACTURING CO.
AURORA, ILL. U.S.A.

Door Hangers and Hardware Specialties



The talk of satisfied customers is bound to make business grow if you specify

CANE'S WASHBOARDS

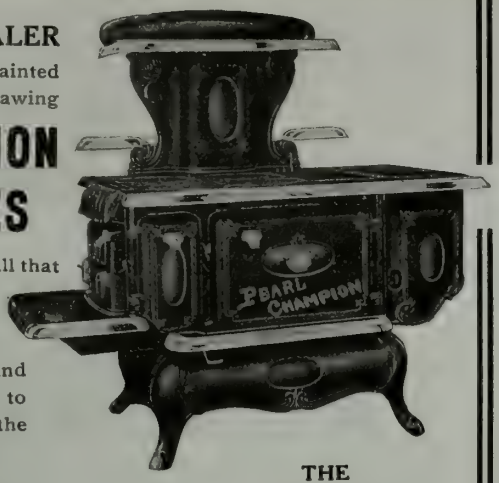
They stand in a class by themselves for neat construction, quality and durability. Why is this? Because we take pride in manufacturing from the finest grade material which gives your customers the best value for their money and assures perfect satisfaction.

We manufacture washboards in thirteen different styles and grades to suit every demand. ***Write for catalog on "CANE'S WASHDAY WOODENWARE"***

The Wm. Cane & Sons Co. Ltd., Newmarket, Ont.

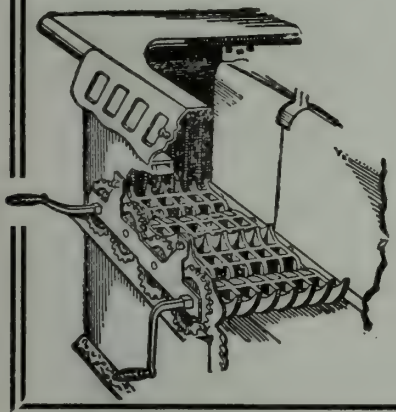
EVERY DEALER
should get acquainted with our trade-drawing

CHAMPION RANGES



They represent all that is best in material, design and workmanship, and are guaranteed to satisfy both the dealer and user.

THE
CHAMPION GRATE



is found only on this high grade range. It is the utmost insurance of **Fuel Economy,** and produces the best possible results.

Write now for Descriptive Catalog.

D. J. BARKER & CO.
PICTON, ONTARIO

"Where Quality Counts"

Our Up-to-date Restaurant Urns



The quality and attractiveness of our URNS have put them in the foremost places in the finest Restaurants and Hotels in the country.

They are guaranteed to be satisfactory and bring the best results.

Our URNS are not expensive—you will have a quick seller and a reasonable profit.

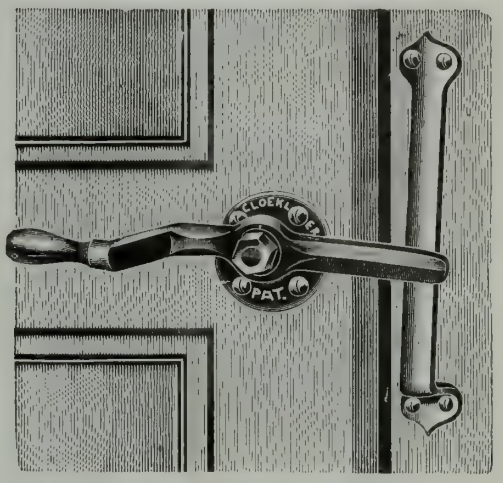
Write for our proposition.

THE
BUFFALO MFG.
COMPANY
Buffalo, N.Y.

Canadian Representatives:
H. F. McIntosh & Co.,
28 Toronto St., Toronto

Gloekler's Patent FASTENERS

For Refrigerator Doors and Cold Storage Work

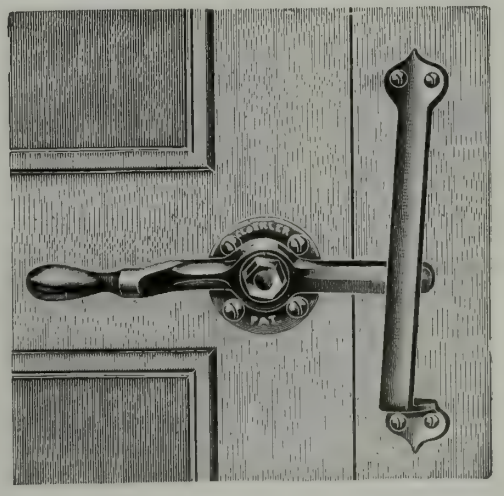


SHOWING DOOR OPEN

Simple and Easy to Operate
EASY TO SELL

These fasteners are heavy and substantially constructed and are specially adapted for heavy work. They will last a lifetime. You are certain to have calls for these, stock a few and be prepared—**don't miss a sale.**

We also make a line of Spring Fasteners, Hinges, etc., in tinned, brass and nickel plated.



SHOWING DOOR FORCED SHUT

Write for descriptive circulars and price list

Bernard Gloekler Co.
Pittsburgh, Pa. U.S.A.

Write to-day for a

New Torrey Honing Strop

It is yours

Absolutely Free

EVERY dealer who has not already received one of our strops free should write for one to-day. It is the greatest advance in strop making in many years—the result of half-a-century of experience. The New Torrey Strop will keep a razor in perfect condition—so it will always give you a close, clean, comfortable shave.

So you will know by experience how good the New Torrey Honing Strop is—so you can tell your customers how perfectly it keeps a razor—tell us the name of your jobber and we will send you a strop absolutely free, except for duty.

Write for it to-day, to Worcester.

J. R. TORREY & CO.

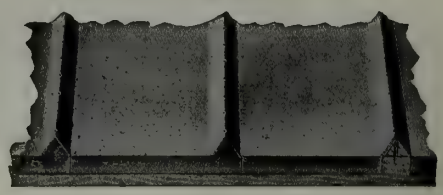
Dept. F **Worcester, Mass.**

Sole Canadian Representatives:
Henderson & Richardson, Board of Trade Bldg., Montreal
Formerly J. A. Henderson

Hustling Hardwaremen

are selling

3. V. Crimp Roofing



because they are proud of its appearance and know their customers will always get value.

Our literature gives reasons and prices.

Winnipeg Ceiling and Roofing Company

P.O. Box 2186 H. - WINNIPEG, MAN.

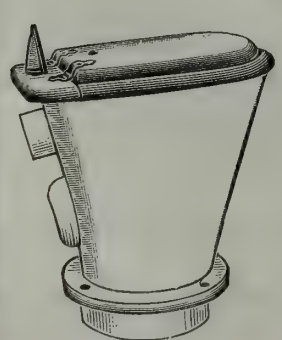
Are You A Contractor?

Do you know that the "Red Cross" Closets are what you want for those new schools you are going to build this summer!

These closets are made **especially** for **Schools, Hotels** and **Public Buildings,** are **guaranteed odorless at all times** if installed as we direct. They are indorsed by all inspectors, contractors and medical men who have seen them. **Your** new schools are not complete without them. They may be installed in basement of schools. No need of running outside to filthy closets in all kinds of weather.

Write for catalogue of our "Special School System"

TO



RED CROSS Sanitary Appliance Co.

GRIMSBY, ONT.

WESTERN AGENT:
F. E. CHAPMAN
240 Chambers of Commerce,
Winnipeg, - Man.

B.C. AGENT:
R. HARRIS & CO. Ltd.
1107 Langley St.
Victoria B.C.

"Try Us for Service and Quality"

We carry a large stock of

Wholesale Plumbers' Supplies,

from which we can make immediate shipments.

Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.

WINNIPEG.

LONDON
HIGH GRADE

Never Varies in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.,
LONDON - - CANADA

Sales Agents, Ontario, Baines & Peckover, Toronto. Manitoba, Bissett & Loucks, Ltd., Winnipeg.

BAR IRON

Look For This Trade Mark





Then Buy The "White" Mop Wringer







WHITE MOP WRINGER CO.
FULTONVILLE, N.Y.

We both lose money if YOU are not a FORD dealer



We are spending large amounts of money to help you sell Ford Auger Bits. Our magazine advertising, together with our personal letters to carpenters, electricians, mechanics, etc., reach practically every Auger Bit user in the country.

We're telling them why they should use **FORD** Bits — just wherein they're superior to all others, showing how better results are obtained through their use, and asking them to call for FORD Bits by name.

We need YOU— we want YOU

You'll find FORD Bits easy and profitable to handle, because our advertising makes sales easy and the lasting satisfaction that every **FORD BIT** gives makes each sale profitable. A Ford buyer is a steady customer.

You run no risk in handling Ford Bits—each one is thoroughly guaranteed—guaranteed on a money-back basis.

You can help us—we can and will help you.

Let's get together.

We'll promptly send you samples, catalog and name of nearest jobber.

FORD AUGER BIT CO.,
Holyoke, Mass.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

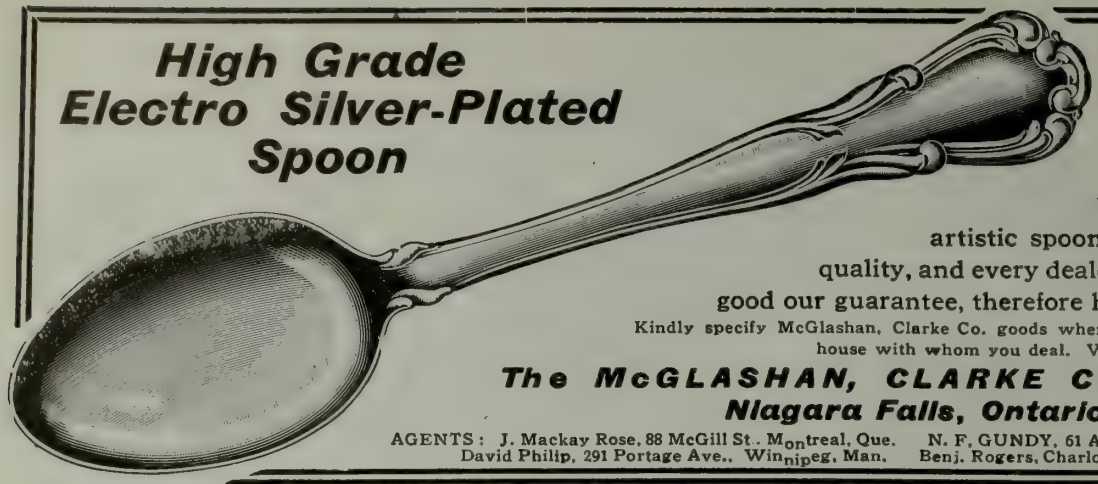
JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

High Grade Electro Silver-Plated Spoon



PLEASE YOUR CUSTOMERS

by selling them this artistic spoon. It has a guaranteed quality, and every dealer is authorized to make good our guarantee, therefore he runs no risk.

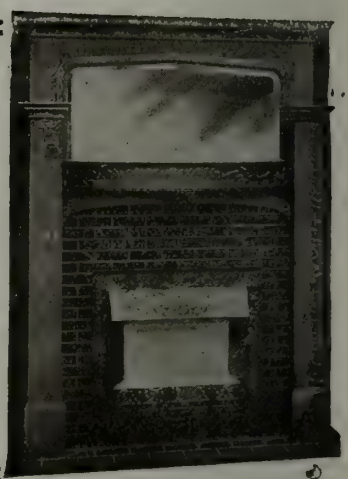
Kindly specify McGlashan, Clarke Co. goods when ordering from the wholesale house with whom you deal. WRITE AT ONCE.

The McGLASHAN, CLARKE CO., Limited,
Niagara Falls, Ontario

AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto. Ont.
David Philip, 291 Portage Ave., Winnipeg, Man. Benj. Rogers, Charlottetown, P.E.I.

Dealers!

HERE'S YOUR CHANCE TO MAKE A SPLASH.



This Mantel or any of our "70" different designs, fitted with our Electric Grate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

Write for the "dope"—Your contractors will fall for it.
Don't forget—We have the best line of Gas and Coal Grates in the country.

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"



YOUR sales will be materially increased by handling the Aylmer Metallic Ring Sprayer, the best hand pump made in Canada. No soft packing to give you trouble, a pump that gives perfect satisfaction to your customer in every instance.

Write for Prices and Discounts.

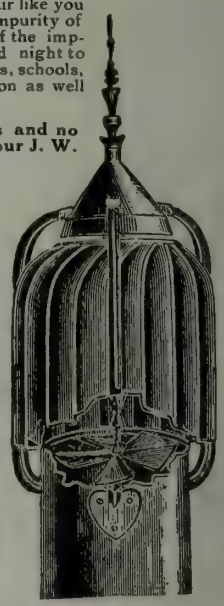
The Aylmer Pump & Scale Co., Limited

AYLMER, :: ONTARIO

A Common Sense Talk

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night. Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

House Building is a Science Nowadays and no Building is Complete Without one of our J. W. Harris Ventilators.



THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building, either as to size or as to quality of material.

MONTREAL, Dec. 4th, 1905

MESSRS. J. W. HARRIS MFG. CO., Ltd.
City

DEAR SIRS,—
In answer to your letter of the 25th ult.. I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,
W. CHAMPAGNE,
191 St. Paul St.

Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal



There's a Big Demand Among Miners and Sportsmen

for a lamp that gives high lighting efficiency at low cost and that will stand up under long hard service with minimum of breakage or loss of parts.

Maple City Acetylene Lamps

fill this demand. They have many strong selling features to be found in no other acetylene lamps and every lamp is thoroughly guaranteed. Our broad advertising campaign is creating a specific demand for Maple City Lamps that you can easily turn to profits. *Write to-day for our special Selling Proposition.*

MAPLE CITY MANUFACTURING CO.

MONMOUTH, ILLINOIS, U. S. A.



Famous Red Jacket "So-Easy-to-Fix" Pumps

Made by RED JACKET MFG. CO., Davenport, Iowa

The quality line of pumps. The line of *exclusive features.* Made *right*, in the most modern pump plant in United States or Canada.

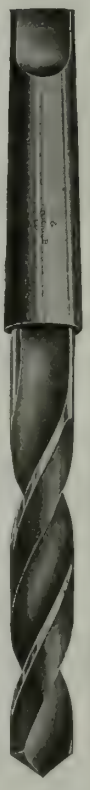
"So-Easy-to-Fix." So Easy to Work.

If you want to give your customers the very best, and strengthen your reputation as a dealer of *quality goods*, investigate this line. Drop a postcard to the nearest of these jobbers. Ask about an exclusive agency contract.

ROSS BROS. Ltd., EDMONTON | **CANADIAN FAIRBANKS-MORSE CO.,** WINNIPEG - - - SASKATOON | **METALS Ltd.,** CALGARY







Long Service Is A Natural Result Of The "Twisted-While-Hot" Process

It must be annoying to the average drill user to have drills made from well-known brands of steel fall down on the job. He wants efficiency and can't get it because it's milled or ground away in the process of manufacture.

"Hercules" High Speed Twisted Drills

are made from a High Percentage Vanadium High Speed Steel under the only "twisted-while-hot" process that retains all the strength of the steel in the finished drill. The grain of the steel is undisturbed, insuring longer edge-holding and greater resistance to the strains of the metals having different degrees of hardness.

The taper shanks, usually one size larger than ordinary, prevent tag troubles and give a greater driving power because the drill fits into the chuck firmly and in the center.

Your jobber will supply them or you can send order direct. Send for Catalog 74-B.

TRADE W&B MARK

Tools of Quality Bear These Marks

TRADE W B MARK

The Whitman & Barnes Mfg. Co.

Established 1854 — ST. CATHARINES, ONT.

STOCKS CARRIED AT WINNIPEG AND MONTREAL

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES

These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.
We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars

THE LAIDLAW BALE-TIE CO., LIMITED, - HAMILTON

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.





Celebrated KANGAROO Brand Tools

Made by Robert Sorby & Sons, Ltd.

Steel Tools of all kinds for all trades. Made from the best Sheffield Steel, by expert workmen.



Kangaroo Brand Tools will always give satisfaction to the users and a good profit to the retailer. Lists and prices from



ROBERT SORBY & SONS, Ltd., Sheffield, England

CANADIAN REPRESENTATIVE

GEO. H. SAYWELL, Hammond Bldg., 61-3 Albert St., Winnipeg

also Agents at—TORONTO, CALGARY, VANCOUVER, SASKATOON



Open Ring Cow Ties

ELECTRIC SWELL WELD CHAIN



Closed Ring Cow Ties

25% more { WELD STRENGTH WEAR } { MADE IN CANADA AND SOLD BY JOBBERS } **25% more** { ORDERS SALES PROFITS }

Made by

Office: BUFFALO, N.Y.

McKinnon Chain Company

Factory: ST. CATHARINES, ONT.

GET YOUR TRADE ACQUAINTED WITH THE

FAULTLESS LADDER



This is a ladder upon which every user can absolutely depend, as it is strongly and substantially built.

It is made from clear stock and has wide steps, strong galvanized steel ears rivetted to the top and bottom.

Has iron rod under each step, having a galvanized steel washer at each end of sufficient size to cover the nails and hold the step, thereby preventing them from working out as is often the case.

Equipped with **BOYER'S FAULTLESS LOCK.**

Made regularly 4 to 10 feet, and extra heavy 10 to 16 feet.

GET OUR COMPLETE CATALOG AND PRICES AT ONCE.

The Stratford Mfg. Co., Limited
STRATFORD, - CANADA

Why Buy the "Near Brand" when the Best is Procurable?

THE L. MARTIN CO.'S
Old Standard, Eagle, Pyramid and Globe

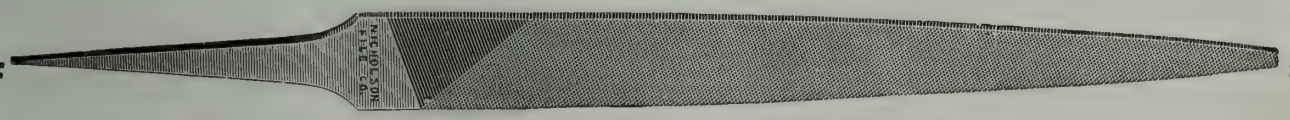
GERMANTOWN LAMPBLACK
IS THE BEST
AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.
Manufacturers of the
Highest Standard Lampblacks
for all purposes
ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.



Nicholson-made Files are the Standard of File Quality

The entire output of the Nicholson File Company in 1864 was 100 dozen per day. At the present time 16,000 dozen Nicholson-made Files are sold every day and shipped to all parts of the civilized world. Unvarying good quality, coupled with progressive methods and strict specialization, is the cause.

In Canada these are the well-known factory brands made by the Nicholson File Company:—

"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McCLELLAN" "KEARNEY & FOOT" "J.B.SMITH"

Nearly every file user in Canada has a preference for one or more of these lines above all others. You can stake your reputation upon their absolutely uniform and satisfactory quality.

YOUR JOBBER KNOWS!

Nicholson File Co., - - Port Hope, Ont.







GIVES SATISFACTION WHERE ALL OTHER METALS FAIL

SOLD BY LEADING DEALERS EVERYWHERE OR BY

MAGNOLIA METAL COMPANY

OFFICE AND FACTORY: 225 ST. AMBROISE STREET, MONTREAL

Reap Good Profits



This rifle is excellently finished—the working parts are made of the strongest and most durable metal, and can be easily kept in order.

and retain your good reputation by selling rifles that create enthusiasm among old and young users through their accuracy, balance and dependability. When it comes to delivering the goods, the

HAMILTON 22 CALIBER RIFLES

have no equal, and they sell at a price that appeals to every buyer, assuring quick sales for the dealer. Write us for circulars and prices.

For Sale by All Jobbers

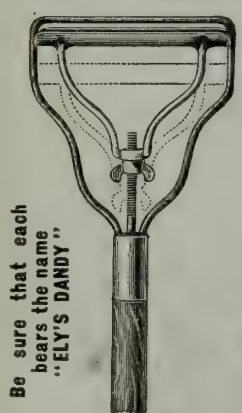
C. J. Hamilton & Son, Plymouth Mich.

ELY'S JANITOR MOP

No. 8 for men

No. 21 for women

Others are not just as good



Be sure that each bears the name "ELY'S DANDY"

ELY'S DANDY

Mop Wringer and Bucket

COMBINED

Others are not just as good.

Be sure that each bears the name ELY'S DANDY

Made in three sizes, 10 qt., 14 qt. and 22 qt.; guides, posts and step of malleable iron; lever of wrought iron, finished in black enamel; cedar buckets, three hardwood rolls. The most popular mop wringer on the market.



THEO. J. ELY MFG. CO.

ERIE, PA.

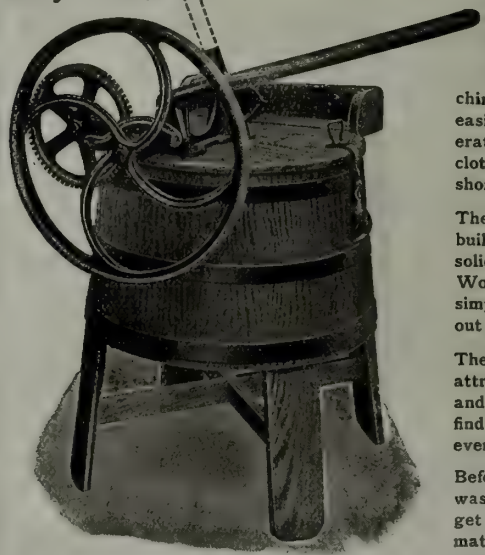
Get our catalogue of Mop Sticks, Mop Wringers, Brush Holders, Carpet Beaters, Broom Holders, Etc.

"THERMO"

The Washer

That makes the Washday Bright

Easy to Sell



Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial, Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices. Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON, CANADA

Edwin Schofield (Eastern Agent), Canadian Express Bldg., Montreal; F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE 

MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

Copper Sheets

M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

TORONTO

BEAR BRAND LAMP BLACKS

Whenever you see this mark on LAMP BLACK there is ABSOLUTE PURITY

We are the largest manufacturers of LAMP BLACKS, IVORY BLACKS, BONE BLACKS, DROP BLACKS, MINERAL BLACKS and CEMENT BLACKS in the world.

This has been entirely due to the CONSISTENT HIGH QUALITY of our products.

WRITE FOR SAMPLES AND PRICES.

SOLD BY MOST WHOLESALE HOUSES.

WILCKES MARTIN WILCKES CO.

NEW YORK, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.

1 Lb. Germantown Lamp Black



STEP LADDERS

4 TO 12 FEET

The Best Ladder at the price.
Clear Norway pine sides.
Hardwood Steps --- malleable iron clamp.

We also make
Curtain Stretchers, 3 styles.
Tub Stands, Clothes Bars,
Ironing Boards, Etc.

Send for catalogue

OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE - - ONT.

ARE YOU ALIVE

To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for **you?** Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
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5c. extra if box number is desired.

Hardware and Metal
TORONTO - MONTREAL - WINNIPEG

Cap Screws, Set Screws, Studs
Special Milled Work
Gold Pressed Nuts

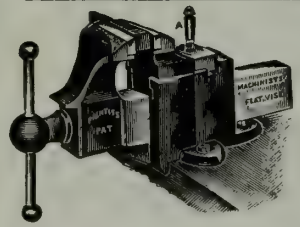
Uniform Product, Accurately Machined

Canada Foundry Company

LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

Do Not Be Misled by Inferior Imitations.



There is but one

PRENTISS VISE

Made by

Prentiss Vise Company

Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

Sole Agents for Canada: A. Macfarlane & Co., Coristine Bldg., Montreal.
Sole Agents for Great Britain: Chas. Neat & Co., 112 Queen Victoria St., London, E. C.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

THE R. McDOUGALL CO., Limited

GALT, CANADA

BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.

HAMILTON, ONT.

MR. DEALER:

Buy Pliers that sell, **UTICA** are the highest grade Pliers made, and are in great demand throughout the **Country.** They do not lie on your shelves, but bring you business. Try them.

Every tool stamped "Utica" is guaranteed to give entire satisfaction or money back.

UTICA DROP FORGE & TOOL CO.
UTICA, N.Y.
SOLE CANADIAN AGENTS
SMITH HARDWARE CO., Ltd., 240 Lemoine St., MONTREAL

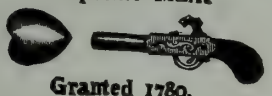


ACME CAN OPENER

The best can opener made, opens round and square tins of any size. All metal parts nickel-plated blades tempered steel.

SMITH HARDWARE CO., LTD.
240 LEMOINE ST.
MONTREAL

Corporate Mark



STAMPED ON THE GENUINE ARTICLE

Granted 1780.

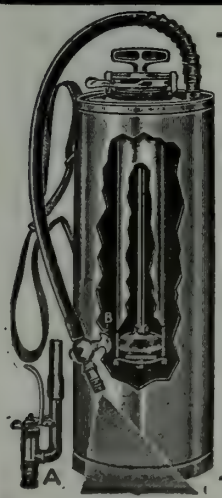
Jonathan Crookes & Son
Sheffield, England
PEN, POCKET & SPORTING KNIVES, RAZORS, &c.
For Sale by Leading Wholesale Houses

SCREW AND STRAP HINGES
for Barn Doors, Gates, etc.
Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

NUTS
We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.
Send us your orders



LONDON, CANADA

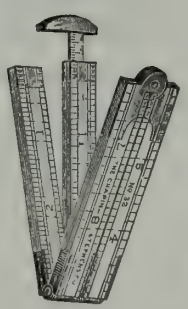


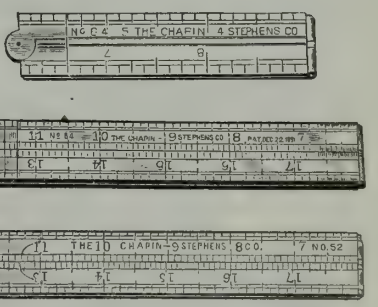
POTATO BUGS

will be at work shortly. We claim to have the most convenient **HAND SPRAYER** for applying Paris Green that is on the market—at the price. It is Automatic (Compressed-Air) light, easily handled, does the work quickly and well, saves material and is cheap.

Every Farmer and Potato Grower needs one. You should have it in stock.

CAVERS BROS., Manufacturers
GALT, ONTARIO





Rules

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

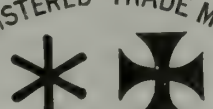
JOSEPH RODGERS & SONS
SHEFFIELD, ENG. **LIMITED**

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

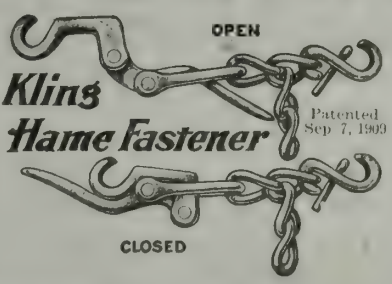


GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

No Horse Can Break the



makes no difference how he lunges, jumps or jerks. No difference who hitches up, the hames will be tight and exert the same pressure every day. So good that we guarantee it and authorize you to refund the price to any dissatisfied user. Sells for 25c. but leaves you a profit of 50 per cent., or $1 on every dozen. Costs you $2 a dozen. See "Kling" on the lever. Descriptive circular on request.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.
Sole manufacturers of the Klingsnap and Kling Hame Fastener.
D. C. Ross & Co., 56 Colborne Street, Toronto, Ont.
Canadian Distributing Agents

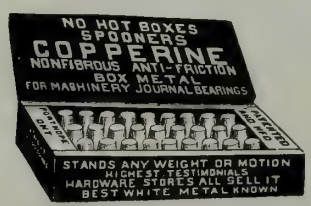
DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.



BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies
Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, - QUEBEC

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ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

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PRIEST'S CLIPPERS



THAT'S SUFFICIENT.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

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Surprise Horse and Cattle Pokes

The only poke that will stop horses from jumping. Made at Perth, Ont., by

James & Reid
ASK YOUR JOBBER



EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES

Raymond Bros., London, Ont.

IRON.

PIG IRON
STEEL PLATES, BARS and ANGLES
BAR IRON
David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
St. Nicholas Bldg., Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

PLOW CASTINGS.

Castings of all Kinds.

Write us for our list of Plow Castings.

The Hilborn Co., Ayr, Ontario.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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ATLAS STRAP HINGE

Guaranteed stronger than any other strap hinge made from basic wire of the best quality. Japan finish. Large profit for you.
Write for Samples and Prices.
Atlas Mfg. Co., 121 Water St., New Haven, Conn.

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COLLINS SPRAYERS=SATISFIED CUSTOMERS

The Collins line of sprayers for this year is the best yet offered. We have found some small improvements could be made, especially in finish, and have also lowered the price, with the intention of making larger sales but smaller profits. We are aiming at doubling last year's output. Our three largest sellers are our Three-gallon Compressed Air Sprayer, our Crown and Gem Sprayers. Write for Catalogue and Prices. For Sale by Leading Jobbers or

THE COLLINS MFG. CO., TORONTO

WE MAKE A SPECIALTY OF

WIRE SPRINGS

for COMPRESSION and EXTENSION.

James Steele, Limited, Guelph

Pease Economy Furnaces

WRITE FOR CATALOGUE AND PRICES

PEASE WALDON CO., LIMITED, WINNIPEG · PEASE FOUNDRY COMPANY LIMITED, TORONTO · PEASE PACIFIC FOUNDRY LIMITED, VANCOUVER

Send For Our New Catalog

Most complete line of

SCREW DRIVERS AND SMALL TOOLS

PIONEER TOOLS

The Southington Mfg. Co., - Southington, Conn.

TOOL HOLDERS.



AN ARMSTRONG BORING TOOL is always ready for use. Should be on every lathe. Saves all forging 70% Grinding; 90 % tool steel. Write for Catalog.

ARMSTRONG BROS. TOOL CO. 106 N. Francisco Ave. CHICAGO, U. S. A.



J. A. HENCKELS TWINWORKS CUTLERY



Pocket Knives, Scissors, Razors, Butchers' and Cooks' Knives, etc.

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Malleable Iron Castings

for Carriages and Special Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



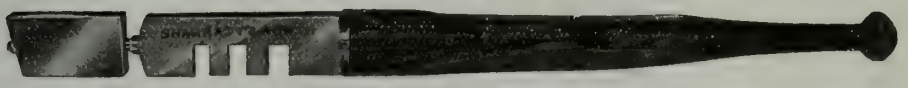
Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.



Reproduction of

NEW SEYMOUR SHOW CARD

12-in. by 15-in., in Handsome Colors.

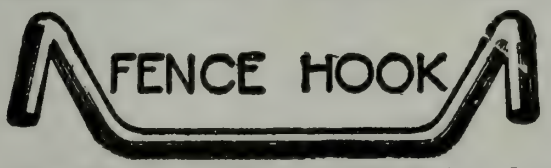
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE. OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"ACME" are the strongest and sharpest low-priced Shears and Scissors on the market.

Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?

Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.

Special Representatives, Wiebusch & Hilger, Ltd., New York City.

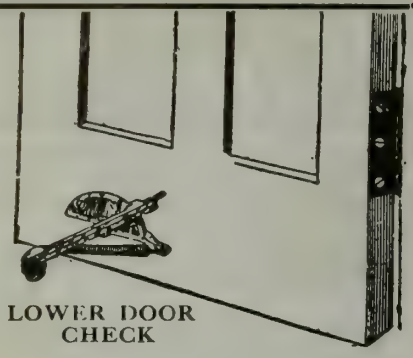
MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high-priced shears with "Acme" shears and scissors and watch the gratifying results.

Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.



The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

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LOWER DOOR CHECK

The "LE PAGE" Patent OIL DOOR CHECK and SPRING

is a marvel of simplicity and has a mechanical action that is perfect.

It is the only door check made without packing in its working parts, which assures absolute freedom from packing friction.

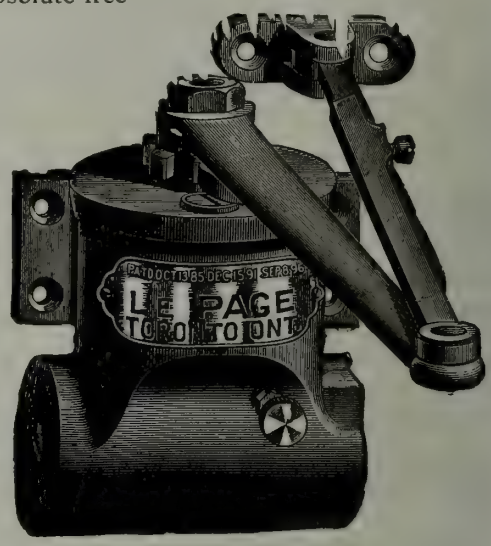
The door on which this device is used cannot slam, as the oil in the spring cup of the check forms a cushion, which keeps the door under perfect control and allows it to close quietly.

The spring tension is applied by means of the ratchet wheel on top; the checking power is controlled by the thumbscrew at the right.

The bearings are long and the spindle, with crank at lower end, is drop-forged from cold rolled steel.

Toronto public schools, Simpson's, Eaton's, etc., use this door check exclusively.

Write for circular and prices.



WM. KEATING

266 MACDONALD AVE. TORONTO

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ATKINS STERLING SAWS

MADE IN CANADA

THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

E. C. ATKINS & CO.,

MAKERS OF STERLING SAWS

HAMILTON, ONTARIO

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CAN WE HELP YOU

There are some hardware dealers living in this 20th Century who are still using 19th Century methods. They do not realize that Halifax is closer to Vancouver to-day than Montreal was to Toronto fifty years ago.

Twenty-five years ago it was a calamity for a merchant to lose a good clerk, for he knew it was practically impossible for him to get in touch with an experienced man. Such an idea as making a deal with a fellow hardware man a couple of hundred miles away either to buy a set of tinners' tools or to sell a second-hand counter or show case, did not seem practicable to even the most progressive hardware men. If a man wanted to sell his business he had to accept the highest price he could get from some one of his fellow townsmen, for no one else knew of the opportunity or had any means of finding out about it.

To-day the up-to-date dealer

CREATES HIS OPPORTUNITIES

He states his wants briefly in a "Hardware and Metal want ad." and in four days' time practically every hardware merchant, clerk, hardware manufacturer and traveler has read the proposition, and it seems reasonable that somewhere among the "blue noses" of the Maritimes or the pioneers of the boundless West someone will want just what he has to offer.

EVERY HARDWARE MERCHANT IN CANADA

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Is there not some article I would be better without if I could get a fair price for it? If you cannot get a fair price for it by appealing to the trade throughout Canada you had better sell it for scrap

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256 Pages **8x11 Inches** **300 Illustrations**

Price $2.50. (Payable in Advance)

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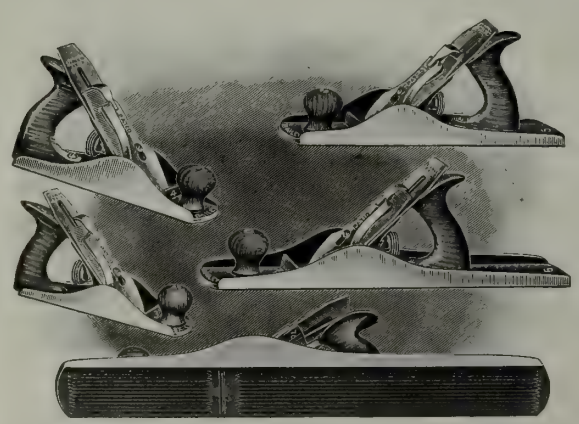


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IS

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DAVID MAXWELL & SONS **ST. MARY'S, ONT.**



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Always insist that your order be filled with Planes made by the **Stanley Rule & Level Company,** which carry with them a guarantee backed by a Company who have been manufacturing Carpenters' and Mechanics' Tools for over half a centuty.

These tools are now made at our Canadian Works.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

SHARE IN THE PROFITS

Everybody's doing it—doing what? KILLING FLIES

Just now there is a boom in fly exterminators, consequent upon the anti-fly campaign being inaugurated all over the country.



ARE YOU GETTING YOUR SHARE OF THIS BUSINESS?

Hamilton aims at becoming known as the "Flyless City," and if this hope is realized, it will be due in a large measure to the wholesale use of our Balloon Trap and Canada Killer.

The Balloon Trap is a far superior method to sticky fly papers or poison pads. It requires no attention, takes very little room, and is always in working order. It can be emptied in a few seconds by drowning the flies.

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Balloon Traps packed 1 doz. in a case.
Canada Killers packed 1 doz. in a case.

PROMPT SHIPMENTS GUARANTEED.

E. T. WRIGHT & CO.,
(H. G. WRIGHT)

HAMILTON, CANADA
Agencies at Vancouver, Winnipeg and Toronto



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TO HANDLE OUR COPPER COVERED STEEL CENTRE LIGHTNING ROD

The Oldest Established Business of this kind in Canada.

Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

WRITE TO-DAY FOR SAMPLES AND FULL PARTICULARS

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(Successors) Limited
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"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

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TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
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BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR JOBBER FOR

TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

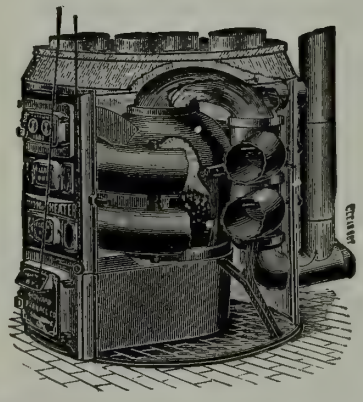
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All Sizes.

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CANADIAN HOWARD DOUBLE RADIATOR FURNACES

THE CHOICE OF MOST BUILDERS



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We employ only the most skilled mechanics and use only the best materials in the manufacture of this furnace.

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This is a mighty strong selling point. It means that the fence will stand up to the hardest usage from animals or the elements and still keep its height and shape unimpaired. And the fact that the strand wires do not have to be kinked, owing to the positive permanent grip of the lock, means that every wire will stand its full strain. The "Safelock" is absolutely the strongest wire fence made—you can sell it as such and the test of time will bear you out to the letter. There's good money in handling "SAFELOCK." Write us about the exclusive agency for your locality. Don't put it off—Write to-day,

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You can talk across the continent for two cents per word : : : with a Want Ad. in this paper. : : :

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CAST STEEL
BELL OR PLAIN FACE
NAIL HAMMERS
Pay Good Profits



These hammers are made from carefully selected material so as to completely satisfy every buyer.

Polished, white straight grain, swell pattern handle. Packed ½ dozen in a box.

Sell this hammer and you sell a **trade-winner.** Do not hesitate—write us now for sample.

Monarch Hardware Co.

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SOCLEAN has a wide circle of users, especially in the summer season, because dust is more prevalent and disease germs more harmful.

SOCLEAN

positively will absorb the dust and also thoroughly disinfect the place where it is used, besides leaving a fragrant odor and lessening labor on the part of the housewife. It is a profitable line for the dealer.

Put up in pails to sell at 25c., 50c. and $1.00.

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Ohio Foundry & Mfg. Co., Steubenville, O.

Fine Irons
Stover Mfg. Co., Freeport, Ill.

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont.

Flint Paper
London Emery Works, London, Eng.

Food Choppers
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.

Foot Warmers
Chicago Flexible Shaft Co., Chicago.

Forgings
Steel Co. of Canada, Limited, Hamilton.

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd, Hamilton.

Galvanized Iron
W. Gilbertson & Co., Ltd., Alex. Gibb, Montreal, Agent.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Glass
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
B. & S. H. Thompson & Co., Montreal.

Glass, Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass Paper
London Emery Works, London, Eng.

Glass, Wired
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto

Glaziers' Diamonds
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.

Grinding Machinery.
London Emery Works, London, Eng.

Grindstones
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.

Guns
Harrington & Richardson Arms Co. Worchester, Mass.
Tobin Arms Mfg. Co., Woodstock, Ont.
C. J. Hamilton & Son, Plymouth, Mich.

Hammers
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles
Still, J. H., Mfg. Co., St. Thomas.
W. C. Crawford Co., Tilbury.

Hardware, Metal Window.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.

Hay Unloading Tools
F. E. Myers & Bro., Ashland, Ohio.

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganaoque.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.

Hinges, Spring
Chicago Spring Butt Co., Chicago.
Standard Mfg. Co., Shelby, Ohio.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
St. Marys Wood Specialty Co., St. Marys.

Hooks
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.

Hoop Iron
The Steel Co. of Canada, Ltd., Hamilton.

Hoops—Steel and Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails
Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools
North Bros. Mfg Co., Philadelphia, Pa

Iron and Steel Bars
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton
London Rolling Mill Co., London.

Iron Pipe
Steel Co. of Canada, Ltd., Hamilton.
Canada Tube & Iron Co., Montreal.

Iron Pumps
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
Red Jacket Mfg. Co., Davenport, Iowa
F. E. Myers & Bro., Ashland, Ohio.

Knife Polish
London Emery Works, London, Eng.

Ladders
Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf
Hamilton Brass Mfg. Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Lamps, Acetylene
Maple City Mfg. Co., Monmouth, Ill.

Lampblack
The L. Martin Co., New York.
Wilckes Martin Wilckes Co., New York

Lanterns
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.

Lawn Fencing
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville
Banwell Hoxie Wire Fence Co., Hamilton.

Lawn Mowers
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia
Clipper Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Swings
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lightning Rods
Hamilton Brass Mfg. Co., Hamilton, Ont.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools
Pink, Thos., & Co., Pembroke, Ont

Manufacturers' Agents
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes
Stover Mfg. Co., Freeport, Ill.

Metals
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
McKechnie Bros., Birmingham, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co.,Montreal

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.
John C. Wilson, Ottawa.

Metal Stove Fronts
Canada Foundry Co., Ltd., Toronto.

Mop Holder
Theo. J. Ely Mfg. Co., Erie, Pa.

Mop Wringers
Theo J. Ely Mfg. Co., Girard, Pa.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.

Nails, Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. C., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton.

Oilers
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T. & Co., Hamilton, Ont.

Oil Stones
Canadian Hart Wheels, Hamilton, Ont
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont

Packing
Garlock Packing Co., Hamilton, Ont.

Paints, Oils, Varnishes
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover
Chadeloid Chemical Co., New York.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.

Perforated Sheet Metals
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Samuel Benjamin & Co., Toronto.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pliers
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Poultry Netting
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pruning Knives
International Tool Co., Detroit.

Pumps
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg. Co., Davenport, Iowa.

Pumps, Power
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.

Razors
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.

Razor Blades.
Schramberger, Uhrfedernfabrik, Schramberg, Germany.

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton.
Carborundum Co., Niagara Falls, N.Y.

Razor Strops
J. R. Torrey & Co., Worcester, Mass.

Registers
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrosteel Co., Bridgeburg.

Rivets
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co. of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.

Rope
Independent Cordage Co., Toronto.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.

Saws
Atkins, E. C., & Co., Indianapolis, Ind.
Disston, Henry, & Sons, Philadelphia.
Drabble & Sanderson, Sheffield, Eng.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Ont.

Screen Door Sets
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Screws, Nuts, Bolts
National Acme Mfg. Co., Montreal.
Steel Co. of Canada, Limited, Hamilton.

Screws, Wood
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.

Scythe Stones
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.

Shelf Boxes
Cameron & Campbell, Toronto.

Shellacs
Berry Bros., Walkerville.

Shovels and Spades
Spear & Jackson, Sheffield, Eng.

Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silverware
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.

Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.
Spramotor Co., London.

Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

Spring Hinges, Etc.
Chicago Spring Butt Co., Chicago, Ill.
Standard Mfg. Co., Shelby, Ohio.

Stains, Shingle
Berry Bros., Walkerville.

Stains, Wood
Berry Bros., Walkerville.

Staples
B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton.

Steel—High Speed
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops
Steel Co. of Canada, Ltd., Hamilton.

Stencils
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont.
Herod Machine & Stamping Co., Brantford.

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Hamilton Brass Mfg. Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.

Tacks
The Steel Co. of Canada, Ltd.,Hamilton.

Tapes
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Armstrong Bros. Tool Co,, Chicago.
Robt. Sorby & Sons, Sheffield.
Stanley Rule & Level Co., New Britain.
International Tool Co., Detroit.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.

Tool Grinders
American Grinder Mfg. Co., Milwaukee Wis.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont.
Renfrew Scale Co., Renfrew, Co.

Varnishes: See Paints
Berry Bros., Limited, Walkerville, Ont
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators
Harris, J. W., Co., Montreal.

Vises
Henderson & Richardson, Montreal.
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.

Wall Plaster
Manitoba Gypsum Co., Winnipeg.

Waffle Irons
Stover Mfg Co., Freeport, Ill.

Wagons—Children's
Wodstock Wagon Co., Woodstock.

Washers
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

White Lead
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Howland, H. S., Sons & Co., Toronto
Lewis Bros. & Co., Montreal.

Window Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery
Ed Brand, 472 Moss Lane., Manchester Eng.

Wire Products
Andrews Wire Works, Watford, Ont.

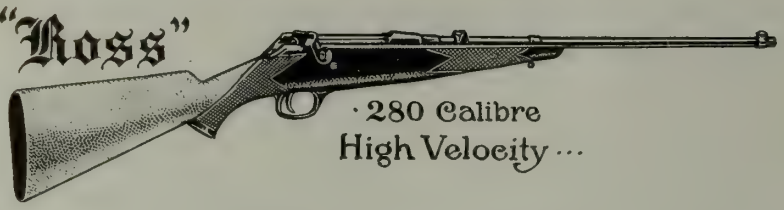
Wire Rope.
The B. Greening Wire Rope Co., Ltd. Hamilton.

Wire Springs
B. Greening Wire Co., Ltd., Hamilton
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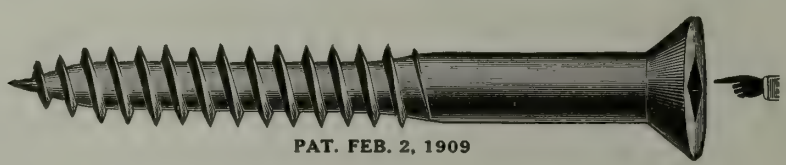
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The square hole, into which a specially made screwdriver fits, has become extremely popular with every user. With this the woodworker can do the work in less time and without danger of destroying the wood, as the screwdriver cannot slip.





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WRINGER



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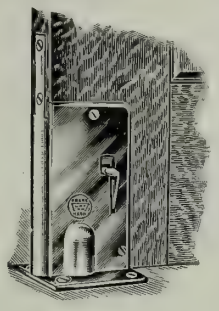
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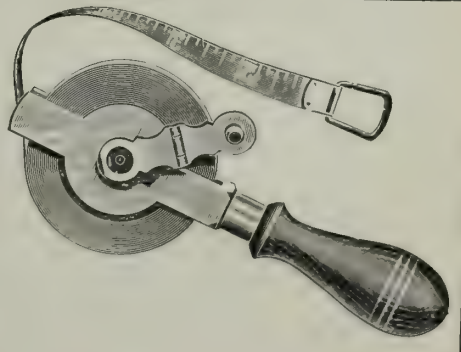
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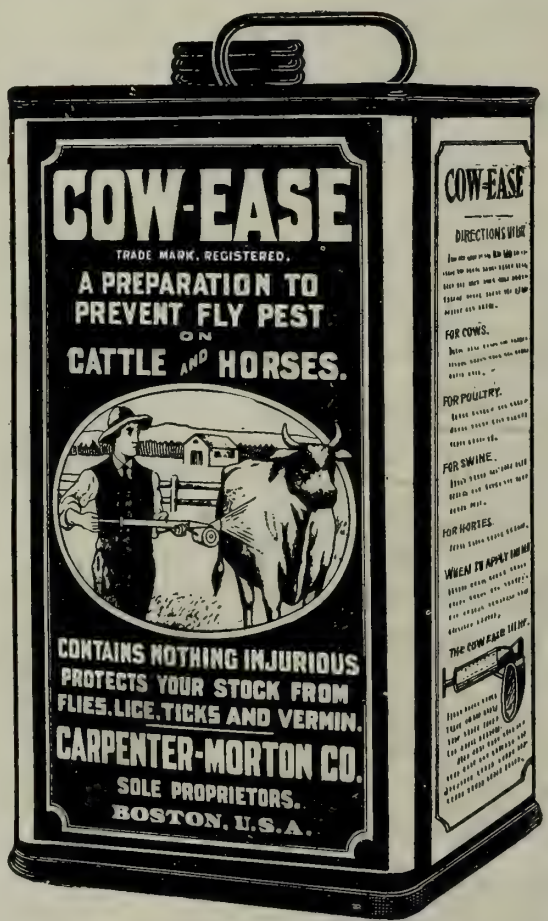
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INCREASES THE YIELD OF MILK.
MAKES MONEY FOR THE FARMER.

Special Sample Lot Offer

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Terms July 1st, 60 days, F.O.B. all jobbing points. See list of jobbers below.

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Send your order today, on coupon attached to corner of this ad., to any jobber for above sample lot of Cow-Ease and if not satisfied with quality you may return and we will refund price paid for same.

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Ship me special sample lot of Cow-Ease, as per offer, including all advertising matter and 6 Pint Cans free.

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Moncton, N.B., - - - -	Sumner Company
Montreal, Canada, - - -	A. Ramsay & Son Co.
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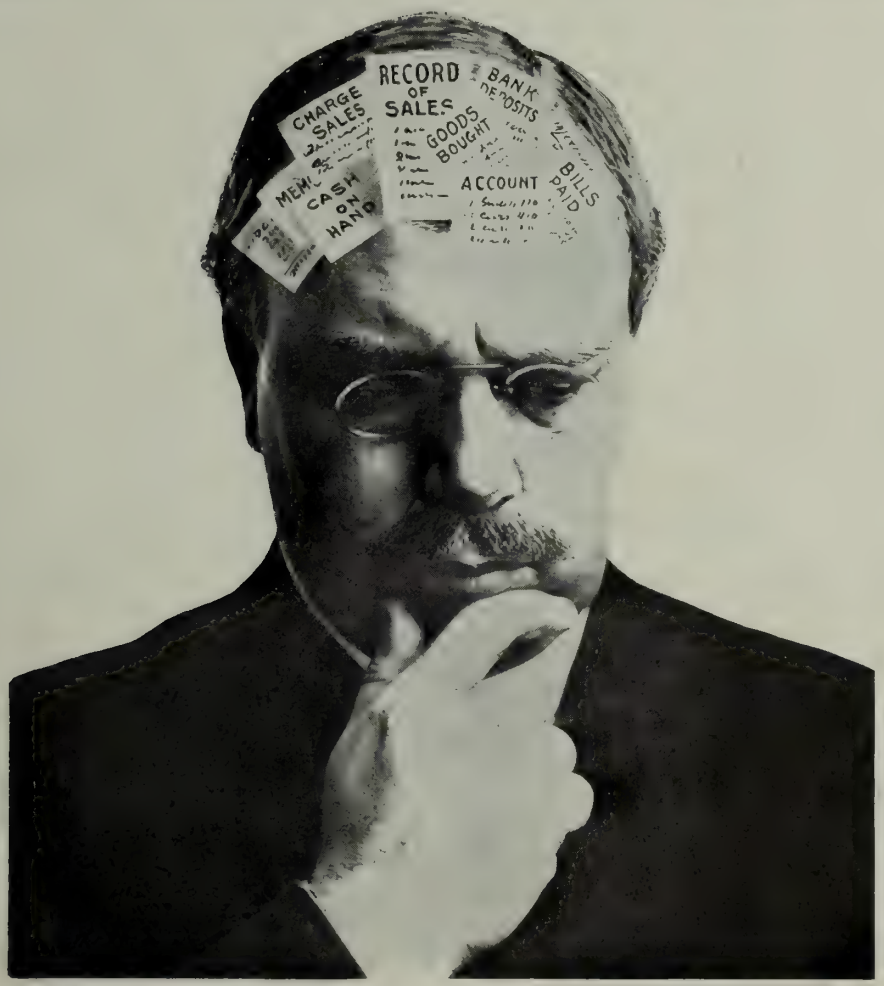
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June 22, 1912



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You know how well that big blue-and-yellow "GILLETTE DEPOT" sign has served you for nearly two years. You know how much it has meant to have your store conspicuously marked out as the local headquarters for the GILLETTE Safety Razor and Blades.

Don't let that advantage slip away.

If your "GILLETTE DEPOT" Sign is not as fresh and attractive as it once was, write us right away. We have a new sign waiting here to replace it, and will ship immediately. Just state whether you want the flanged sign to project from the store front, or the square one which nails on flat.

If you show one or two bright, fresh "GILLETTE DEPOT" Signs, and a good line of GILLETTE Sets and Blades, you hold all the trumps in the razor game.

The GILLETTE is the keenest, quickest, smoothest-shaving and most satisfactory razor made. This means much to you and everything to your customers. The selling price is protected—there's no price-cutting—and you are always sure of a quick turnover and a substantial profit on every razor you take into stock.

Why waste your time, your window-space and your energy on "next-bests" or cheap foreign make-shifts? **Concentrate on the GILLETTE.** Give it a fair showing in your windows and on your counters. Write for (and use) the handsome store cards and other displays which we are continually devising.

Push the GILLETTE—identify your store with it—and you will find it the livest and most profitable specialty in your store.

Don't forget to write for that new "GILLETTE DEPOT" Sign.

The Gillette Safety Razor Co. of Canada, Limited

Office and Factory:
The New Gillette Building, Montreal

TRADE Gillette MARK
KNOWN THE WORLD OVER

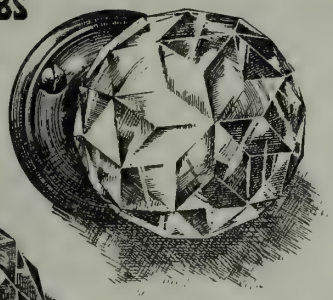
MAYMORE

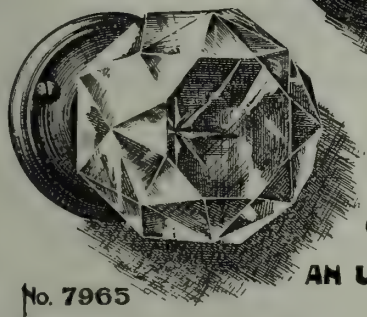
MAYMORE GLASS KNOBS

ARE BRILLIANTLY CUT

FROM THE FINEST

AND CLEAREST METAL





No. 7963

THESE ARE

ONLY TWO FROM

AN UNIQUE SELECTION

No. 7965

WRITE FOR PARTICULARS OF COMPLETE LINE TO

THOMAS. W. KIRBY

YONGE ST ARCADE TORONTO

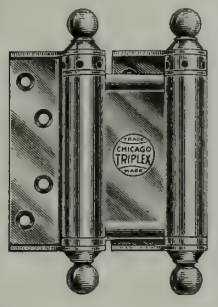
MANUFACTURED BY

MAY & PADMORE Ltd BIRMINGHAM ENG.

CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO — TRADE C.S.B. CO MARK — NEW YORK

A New Line

"Yankee" Plain Screw Drivers

Strong, durable, well balanced tools, of the same high quality of material and workmanship as other "Yankee" Tools, which to-day are without equal.

The blade and ferrule are highly polished, the handle of hardwood, finished in dull black, making a handsome appearance.

Each tool is thoroughly tested and the blades positively guaranteed not to turn in the handle.

Your Jobber Will Supply You

No. 90, Standard Style, Fourteen Sizes, 2 to 30 in.

No. 95, Cabinet Style, (Slim Blade) Eleven Sizes, 2½ to 15½ in.



Made by

North Bros. Mfg. Co.

PHILADELPHIA, PA.



MOTOR BOATING

Will be more popular than ever this season

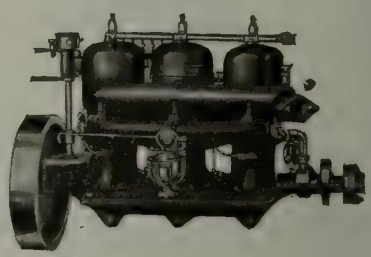
THIS year promises to be a record year in the motor boat field. When the season opens there will be a large number of new boats, and old boats fixed up. What are you doing to reap the benefit of this trade? Every wide-awake dealer should stock motor boat supplies and marine hardware. We carry the largest stock of accessories in Canada. Our Motor Boat Accessory Catalog is ready for mailing; a card asking for Catalog H. 24 will bring it to you.

If you are interested in Marine Engines you should have our Catalog H 23.

WHEN WRITING FOR CATALOGS ADDRESS OUR NEAREST BRANCH.

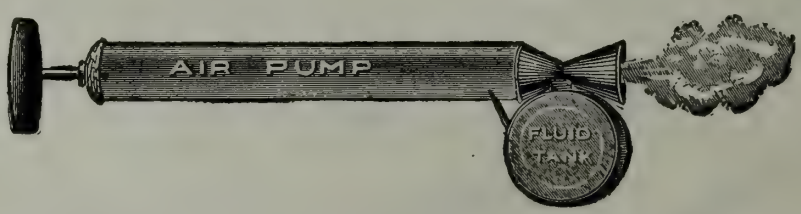
The Canadian Fairbanks-Morse Co.,
LIMITED

MONTREAL	TORONTO	SASKATOON
ST. JOHN	WINNIPEG	VANCOUVER
OTTAWA	CALGARY	VICTORIA



The S.M.P. Improved Deluge Sprayers

Unexcelled for Spraying Trees, Bushes, Plants, Potatoes, Vines, Interior of Henneries. Also Horses, Cattle and Swine for keeping off Flies and Lice.



The "DELUGE SPRAYER" throws a fine vapor spray, thus covering a wide surface, which is very important in the spraying of trees, etc.

At the same time it is a great economizer of liquid, and makes a small quantity go a long way.

PRICE ON APPLICATION

The Sheet Metal Products Company

OF CANADA — SUCCESSORS TO — LIMITED

KEMP MANUFACTURING COMPANY

MONTREAL — TORONTO — WINNIPEG



RUSH OUR ORDER

SHIP QUICK

Instructions like the above will be appended to most of the orders received by the jobber during the balance of June and in July.

A "Rush Order" for a Success Refrigerator, a few Peerless Ice Cream Freezers, a "fill in" order for Sporting Goods, Lawn Swings or Chairs, Hammocks, Screen Doors, Wire Cloth and numerous other goods which have been neglected owing to our continued cool weather and long delayed summer, but which the sudden appearance of hot weather will start moving in feverish haste.

While we advise merchants to look ahead and be well prepared to serve their customers, we realize that we shall be called upon to ship "without delay" many orders during the next 30 days. **We are prepared to do it.**

Your Orders will not be delayed in this house; they will be shipped promptly and—what is equally important—complete without substitutions.

YOUR

MAIL ORDERS

Will be RUSHED



YOUR

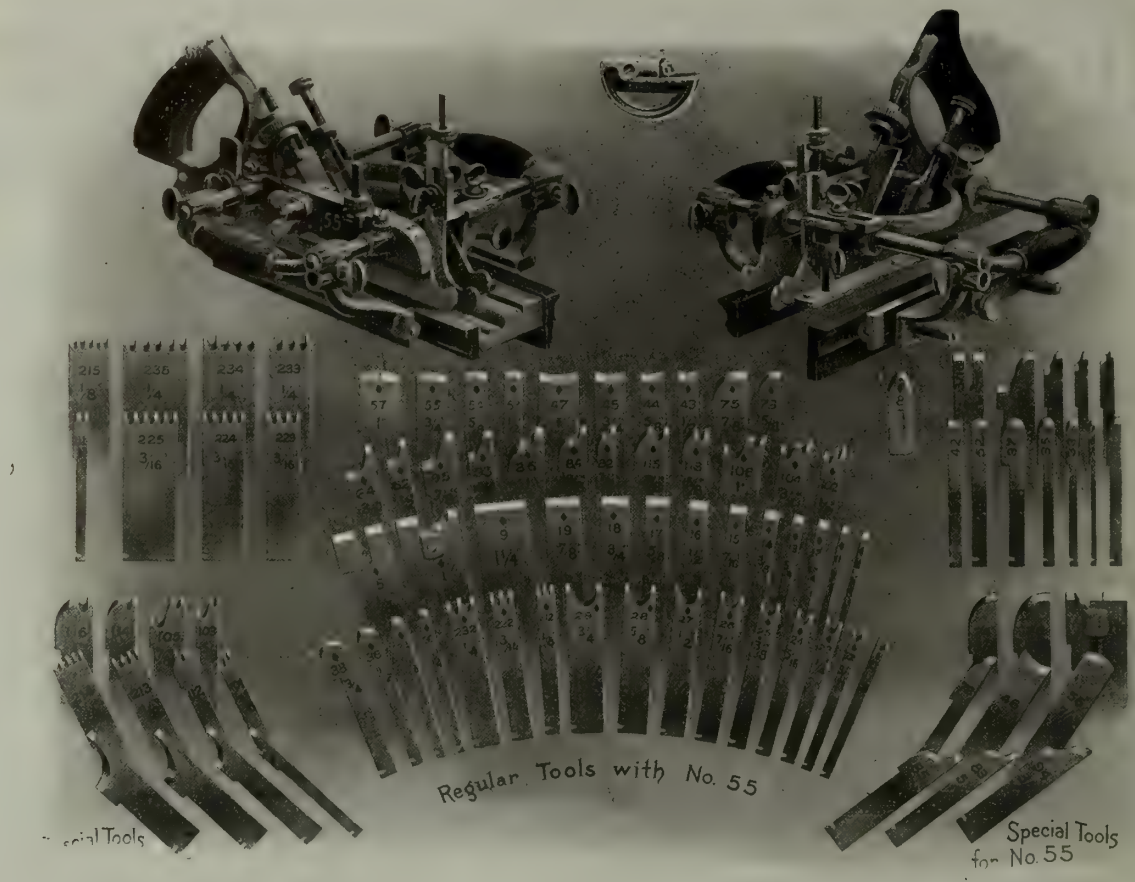
ORDERS by WIRE

Will be RUSHED

"Best in the Land—BLACK DIAMOND BRAND"

LEWIS BROS. LIMITED, MONTREAL

OTTAWA - TORONTO - VANCOUVER



Copyright 1909, Stanley Rule and Level Co.

Stanley Tools

"55"

A Planing Mill Within Itself

THE "55" Plane will do a greater variety of work than can be done with a full line of so-called fancy planes. It is 10 inches long, WEIGHS ONLY $7\frac{3}{4}$ LBS. (with 93 cutters 11 LBS.), and REPLACES practically the complete line of fancy planes weighing, probably, 90 LBS.

¶The regular Equipment sent with this plane comprises the 52 CUTTERS marked ◆. A further line of 41 Special Cutters is regularly make. Send for Catalogue containing directions for use.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

HIGH QUALITY GOODS

QUALITY is our first consideration when selecting our stock. We keep away from shoddy goods and trash as far as possible.

Our customers will find that even in cases where our prices are lower than other houses they will get the highest grade of goods consistent with price.

This means much to the dealer. He can with confidence trust us with his mail orders. Each article will be worth the money he pays for it, in many cases more than that, as we buy in large quantities.

It would be worth any dealer's while to look carefully through our 1400 Page General Catalogue. It illustrates so many lines he could add to his stock that would be profit makers.

Quick shipping facilities by boat or rail.

CAVERHILL, LEARMONT & CO.

HARDWARE, CUTLERY, SILVERWARE AND METAL MERCHANTS

Montreal

THE
STEEL COMPANY OF CANADA
LIMITED

TACKS

With heads that do not come off and points that are sharp.

WIRE NAILS
WOOD SCREWS
MACHINE SCREWS

We guarantee thoroughly the quality. :: :: :: ::

If prompt delivery is a factor
ORDER TO-DAY

DISTRICT SALES OFFICES:

HAMILTON, TORONTO, MONTREAL, WINNIPEG

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.



SAMSON READY ROOFING

MANY merchants are pushing "Samson" Ready Roofing and we want to carry their enthusiasm to those who do not know yet how superior it really is. You can guarantee "Samson" Ready Roofing to your customers with every assurance of giving satisfaction. Our guarantee behind the goods is sufficient evidence that the quality is all we claim.





GIVES SATISFACTION

It does not rot, dry out nor crack. "Samson" Ready Roofing is easy to apply and gives real protection to the buildings it covers. As a means of bringing repeat orders, "Samson" Ready Roofing is a winner.

SEND US YOUR ORDER

H. S. Howland, Sons & Co., Limited

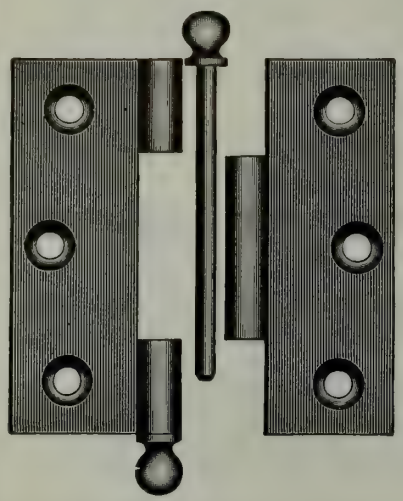
Wholesale Hardware

TORONTO

WE SHIP PROMPTLY — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

Crescent Brand HARDWARE



Butt Hinges Strap Hinges Tee Hinges

Barn Door Hangers Parlor Door Hangers

Trolley Hangers Hinged Hasps Shelf Brackets

Wrought Staples Rollston Pulleys

Gate Hooks Wagon Hardware Etc. Etc. Etc.

Steel Sheets Bands Bars

Rods Wire

CANADA STEEL GOODS CO., Limited

HAMILTON - - - CANADA



MADE IN THREE SIZES

"ARTIC"

No. 20—19 x 13¼ x 13½
" 30—23 x 16 x 16
" 40—27 x 19¼ x 19½

"POLAR"

A cheaper line with single walls

TWO SIZES

Small—20¾ x 14⅜ x 14⅜
Large—28 x 16½ x 16½

The "Artic" Ice Chest

Portable, Handy and Compact

Refrigerator

MADE ON SCIENTIFIC PRINCIPLES

Double walls of galvanized iron. Japanned in oak. Separate chamber for ice, with nickel-plated tap for the drip water.

The most suitable refrigerator for yachting and picnic parties, summer residences, bachelors' quarters, camping, etc. A positive boon in the sick room. Perishable requisites for the invalid can be kept close at hand—sweet and fresh at *all times.*

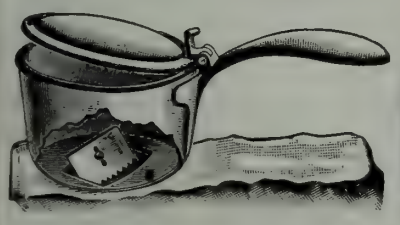
PRICES ON APPLICATION

The Thos. Davidson Mfg. Co., Limited

MONTREAL TORONTO WINNIPEG



Enterprise Lawn Sprinkler



Enterprise Ice Shredder



Enterprise Flag Pole Holder

HERE'S Three Good Sellers—Made Right and Backed Up by "ENTERPRISE" Efficiency.

The good old summertime will soon be here, and with it comes a demand for Lawn Sprinklers, Ice Shredders and Flag Pole Holders. Be ready for it by keeping a good stock on hand, but be sure you handle the Enterprise line, because these are always good sellers. The name Enterprise on any article stands for efficiency, quality and confidence. Enterprise Lawn Sprinklers, Ice Shredders and Flag Pole Holders will do all that's claimed for them.

ENTERPRISE

Lawn Sprinklers, Ice Shredders and Flag Pole Holders

have many points of general superiority not found in other makes. First-class material, expert workmanship, careful inspection—the result, sterling quality and efficiency. Add to this our persistent advertising and it's a combination that can't be beat for easy selling.

These features have also made famous the Enterprise Meat and Food Choppers, Sad Irons, Sausage Stuffers, Coffee Mills, etc.—all of which you can handle with profit.

Write to-day for illustrated catalogue showing complete Enterprise line

The Enterprise Manufacturing Co. of Pa.

Patented Hardware Specialties

PHILADELPHIA, PA.

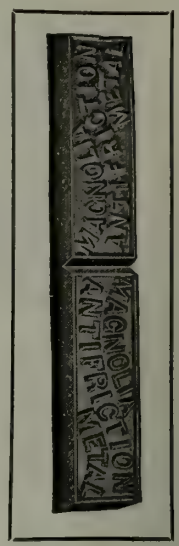
21 Murray Street
New York City, N.Y.

530 Golden Gate Ave.
San Francisco, Cal.

176 North Dearborn St.
Chicago, Ill.

SHAFTING BEARINGS

Countless thousands of dollars have been wasted in power, oil, metal, labor etc. in a mistaken idea of economy by using cheap or inferior metals on shafting bearings. The following letters show the value of Magnolia Metal for that service.



THE CITIZENS ELECTRIC CO., LTD.
Smiths Falls, Ont., Jan. 25th, 1911

Gentlemen:—
Yours of the 27th inst. to hand and noted, Regarding the boxes you mentioned lined with "MAGNOLIA METAL" would say we have 60ft. 3½" shaft, running 300 rev. per min., running all night and every night in the year, put up over *10 years ago*, and still running perfectly, and has never been touched in that time except for oil, and one tablespoonful will run each box for 12 hours.

Yours very truly,
J. A. SCROGGIE, Eng. & Electrician.

KAUKAUNA GAS, ELECTRIC LIGHT & POWER CO.
Kaukauna, Wis., Jvne 15th, 1911.

Gentlemen:—
I have used "MAGNOLIA METAL" for the past six years. I placed some of this metal in chain oiling boxes on a 4-7-16" line shaft running 278 R.P.M. in October 1905. . This shaft has been running continuously 24 hours a day ever since. I have not found it necessary to rebabbitt any of these boxes to date nor have I had any burn-outs. I am also using Magnolia Metal for belt driven dynamos, ranging in speed from 900 to 1275 R.P.M. and have found the metal much more satisfactory than any other I have used,

Yours truly,
N. B. MONTGOMERY, Chief Engineer.

SPECIAL OFFER

PRACTICAL ENGINEER POCKET BOOK, 680 pages, over 2000 subjects. Price 40c. post paid. We do not aim to make a profit on these books. We buy them in large quantities as an advertising medium and give Engineers benefit of low price. They are highly spoken of by Engineers. Address Montreal office.

SOLD BY LEADING DEALERS EVERYWHERE OR BY

MAGNOLIA METAL CO.

OFFICE AND FACTORY
225 ST. AMBROISE STREET, MONTREAL

A Necessity to EVERY DEALER Who Handles Sheet Metal!

Our Combined Lever Punch and Slitting Shears

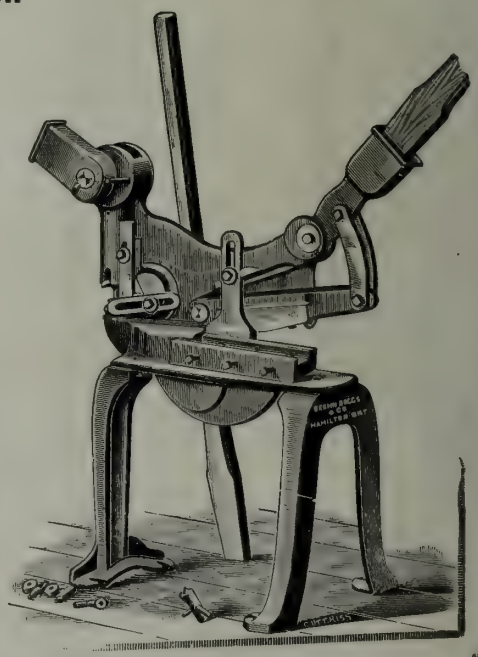
SAVE MUCH TIME AND LABOR

THIS is a machine that is constructed of the best material and made to stand years of hard service.

If you handle sheet metal and are not now using one of these machines you should install one at once. You will find it **indispensable after a trial.**

They slit any length or width of sheet required up to their capacity. Made in two sizes, viz.—Nos. 10 and 11. No. 10 will slit No. 12 gauge sheet iron, soft steel or bar iron 1/4" x 2" or 3/8" round, and will punch a 5/16" hole in 1/4" iron or its equivalent in lighter metal.

No. 11 is the same as No. 10, only heavier and will cut No. 10 gauge sheet iron or punch a 3/8" hole in 1/4" iron.



Write for Full Particulars and Discounts.

The Brown-Boggs Co., Limited

HAMILTON, ONTARIO, CAN.

Sell GLUE in packages--it means less handling--more profit



BRANTFORD ALL AROUND GLUE

weighed and wrapped ready to hand over the counter.

NO MUSS—NO FUSS—
NO LOSS OF TIME

¼ pounds, ½ pounds, pounds. Everybody's Glue Size, in pounds only.

The quality is there and will be maintained.

ASK YOUR JOBBER FOR PRICES AND DISCOUNTS

PROTECT your show-cases by using the

BRANTFORD COIN MAT

same as cut at left in Blue and Orange.

WRITE US FOR ONE.

CANADA GLUE CO.
LIMITED
BRANTFORD, ONT.

Manufacturers of Glue and Gelatine of all kinds and for all purposes.

"We must hope all things, believe all things, endure all things rather than lose that most precious of all earthly possessions—a trusty friend."—*Charles Kingsley*



THE ENGINEER must have a babbitt metal upon which absolute reliance can be placed. That is why he specifies

Harris Heavy Pressure

THE BABBITT METAL WITHOUT A FAULT

It is doubly copper hardened,
It is guaranteed not to crack or squeeze out.
It positively eliminates friction.
It runs cool at any speed.

Harris Heavy Pressure is the Engineer's Trusty Friend

OUR GUARANTEE IS BACK OF EVERY POUND

WRITE FOR PRICES

The Canada Metal Co., Limited

TORONTO **MONTREAL** **WINNIPEG**

STAR
Safety Razor



The only safety with a barber's blade. It will give satisfaction for years without additional cost.

We are receiving many inquiries from Canada for STAR goods. We give these to our dealers whenever possible. Our national advertising is making the demand greater daily.

Many dealers are dressing their windows with STAR goods and display matter. It draws to their stores the purchasers of STARS created by our advertising. Are you one of these dealers?

Write us for display matter of all kinds and for 1912 Catalog of



STAR Safety Razors
STAR Shaving Brushes
STAR Diagonal Grooved Strops
STAR Automatic Stropping Machines
STAR Safety Corn Razors

Your jobber will supply you

Kampfe Bros.
12-14 Reade Street
NEW YORK CITY



INCREASED OUTPUT

is the best sign of progress. That has been our record month after month since we started making batteries. Now, we couldn't increase output unless sales showed a corresponding increase, and an increase in sales means satisfaction to consumers.

X CELL
Dry Batteries
(Made in Winnipeg)

have captured the whole field in the West. Dealer and consumer alike have learned to expect and rely upon getting fresh, live cells of high initial amperage and strong recuperative powers, when buying X CELLS.

Write us and we'll put you in touch with the nearest jobber

Canadian Carbon Company
OF WINNIPEG, LIMITED
Bury and Irish Ave., - - Winnipeg
E. W. HANNA, President and Managing Director

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6⅞ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., **715 Park Avenue, Worcester, Mass.**



Genasco

THE TRINIDAD-LAKE-ASPHALT

Ready Roofing

shows that the man who sells it is a live aggressive dealer.

A live dealer sees that what is best for his customer is best for him. That's the reason he sells Genasco.

He knows that Genasco is made of genuine Trinidad Lake asphalt, and is ready and anxious to tell his customers what it is made of and why it will last.

Is this portrait of the live dealer—YOU?

Order Genasco from your jobber and make sure it is so.

The Kant-leak Kleet is another sign of the live roofing-dealer.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world

PHILADELPHIA

NEW YORK SAN FRANCISCO CHICAGO



Caverhill, Learmont & Company, Montreal, Quebec; D. H. Howden & Co., Ltd., 210 York St., London, Ont. Canadian Distributors.



The "RENFREW" Handy Two-Wheel TRUCK SCALE

"A Convenience and Protection for Farmers"

This is a scale that pays the dealer A VERY ATTRACTIVE PROFIT—a scale that is becoming more and more popular every day with farmers.

It is absolutely accurate and has many advantages over the common scale.

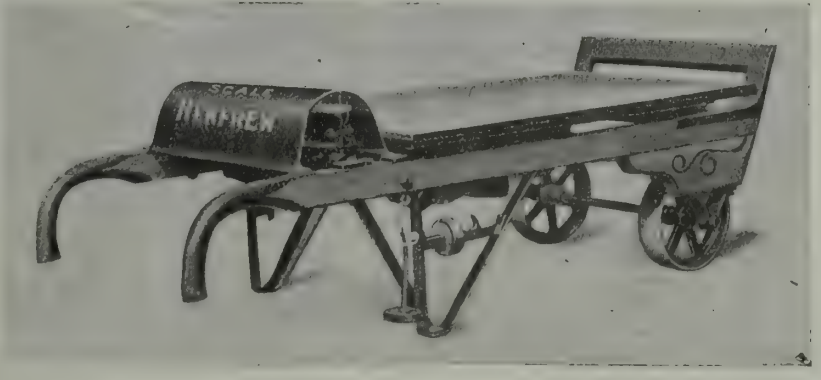
With this scale in his possession the farmer knows the exact weight of the products he is selling—he is armed against short weights.

The "RENFREW" TRUCK SCALES are GOVERNMENT TESTED and have been awarded their GOVERNMENT CERTIFICATE without question, and are backed by our WRITTEN GUARANTEE to be just as represented, and to give a long, reliable service. Capable of weighing anything from a single pound to 2000 pounds.

The "RENFREW" TRUCK SCALES are rigidly built and will stand all kinds of rough usage.

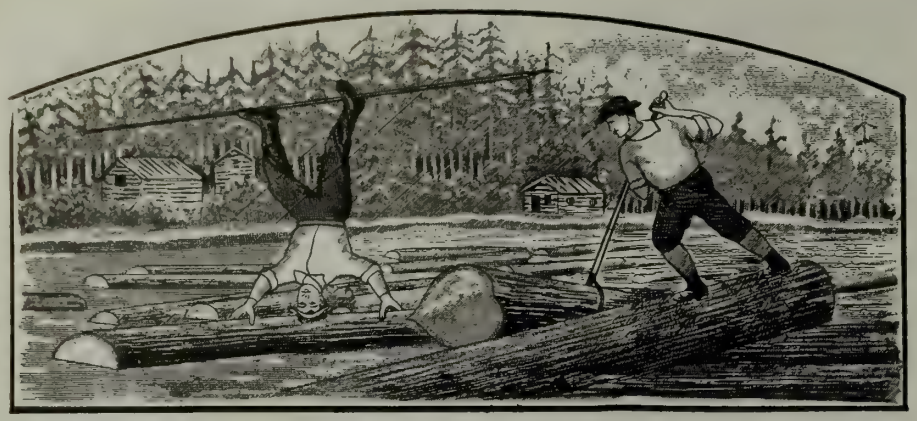
LET US SEND YOU ONE. Show it to every farmer who comes into the store, and see how many you can sell.

Write for Circulars and prices NOW.



Renfrew Scale Co.

RENFREW, ONT.



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List. **Long Distance Phone No. 87.**

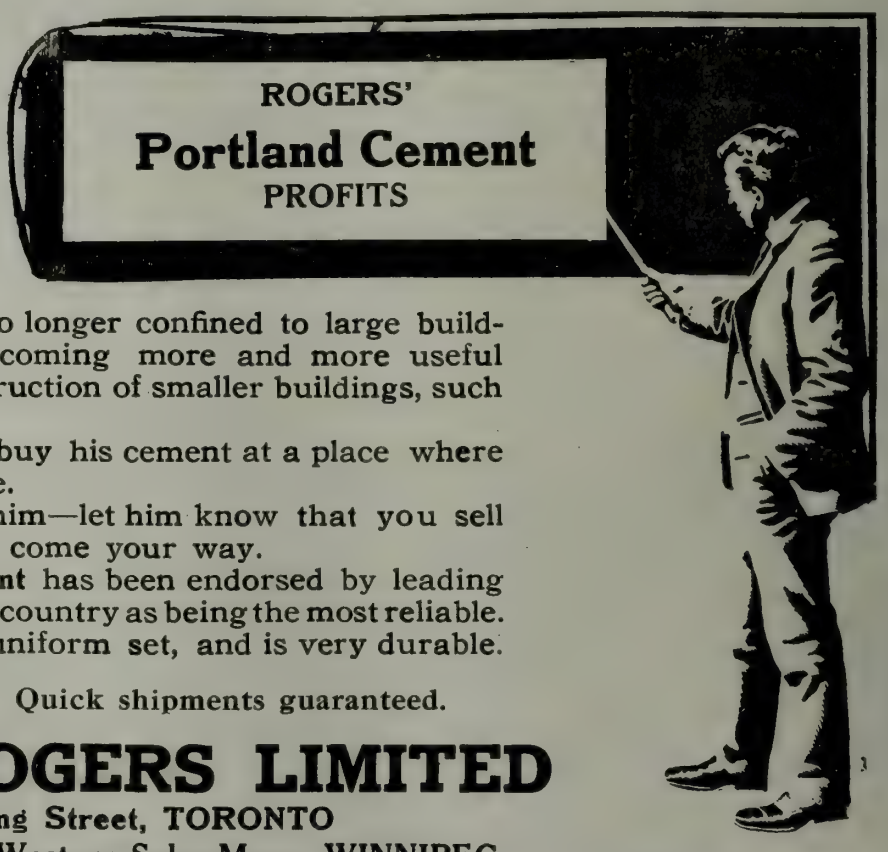
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of Lumber Tools

PEMBROKE, ONT.

It Will Pay You To Investigate





Mr. Dealer, cement is no longer confined to large building purposes—it is becoming more and more useful every day in the construction of smaller buildings, such as residences, etc.

The builder is going to buy his cement at a place where he can get quick service.

Be prepared to supply him—let him know that you sell it and he will invariably come your way.

Rogers' Portland Cement has been endorsed by leading builders throughout the country as being the most reliable. It has great strength, uniform set, and is very durable.

Get our prices now. Quick shipments guaranteed.

ALFRED ROGERS LIMITED

28 West King Street, TORONTO

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG

For Quick and Satisfactory Sales Try

"EMPIRE"

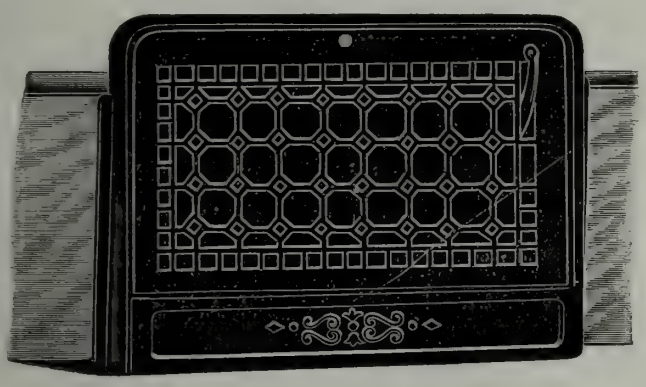
HOT AIR REGISTERS

These are two popular and very neat designs that are sure to attract those who are interested.

The "Empire Special" Register meets the demand for a register with a large opening. Has all the qualities that are required to assure the complete satisfaction of the user.



EMPIRE SPECIAL
New design, made in full sizes from 7 x 10 to 12 x 15



MOORISH DESIGN CAST REGISTER
Made in full sizes from 7 x 10 to 12 x 15

Made in Japanned, nickel-plated and oxidized

Write us to-day for full particulars, catalogue and discounts.

Others dealers are making good profits by handling this line—you can do the same. We guarantee to please you. *Do not Delay.*

THE

Canadian Heating & Ventilating Company, Limited

OWEN SOUND :: ONTARIO

Or The Canadian Heating and Ventilating Co. Branch: 521 Henry Avenue, Winnipeg, Man.



Here is YOUR Chance

to make your range department more profitable and more satisfactory.

"Happy Thought" Ranges

are known from one side of the continent to the other and recommended by every housewife who ever used them.

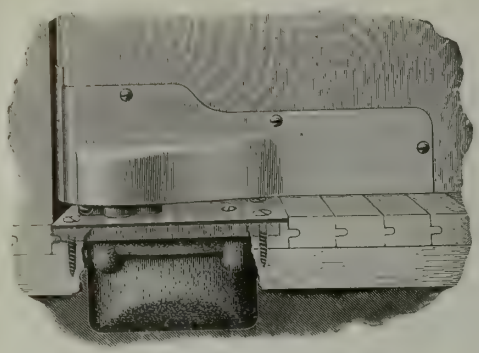
The **"HAPPY THOUGHT"** works equally well with coal or wood and gives a longer and more reliable service than any other.

This is not a claim, but a fact, and we can prove it.

Get a **"HAPPY THOUGHT"** Catalog at once. Each sale brings a good profit.

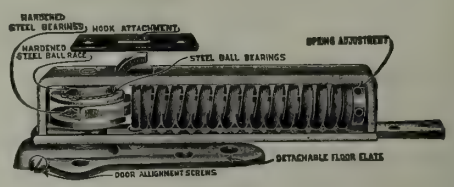
The William Buck Stove Co., Limited

Calgary Saskatoon Vancouver Brantford Montreal Winnipeg



Standard DOUBLE ACTING SPRING FLOOR HINGES

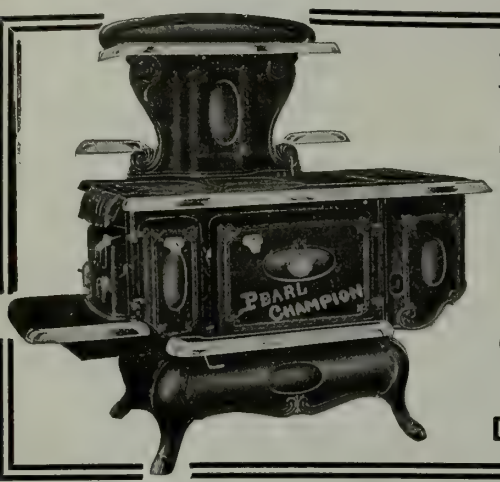
It is a door check and hinge combined.
It automatically closes the door without a slam.
It prevents children from being knocked down.
It prevents injury to hands if caught when door is closing.
It stops door exactly at center.
It holds door open automatically when desired.
It renders the action of door absolutely noiseless.
It will outwear three of the spring hinges now in common use.



REGULAR KIND

Patented—Canada, February 20, 1912.
" —United States, October 31, 1911.

THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.



Do Not Hesitate

About writing for particulars regarding

THE CHAMPION RANGE

It contains many important features that are essential to a **profit producer**

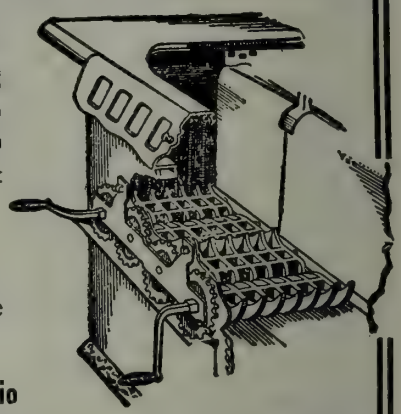
The Champion Grate

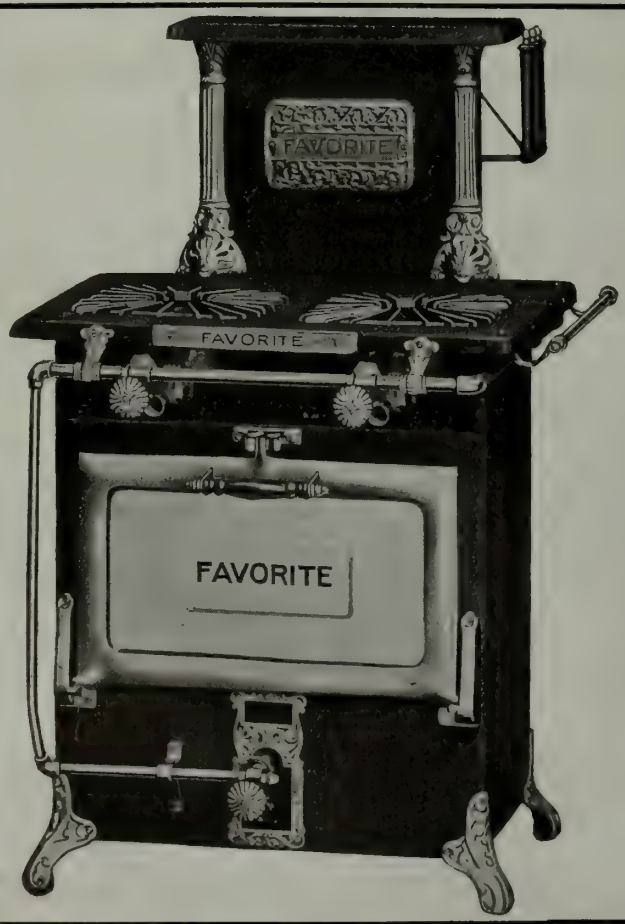
Ensures fuel economy

Once you know its construction we are certain of your order

Write for Descriptive Catalog

D. J. BARKER & COMPANY, Picton, Ontario





"FAVORITE" GASOLINE RANGES

ARE TRADE WINNERS FOR THE SUMMER MONTHS

RELIABLY CONSTRUCTED SIMPLE TO OPERATE
SAVING ON FUEL

We also stock a full assortment of

JUNIOR GASOLINE STOVES,
WICK OIL STOVES,
WICKLESS OIL STOVES AND
PORTABLE OVENS

A PROFITABLE LINE TO HANDLE

WRITE US FOR ILLUSTRATED CATALOGUE

FINDLAY BROS. CO., Ltd.

260 Princess Street, Winnipeg

CANADIAN TUBE & IRON CO., LIMITED
Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR JOBBER FOR

TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES
Black and Galvanized
All Sizes.

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works: Lachine Canal



WANTED—Live Dealers

TO HANDLE OUR COPPER COVERED STEEL CENTRE LIGHTNING ROD

The Oldest Established Business of this kind in Canada.

Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

WRITE TO-DAY FOR SAMPLES AND FULL PARTICULARS

Hamilton Brass Manufacturing Co.

(Successors) Limited

Hamilton, ∴ ∴ Ontario

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

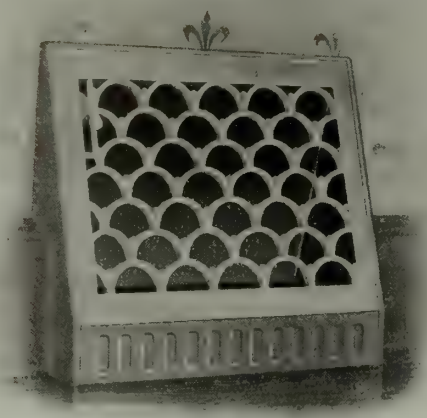
WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

THE DEFIANCE

THE MOST POWERFUL
REGISTER IN THE WORLD



Fits a stack head EIGHT INCHES deep, and accommodates either a 12 in. or a 14. in. supply pipe. Write for prices.

Canadian Ferrosteel Co., Limited

BRIDGEBURG, ONTARIO



No. 1186 Coal Grate

MANUFACTURED BY

The Ohio Foundry & Manufacturing Co.

STEUBENVILLE, OHIO, U.S.A.

Manufacturers of all styles of coal or gas burning fire-place goods, as well as andirons and wrought fire-place trimmings.

H. BOKER & CO.'S

"TREE" BRAND CUTLERY

Noted For Their Superior Cutting Edge, Beautiful Finish and Lasting Qualities.



Every piece of cutlery that bears the famous "Tree" is warranted hand forged from highest quality steel. The hardening, tempering and honing is by our own process. That's why we guarantee the Quality—and we know that guarantee will never be called into action. The Merchant displaying a well chosen assortment of Tree Brand is reasonably sure of all year cutlery sales. Order of your Jobber.

For Sale by all Leading Wholesale Hardware Houses



Galvanized Cornices

Skylights Ventilators

Curved Eavetrough

Special Galvanized Iron Work of All Kinds

WRITE US FOR ILLUSTRATED CATALOGUE AND PRICE LIST

THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

C 92

Not an Enterprise for the "Quitter"

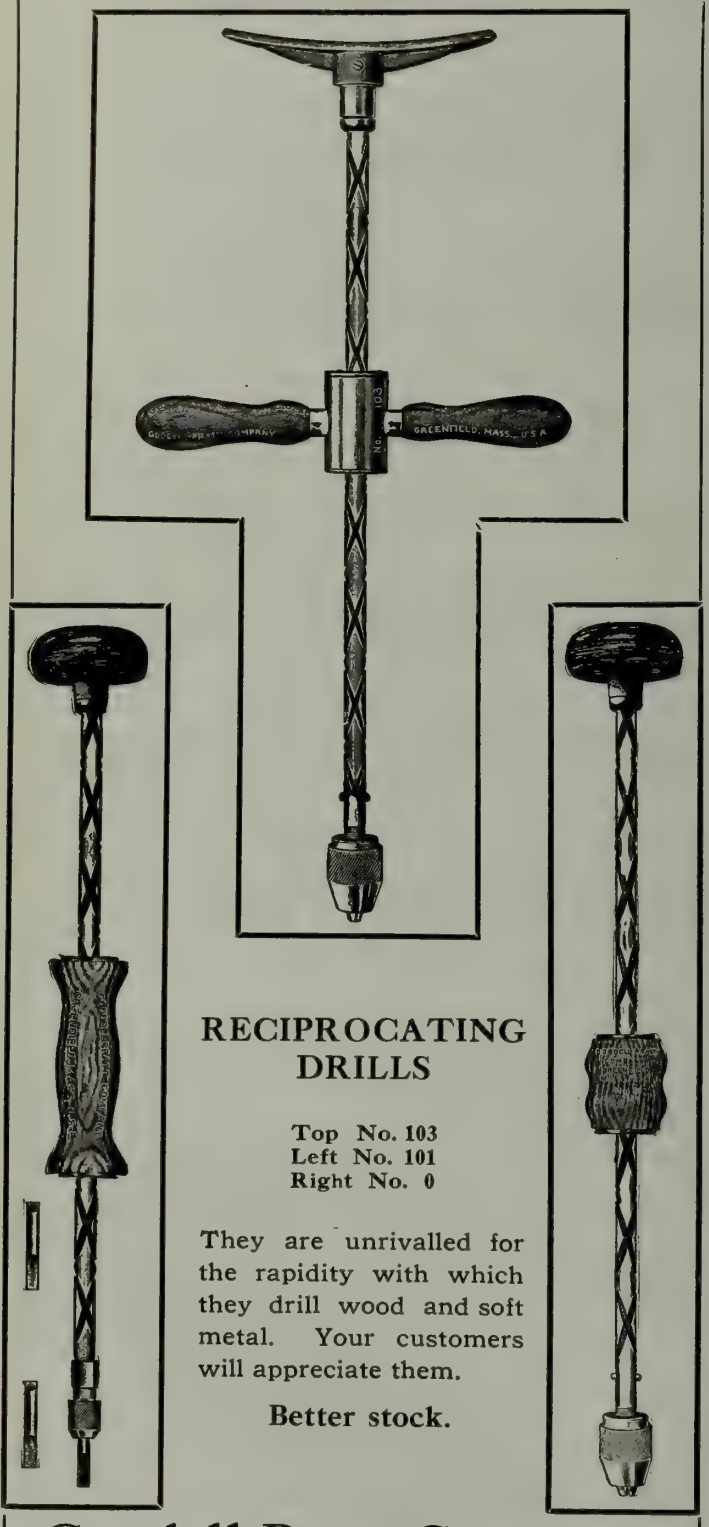
¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

Goodell-Pratt's



RECIPROCATING DRILLS

Top No. 103
Left No. 101
Right No. 0

They are unrivalled for the rapidity with which they drill wood and soft metal. Your customers will appreciate them.

Better stock.

Goodell-Pratt Company

Toolsmiths

GREENFIELD. MASS., U. S. A.

MADE ONLY BY
YALE
YALE AND TOWNE



THE man who is looking for a good padlock is looking for one thing more—the name Yale on the lock he buys. And for this reason Yale padlocks are as much of a staple with the progressive hardware dealer as potatoes are with a grocer.

Yale Products sold in Canada are now made in Canada. We are backing our Canadian dealers with active advertising in the Canadian magazines. We offer free these further aids:

Newspaper Advertisements	Window Displays	Printed Matter
supplied in plate form, ready for you to use in your local papers.	that attract and convince, designed by our expert in show-window salesmanship.	describing and explaining Yale Products, for you to send or give to prospective customers.

Dealers' Helps are shown and described in our booklet "Yale in Canada"
Have you received a copy? If not, write for it

Canadian Yale & Towne Limited

Makers of YALE Products in Canada: Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works, St. Catharines, Ont.

C54-3

Free If You Are Not Satisfied

The New Preston O. G. Square Bead Eavestroughing

We have always claimed that our eavestroughing was the best on the market, but we have gone ahead and gotten out something that is far superior to our old make. Now we can claim that we can't be beat when it comes to our eavestrough.

Some time ago we advised all the trade that we were manufacturing O. G. Square Bead eavestroughing by machinery which assured absolute uniformity in shape, but it developed that our machinery was not heavy enough to produce as sharp a bead as we desired. We have now perfected and patented automatic steel dies to fit our large power press and we now guarantee a trough superior in shape, appearance and fit to any other on the market.

You can save time and solder in the erection of this eavetrough FOR EVERY PIECE IS EXACTLY THE SAME and fits snug and tight. There are more profits for you and more satisfaction if you use our make. See our special offer below and take advantage of it at once.

Cut out this ad. and mail it to us to-day with your order for 250 feet of our new O. G. S. B. Eavestrough and if it is not exactly as we represent it we will make you a present of it. This offer is good for thirty days.

MENTION HARDWARE AND METAL

THE METAL SHINGLE & SIDING Co. LTD

PRESTON ONT. MONTREAL QUE.

HERE'S A COUPLE OF GOOD SELLERS

Made Right and Backed by C. D. Efficiency



Real Quality at the Right Price



MADE BY

Cummer-Dowswell, Limited

HAMILTON, CANADA

Agents:
W. L. Haldimand & Son, MONTREAL
H. F. Moulden & Son, WINNIPEG

Quality Goods for Business Builders

McClary's

1912 GAS RANGES

Our 1912 Series Gas Ranges embraces lines suitable for Palace or Cottage

In quality, style and finish, they outdistance all other Gas Ranges.

For economy of gas and labor they are unsurpassed.



Illustration shows
Style E. S. No. 256

New bright black enamel finish that lasts.

Specially selected, hammered blue finished steel oven doors.

Neat designs of nickel trimmings throughout.

White enamelled broiler pan and match trays.

The style and finish of this range makes selling easy.

The quality of the range, and its economical working, pleases users and brings new customers. That's the foundation of successful business building. It's quality that does it.

GET SAMPLES RIGHT AWAY

When you see the samples we'll get your stock order.

"McClary" on Goods is a Quality Name.

McClary's

McCLARY'S SHIP QUICK.

Toronto, Montreal, London, Vancouver, St. John, N.B.
Hamilton, Winnipeg, Calgary, Saskatoon

Interested ?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches
All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal
MONTREAL TORONTO WINNIPEG

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

Stand any old kind of racket!

There's nothing so handy around house, store or farm as the

BUSTER BROWN
CHILDREN'S EXPRESS WAGON

They're strongly made, easy running and well finished, and are a splendid selling line.

IN 4 SIZES
Write for Prices

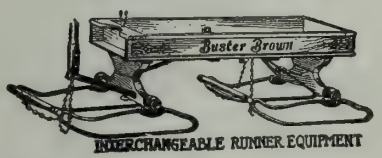
Western Representatives:
JAS. STEWART MFG. CO., LTD.
WINNIPEG, MAN.



NO.1 (SOLID)



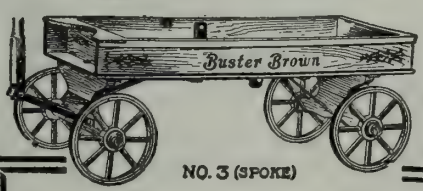
NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT

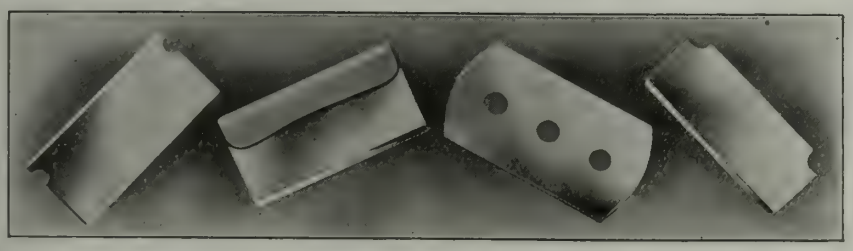


NO.2 (SPOKE)



NO. 3 (SPOKE)

The Woodstock Wagon & Mfg. Co., Limited
WOODSTOCK, - ONTARIO



SCHRAMBERGER UHRFEDERNFABRIK G.m.b.H.
Manufacturers of Safety Razor Blades

Made from the finest grade of Sheffield Crucible Cast Steel.
Highest Quality as regards Cutting Power and Durability.

Agents Wanted SCHRAMBERG (Wurttemberg) Germany

FILES OF QUALITY

A MILL FILE

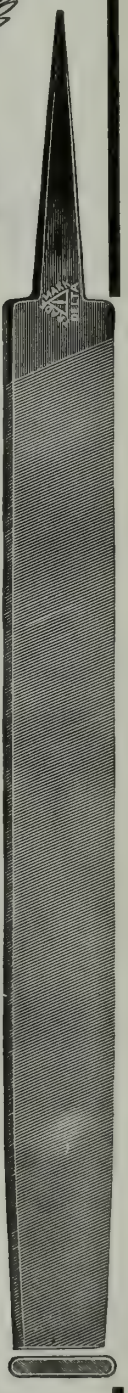
That WILL INCREASE YOUR PROFITS

Let us prove it. Every dealer who handles this file will back this statement for us. We are willing to submit names of progressive hardwaremen who sell them. Write these dealers and get their verdict.

The life of the **Delta Mill File** is exceedingly long—the efficiency is inferior to none.

Write for descriptive circulars and prices.





TRADE MARK
DELTA

DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto; Stark, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax.

GUARANTEED ENGINEERS' GOODS

That will bring Big Results

Our Engineers' Goods are made from the very best material—the construction is strictly up-to-date in every respect.



J. M. T. VALVES



J.M.T. INJECTORS

They are backed by our guarantee and a long retained reputation for **durability, efficiency** and **economy.**

DO NOT LOSE A SALE

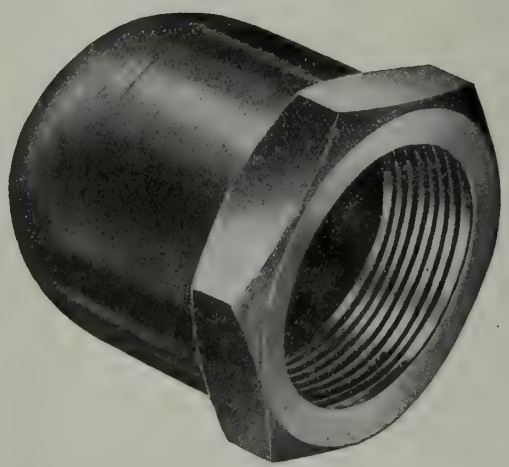
because you cannot meet the engineers' requirements—keep a line of your steam goods in stock and be prepared.

This is not all. When selling these goods you gain your customers' confidence—a confidence that invariably means a steady customer.

Write at once for our illustrated catalogue and prices.

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West - TORONTO



SPECIALS

MILLED FROM THE BAR

NAMCO products made to samples and specifications are exact duplications of the model.

A thorough knowledge of screw making obtained through experience enables us to produce economically and rapidly, and to give first class service on parts for all trades. Let us quote you a price on your supply.

Standard A.L.A.M. Nuts, Cap and Set Screws with "V" or U.S.S. threads delivered promptly from our factory and warehouse which is conveniently located. Booklet on special parts sent by request.

THE NATIONAL-ACME MANUFACTURING COMPANY

MONTREAL, ST. HENRI & G.T.R.



GREENING'S

COW TIES

ARE THE

Lightest, Strongest and Best Chains on the market.
Made in six sizes and six styles.
Also Halter, Dog, Kennel, Tie Out and Trace Chains.

MANUFACTURED BY

The B. Greening Wire Co.

LIMITED

HAMILTON, Ont. - - - MONTREAL, Que.





HOT WEATHER DEMANDS

McClary's



Quality sells them

FAMOUS QUEEN OIL STOVES

with one piece heavy steel galvanized tank,
" cast top and base on chimney,
" two 4 inch all brass burners,
" Strong brass spring clip holding chimney in place,
" water-tray which keeps burners cool.

A RELIABLE STOVE FOR HOME, CAMP AND OUTING PARTIES

McClary's

"McClary" on goods is a quality name

Toronto Montreal London Vancouver St. John, N.B.
Hamilton Winnipeg Calgary Saskatoon

McClary's Ship Quick



The Underwood is the result of concentrated effort to achieve the ideal. It embodies in one machine all that is of value in a typewriter.

A wonderfully efficient organization, the highest inventive genuis, a capital of fourteen million dollars, all are constantly focused on this single objective—the production of one perfect writing-machine.

THE Underwood is sold at the price which should be paid for a machine of its quality.

THE Franklin Institute, in awarding to the Underwood the Elliott-Cresson Medal for "ingenuity, skill and perfection of workmanship," say in their report, "We find in Underwoods having more than five years usage, no detrimental wear."

United Typewriter Company, Limited

Everywhere in Canada
Head Office - Toronto

IMPERIAL --- STANDARD --- SCALES

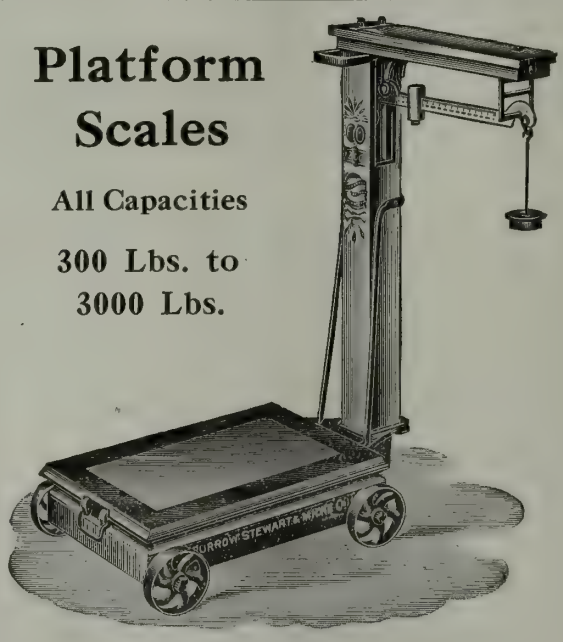
400 Varieties **Accurate, Durable, Well Finished**
——— Send for the large 128 page catalog and prices, No. 66 ———

Butchers Scales
Bathroom Scales
Confectioners Scales
Dairy Scales
Druggists' Scales
Foundry Scales
Grain Warehouse Scales
Grain Elevator Scales
Grocers' Scales
Tea Scales

Platform Scales

All Capacities

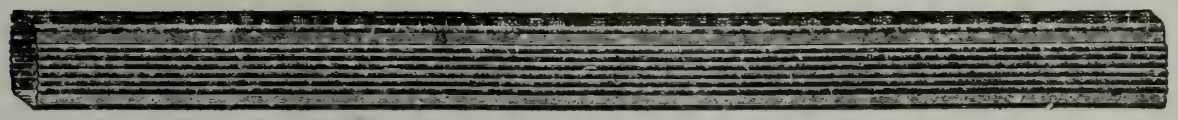
300 Lbs. to 3000 Lbs.



Letter and Postal Scales
Railway Depot Scales
Railway Track Scales
Rolling Mill Scales
Salt, Meat and Fish Scales
Stock Scales
Steelyards
Weigh Beams
Union Scales
Etc.

The Burrow, Stewart & Milne Co., Limited

HEAD OFFICE AND WORKS: HAMILTON
Offices and Warehouses at Toronto, Montreal and Winnipeg



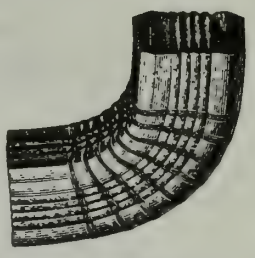


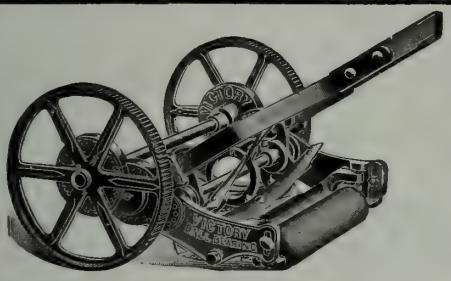
OUR Square Corrugated Expanding Conductor Pipe is an easy seller and you can obtain a better price for it than the old style pipe.

Elbows and Hooks to Match.

Try a Trial Order NOW.

Wheeler & Bain, THE QUICK SHIPPERS **Toronto**



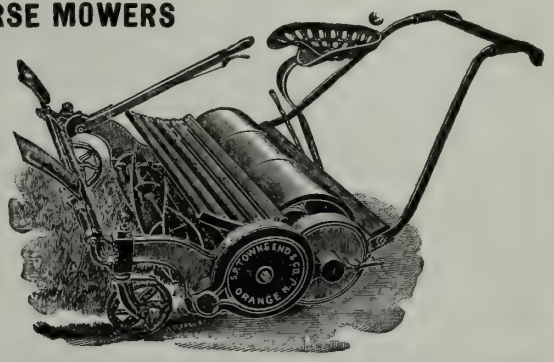


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

Still's Axe Handles

This name, **STILL,** will be your guarantee that you are handling goods of the highest quality.



Try selling nothing but "quality" goods—

STILL'S AXE HANDLES

and see how it pays you!

Write for Prices

J. H. Still Mfg. Co.,

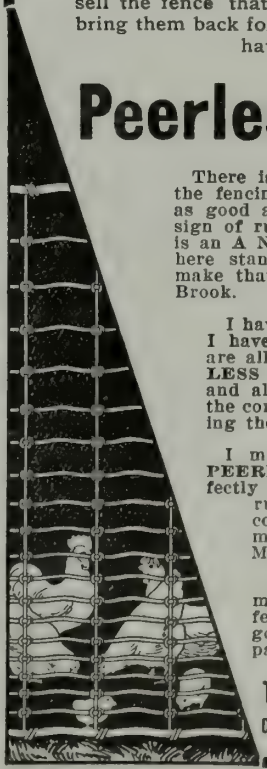
LIMITED

ST. THOMAS, - ONTARIO

Why Not Sell the BEST Fence?

When you sell a fence your customer holds *you* responsible for its quality—not the maker. So why not sell the fence that will satisfy your customers and bring them back for more? Read what some dealers have to say about the

Peerless Fence Saves Expense



There is no fault to find with your fence. the fencing I put up four years ago is just as good as the day I put it up, showing no sign of rust and giving good satisfaction. It is an A No. 1 Fence. The **PEERLESS** around here stands the test better than any other make that I have seen.—John Mason, Spring Brook.

I have been well pleased with all the wire I have received from you. My customers are all highly pleased with all the **PEERLESS** fencing they have received from me, and although opposition is very strong in the community, **PEERLESS** Fencing is taking the lead.—Wm. F. Mills, Wheatley.

I must honestly confess I have found **PEERLESS** Fencing, once stretched, perfectly satisfactory. I have never seen any rust on it yet, nor have I received one complaint from the many different men I have sold wire to.—J. H. Craig, Metcalfe.

We manufacture farm and ornamental gates, lawn, farm and poultry fences of a quality that will build up good business for you. Write for particulars.

The Banwell-Hoxie Wire Fence Co., Ltd.

Dept. A.K. HAMILTON, ONT. WINNIPEG, MAN.

DOMINION
LESS PRICE---MORE FORCE
AMMUNITION

What you want, PRICE and QUALITY

We Have Both { Lowest Price / Highest Quality

You Save Money by Using Dominion Cartridges.
You Save Cartridges, Shooting Your Game with the Dominion Make.

DOMINION CARTRIDGE CO., LIMITED
MONTREAL, QUE.

REMINGTON UMC TRADE MARK

ARROW and NITRO CLUB



The Remington Cubs cut into a good one

Steel Lined Shot Shells

Each and Every One a Speed Shell

They have the speed that breaks targets nearer the trap. That's why *Remington-UMC* Steel Lined Shells have won 13 out of the 15 Handicaps held in the last three years.

The speed that gets that mile-a-minute "duck" with a shorter lead—that's why it takes over 50,000 dealers to supply the demand for *Remington-UMC* Steel Lined Shells.

The shooting fraternity are speed wise. They know loose smokeless powder won't drive shot. They know that the drive depends on the compression

The powder charge in *Remington-UMC* shells is gripped in steel. This lining is designed to give the exact compression necessary to send the load to the mark quickest. It insures speed—the same speed in every shell. The steel lining is moisture proof—no dampness can get through. Jar proof— no powder can get out. Waste proof—no energy is lost.

Urge Your Customers to Shoot *Remington-UMC* Steel Lined Shells and Get All the Drive of the Powder Behind Every Shot

Remington Arms-Union Metallic Cartridge Co. **299 Broadway, New York City**

Removing Counter Gives Display Room

Beneficial Results Have Been Secured in the "Soo" Hardware Company's Store by Using Silent Salesmen and Floor Space, Instead of Old-time Counters —Enables a Wider Variety of Goods Being Shown — Sales Have Proved the Benefit of This—Need of Making Stores Appeal to Women.

Another blow at the counter has been struck by W. J. Keyes, manager of the recently formed "Soo" Hardware Company, Sault Ste. Marie. Mr. Keyes does not think the counter is necessary. On the other hand, he does believe it necessary to show attractively as many lines as possible.

In the "Soo" Hardware Company store, silent salesmen are being used to take the place of the old counter. They meet many of the old needs, and they meet also the great new requirement of display. Over a silent salesman money may be paid out. Upon it an article may be demonstrated, and even while the demonstration is being made the customer may see within the show case some other article for which he feels a need.

Mr. Keyes has some interesting things to say regarding the results which he has secured by bringing his goods so prominently forward that even the chance customer must see a number of lines before he leaves the store.

To begin with, the paint department has been put right at the front. According to Mr. Keyes, it was not a question as to whether he could afford the space, but rather as to whether he could afford not to make so prominent a display. But something will be said of this paint display in a subsequent issue. It, therefore, may be passed here with this brief mention.

On the side of the store opposite to the paint department is a silent salesman, shown in an accompanying cut, which at this time of year conveys a message of tools. There are tools of many kinds, and experience has shown that each has its attractive quality. The "Soo," as everyone knows, is a rapidly growing city. As every one also knows, there are many carpenters in rapidly growing places, and as a result tools are in demand. Tools are always wanted by carpenters. These men may economize in many ways, but for the tools they use they will not spare expense. They want the best, and any dealer who can show a new design is going to get purchases.

Mr. Keyes declares that he has found it wise to show some well-known lines prominently. The carpenters will come to the store because they know they can get these goods there. While making their selection they will see the other goods, and perhaps will find something among them which will improve their kits.

Tools for the men. Kitchen goods and fancy ware for the women. This is a good rule, and one which might well be born in mind by all hardwaremen, for the day is past when the hardware stores can afford to neglect the women. After all, this is a day when the women are the principal buyers. The men are too busy making the money with which the purchases may be made to do much purchasing themselves. Upon women falls the brunt of the buying. They like it. Many men do not.

Make Store Appeal to Women.

This being so, and the statement of many dealers indicated that it is the case, it is strictly to the dealer's advantage to make his store attractive to the women. This need has been recognized by the "Soo" Hardware Company,



A view of the interior of the "Soo" Hardware Co. store—The insert is a picture of Mr. Keyes, the manager.

where near the front door has been arranged a silent salesman of cutlery and silverware. Moreover, silver and brass tea pots, coffee percolators, and similar lines are shown on this salesman. That is one of the great advantages of the glass show cases over the old-fashioned counter. Not only may splendid displays be arranged inside them, but the top itself is more valuable for display than was the top of the old-fashioned solid wood counters. Upon the glass the teapots stand out in striking manner. On the wooden counters they do not invite so much attention.

Display Brought Sales.

"I have no hesitation in saying," states Mr. Keyes, "that showing plated and silverware near the front of the store as we do, has brought us many sales. Women see what we have to offer them, and the purchases we have been compelled to make prove that they are willing to buy when they see what they want. I feel sure we would not have sold a quarter as much of this class of goods had we left our samples standing on shelves in a back part of the store."

Now, it is undoubtedly the best policy to show these lines prominently. Every wide-awake dealer will realize this, but many a wide-awake dealer has been troubled to know how he may accomplish it. There are so many lines to-day, it seems impossible even to bring samples of them to the front.

The devise adopted by the "Soo" Hardware Company, and by many other concerns, indicates, however, how much may be done in this direction. It is simply using the fourth dimension—density. The old wooden counter had a top and it had sides, but the inside of it was useless as far as the customer was concerned. Perhaps goods could be stored there, but this did not help the buyer to see the goods, and it did not greatly assist the dealer to sell them. Let the counters be removed, however, as they are in this store, and room is given for a wider display. The silent salesmen have not only tops, upon which goods may be attractively shown, but they have a capacious interior which is visible from many parts of the store. In that interior an arrangement of lines which are on sale may well be made.

More Space for Display.

And elsewhere, where larger goods are to be shown, the absence of the old counter will give more room. In the case of the "Soo" Hardware Company a good part of the extra room made by removal of the old-fashioned counters, has been given over to the stove department. Thus is secured space for a good stock, and for a proper demonstration of the stove. The results have been satisfactory. That they have been all will agree when it is stated that since the commencement of the year more than two carloads of high-class ranges and heaters have been disposed of.

There are those who object to hanging goods from the ceiling. They claim it makes an establishment look like a butcher shop festooned for Christmas. Perhaps hanging too wide a variety of goods from the ceiling might give some such effect, but there cannot be much question of the methods which Mr. Keyes has adopted of using the ceiling. He hangs from it lamps—and where more appropriately could a hanging lamp be shown than hanging from the ceiling?

Gets Foreigners' Trade.

The Soo, like the great majority of cities now-a-days, finds a large part of the houses equipped with electrical fixtures. Illumination is, therefore, secured by means of electric lights. But there are in the Soo a good many foreigners, and these are still using the coal oil lamp very largely. They want something bright and attractive. Perhaps some people would say they wanted something flashy, however, that may be, they know what they want, which after all, is the main thing, and shows them to be people of mettle. It is to this class that the ornamental hanging lamps are sold. These bring a good revenue, and are well worth handling, since they make the store attractive to a class of people who are good customers, and since they occupy a space for display which could not well be used by other goods.

Developments in the Cement Situation

A Reduction is Announced—Companies Hold Meeting and Decide to Ask Government to Restrict Reduction to West—American Companies Raise Prices in the West.

There have been developments of a highly important nature in the cement situation in the past week. Chronologically they have come as follows.

A reduction of 10 cents was announced by the Canada Cement Co., making their price $1.40 a barrel. This change in price has not become general, however, and some of the smaller companies state they cannot sell at $1.40 a barrel. The reduction was predicted in last week's issue of Hardware and Metal. There is no present likelihood of further reductions.

Representatives of the nine independent cement companies operating in Ontario met on Monday at Toronto and debated the situation which has arisen as a result of the lowering of the duty. The cement plants represented were the Crown Portland Cement Co., Wiarton; Ontario Cement Co., Brantford; National Cement Co., Durham; Hanover Cement Co., Hanover; Doric Portland Cement Co., Owen Sound; Imperial Cement Co., Owen Sound; Kirkfield Portland Cement Co., Kirkfield; Maple Leaf Portland Cement Co., Atwood, and Superior Portland Cement Co., Orangeville.

To See Government.

The advisability of closing down the plants was considered but it was finally decided to send a deputation to wait on the premier. "Unless relief is afforded us by limiting this order in council west of the great lakes we have no alternative but to close down our plants," was the gist of the resolution adopted.

The most unexpected development is noted in the following despatch;—

Winnipeg, June 18.—Several American cement concerns have notified Winnipeg people of a raise in prices saying they are no longer able to supply them on the old prices. Other firms in the West have received similar notifications, and the raise seems to save been made to very nearly correspond with the removal of the duty.

One local firm, which uses a considerable quantity of cement, said to-day that they wired five firms in the States for quotations and prices quoted in reply were in four cases greater than local quotations from Canadian concerns. The fifth was five cents a barrel less, but this was offset by the return of the sacks. Another local firm stated that, while it had enough for probably the entire season already contracted for, it had been notified that no further orders would be taken at the old price.

This may mean the continuance of the former price levels in the West.

Only in West.

A rumor has gained credence in the press that American cement will be marketed only in the West.

It is pretty generally believed that the eastern provinces will not see much importation of cement, even if conditions remain as at present.

Uncertainty Exists.

It is impossible to say at present what further developments are likely to crop out. Men closely in touch with the situation profess uncertainty. There seems to be a tendency to "mark time."

Problems of Price---1. Rise of Copper

Something About the Course of This Metal During the Past Twenty Years — Copper Has Been Advancing as the Result of the Enormous Increase in Consumption—What of the Future?

To trace in any proper way the price of copper is really to trace a part of the world's development. It necessitates showing the increased demand which has grown up for this metal, and the increased production which has come as a natural result of the increased demand. Production and demand are always closely associated, but in this case it becomes evident that they have not grown proportionately. Production has been the weaker brother, in the main. It is "demand" which has grown large and strong, while "production," though growing, has failed to make stride for stride.

Thus is found the present situation. Copper high in price—higher in price, indeed, than it has been since the bull market of 1907. Likely, moreover, to go higher.

The Cause of the Advance.

The cause of the increased demand is the general advancement of Canada and of other countries. Electrical plants — which have become so common in the past two decades, have used a great deal of copper. For wiring alone the consumption has been tremendous. Then copper is now largely used on roofs and eaves. Builders' hardware, which has made such improvement during the past few years, has meant the consumption of a great deal of copper; while the great favor which of late has been shown copper and brass household goods had meant a still further drain upon the supply.

Statistics show how great has been the growth of the demand, and how serious is the present situation. The American surplus has been reduced 15,450,386 pounds, and the European stock, during the year, has been reduced some 11,542,720 pounds. This leaves the present available stock at 149,559,963 pounds.

Small Compared to the Need.

The figures are of that size which compels the reader to ponder before he names them; but large though they are they yet seem small in comparison to what is needed. The present stock, indeed, has fallen far too near the danger mark, for it has been estimated that the reserve must total 100,000,000 pounds to make safe an annual turnover of 2,000,000,000.

That the reserve may shortly fall below this line seems very possible when the past is considered, for during the past twelve months there has been a drain upon existing supplies of 179,089,089 pounds. Let that rate of increased demand over production, continue, and not only will the increased supplies which are looked for this year be swallowed up, but a still larger hole will be eaten in the world's reserve.

> There has been a general advance in prices during the past ten years. Many things cost double now what they did a decade ago. What of hardware lines? Have they advanced in the same degree as other goods, and in direct ratio to the increase in the cost of raw material? Some say not.
>
> It will be interesting to compare hardware prices to-day with past figures and see what changes time has brought. The accompanying article is the first of a series bearing on problems of price.—Editor.

Fearful of Labor Trouble.

Everything at present, indeed seems to point toward a continuance of the present situation. The consumptive demand will continue greater than the supply, a condition which practically assures a still higher price for copper. The likelihood of this is increased by reason of the labor troubles which have already broken out in one refinery, and which are threatening the Butt district. Let this trouble spread and copper may go above even the high level of 1906 and 1907.

How serious is this possibility may be shown by a few prices of the past twenty years. In 1882, for instance, copper was selling in Montreal at approximately $23. But the high price brought a great increase in production, and in 1892 the price had dropped to about $14.38. In 1899 it rose to $21.50, again upon an increase in the demand more than equalling the increase in production. Then came the bull market of 1907, when the figures leaped to over $28. The advance was not altogether natural. It was partially the result of great speculation, but nevertheless the price stands as the highest of modern years, and as the price which some are predicting may be equalled ere long.

What Tables Show.

Another means of showing the cause of the present high prices, and of explaining the predictions that a still higher level may yet be attained, is by quoting the consumption of copper, and the production. Perhaps this may well be done in tabular form, as follows, the totals being secured by compounding the number of tons (2,240 lbs.) consumed in Europe and America during the year mentioned:

1902	565,210
1906	752,296
1910	886,301
1911	926,791

The figures, quoted in large tons, do not seem alarming. But notice what the world's supply has been of late.

1907	709,736
1909	836,870
1911	855,000

In short the consumption for the past quarter score years has been greater than the production. The reserves have been drawn upon quite largely.

Then what of the future?

For the Future What?

Here of course is a real problem, and many there are who wish they could peer into the crystal or read of the coming events in the stars. The situation, moreover, is rendered still more problematical by reason of the threatened labor trouble. It is more or less possible to count upon nature; but upon man—

However, even leaving aside all thought of a cessation in production caused by a strike or other labor difficulty, it is evident that the present situation is one of considerable seriousness. There seems little reason to expect any falling off in the demand. Rather will this increase. This being so prices will almost certainly continue on their upward course.

In this perhaps is the solution. Let the price go high enough, and the market will become so attractive that a greater effort will be made to reap a share of the profit which it offers. Production will thus be increased—for the supply is not entirely controlled—and the demand would be more easily met. The natural relief would thus have been found, and prices would fall.

But looking into the future is largely theorizing. All that is sure is the past. Records of this show the great advance which there has been in production, and the greater advance in consumption. This it was which forced up prices. Perhaps history will repeat itself. It often does.

HARDWARE AND METAL

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EARLY CLOSING GAINING.

The early closing movement is gaining ground. This is rendered quite clear by the list of places in Ontario over 1,000 in population published in this issue.

The purpose of the compilation of this list was to secure the names of places where half holidays are held during the summer months. Much other information was secured incidentally, however, relating to the hours of closing which obtain throughout the year. It was learned that the tendency to close at 6 or 7 o'clock on all days but Saturdays is rapidly gaining ground. In some cases the early closing rule applies only to three evenings in the week but this shows that the idea is winning favor and extensions may be expected. A large percentage of the places on the list have fixed either a complete or partial early closing rule.

The statistics thus obtained lead to the belief that the time is not far distant when this practice will become universal. For the benefit of the trade, and the men in the trade, the time cannot come too soon.

TALK OF AMALGAMATION.

A story relating to lead is now going around. It refers to Mr. Guggenheim, the Copper king who went down with the Titanic. The tale is that Mr. Guggenheim had attended a conference of those connected with the various lead interests—a conference at which the advisability of forming a close union, which would enable a full control of the market, was discussed. It is said he had upon his person when the terrible glancing blow came, papers of great importance relating to the proposed union.

Quite possibly the main facts of this story are correct, for Mr. Guggenheim had large metal interests, and was known to be in Europe on business connected with these. Whether his death put a stop to negotiations, is not, however, known. It would appear, though, that some such amalgamation as was said to be the object of his visit to Europe was arranged. The present rapid rises make that seem likely.

Last week the advance of pig lead made another rise in white lead necessary. This week pig lead has continued on its upward way. What will be the end of it all? Nor is the high price the worst feature. The scarcity is even more distressing. This, however, will not be a long continued evil. The cessation of the London Dockers' strike makes the early shipment of the much needed supplies possible.

A CRISIS IN CEMENT.

It is stated that the cement industry has approached a crisis in Great Britain, Germany and the United States, due to the gigantic production. While the consumption has increased enormously, it has not yet overtaken the production. The situation in the United States is further complicated by the frenzied competition which has developed. There has been a most strenuous struggle for control of the market, and it is said that many American mills have been selling below cost. Certainly the price is low enough there to induce belief that the selling figure does not cover the cost of manufacture.

The total yearly production of cement in the United States is 80,000,000 barrels, and it is estimated that the over-production is 10,000,000 barrels. Canada's total is 6,000,000 barrels a year, or 4,000,000 less than the American surplus! It is on account of these figures that the Canadian producers are worried over the reduction in duty.

"LITTLE BUSINESS."

So much is heard nowadays about the importance and the iniquities of "big business" that one is inclined to lose sight of the fact that "little business' is after all the backbone of trade.

The operations of the thousands of retail dealers scattered through the country are of more vital importance than the manoeuvres of a few large corporations. The prosperity of a country is decided by the amount of business that is transacted over the counters of the retail store.

There is a common tendency to lose sight of the importance of small things and to regard only the big things. The newspapers at present are full of the Republican convention at Chicago to the exclusion of all mention of local happenings of more vital, if less spectacular, interest. This tendency is noticed in the conduct of many hardware stores. Many salesmen, and proprietors also, are prone to centre their interest solely in the sale of goods which involve a large amount. They are inclined to "look down" on transactions in the cheaper goods. They are interested in the sale of stoves, refrigerators, vacuum cleaners, rifles, the best grades of cutlery, in fact in the most expensive lines, and do not condescend to take an interest in the humbler lines which, after all, constitute the bulk of the stock.

As pointed out elsewhere in this issue, the "little business" is of equal importance, and no salesman can count himself finished or capable until he recognizes this fact.

A small profit repeated often will soon become a big profit.

LOCAL PARCEL POST SYSTEM.

At the convention of the Ontario Postmasters' Association, held in Toronto during the week, a subject of much interest to the retail trade in country towns was discussed. It was in relation to the parcels post problem; in fact, an endorsation was made of what might be termed a mild form of parcels post.

The association went on record as favoring a local parcel post service in connection with the rural delivery system to give tradesmen and merchants the facility of having their parcels delivered through the post offices along the rural routes at the rate of one cent per pound, with a minimum charge of five cents. The regular parcel post coming through the mails from outside points would not come under these rates.

Such a system would naturally benefit postmasters, and local merchants in districts where rural mail delivery is in effect. Postmasters would sell more stamps and merchants would be able to fill phone orders from the country by sending the goods through the post office. During the summer months when farmers are busy on the land, such a service might be used to good advantage. Five pounds of goods—providing heavy articles were omitted—or dry goods could be sent for five cents, which would be much cheaper than hitching up a horse and driving into town.

On the surface this appears to be a good scheme, as long as it would not evolve into a general system of parcel post coming through outside mails. Merchants would, of course, have to add to their selling price the amount of postage, else there would be a considerable leak in their business in a year, if much goods were sent by post.



POINTED EDITORIALS.

The clerk who can't be taught won't be sought.

* * *

What a salesman that man Roosevelt would make!

* * *

White lead is climbing nearer and nearer the eight cent goal.

* * *

"Little business" is sometimes bigger than "big business."

* * *

Have the cement companies been made the scapegoat for the railways?

* * *

Pest though the caterpillar is, he yet offers an object lesson to boom the sale of insecticides.

* * *

Recent events have not done much to "cement" the friendship that certain manufacturers have for advocates of tariff demolition.

* * *

The article which stands on a glass showcase should bear a larger share of the rental expense than that which is kept in a dark bin at the rear.

* * *

That 25 cent advance of white lead came as a surprise, even to many who expected a rise. But the cause came as a surprise to the corroders.

* * *

Make a woman see that an electric iron means hot-weather ironing without exhausting heat, and she will make her husband see that she must have money for the electric iron.

* * *

Mr. Caverhill believes the French dealers owe a large part of their success to their practice of buying often. It is certain a system which enables this helps to bring a frequent turnover.

* * *

No longer need the traveler kick his heels for a whole afternoon around the empty streets of a town which has "closed up" for the afternoon. By consulting Hardware and Metal he can plan out his route to dodge the half-holiday.

THE MARKET SITUATION

THE market situation as regards practically all branches of the hardware business is vitally interesting at the present moment. If the hardwareman still holds to the old trade adage that "goods well bought are half sold," he must recognize that the market demands his closest attention, for it is only through concentrated study that good buying is made possible.

There is an upward trend in nearly all lines. Metals are scarce and high. As consumption is outstripping supply, it seems practically assured that an era of high prices in metals has begun. It follows that hardware goods are going to cost more in the making than previously. This may or may not presage higher prices in future for some lines of hardware but the possibility is there. It is worth watching.

As a direct result of the "aerial performance" which the price of copper has been giving, the cost of brass and copper goods has been advanced. Other advances may come. There is some talk of all lines of builders' hardware containing brass, being advanced. Although rumors on that score have been of the vaguest, the suggestion is worth consideration. Some lines of cutlery are also going up.

Turning to the paint and oil department; developments of still deeper significance are found. White lead has been going up by leaps and bounds and no prophet has been found rash enough to predict that the end has been reached. White lead may—some say, will— go to $8.00 per cwt. before high water mark is touched. Linseed oil is very firm and there have been a number of advances recorded recently. Putty has advanced. Glass may stiffen up if the threatened trouble in Belgium develops. Finally, there are persistent rumors that prepared paint will be advanced. Despite denials and postponements of action, this rumor, like Banquo's Ghost, will not "down." It bobs up on every hand and has been particularly in evidence since the last advance in white lead.

Montreal, June 6—Great interest is given the market this week by the further advance of white lead. It is only three weeks since there was an advance before, and this further increase of 15 cents has given strength to the declaration that first 7½ and then 8c lead will come.

The talk is already of the possibilities of still another advance, and it is thought locally that the new price will not stand long. The latest development is a reported scarcity of pig lead, which will certainly tend to keep the price up.

ADVANCE IN WHITE LEAD.
(Special to Hardware and Metal)
Montreal, June 14—White lead advanced here to-day 25 cents per hundred pounds.

All of which goes to show that the hardwareman, who wants to buy right, has to keep his eyes open. He must not only note all price changes but endeavor to inform himself well ahead of time of probable developments.

There is one sure and easy way to do this. Read Hardware and Metal. This paper keeps closely in touch with conditions and gives weekly forecasts which are invariably worth a great deal to the dealer. Few changes in price are made which have not been predicted in advance in our market columns. The accompanying illustration, made up of clippings from the June 8 and 15 issues, is a tangible evidence of the way in which Hardware and Metal gives advance information of a distinct value to the retailer. It is but one case in many.

"Little Business" and the Hardwareman

Much is Heard Nowadays of "Big Business," But the Hardware Dealer Should Be Interested in the Smaller Phases of Trade—Profits are Made in Small Lines —Methods Pursued by Certain Dealers Show Wisdom of Featuring Small Articles.

To paraphrase a rather well known saying, "great profits from little purchases spring." Fortunes have been made selling newspapers on street corners, where the profit is just one-half cent on every sale. It is said of a certain millionaire of Hebrew descent that he laid the foundation of his present great wealth picking paper off the streets.

Much is heard nowadays of "big business." Certainly great fortunes are made by the operations which are classed as "big business"—mergers, stock issues, and corporation promotions. Politicians, public speakers and magazine writers have united to assail "big business," but they picture the possibilities and paint the profits in such lurid lights that they have succeeded chiefly in stirring up a sort of admiration for such operations and, in a great many men at least, an insatiable desire to participate. The feeling stirred up by the discussion of "big business" has not been exactly a healthy one and it is time that something was said about "little business."

There are royal roads to wealth but they are closed to all but a very few. The financial genius and the rogue can find short cuts to the acquirement of cash but the average man must plod along slowly and painfully. The accumulation of money is a matter of continuous small operations rather than of a few bold strokes. "Little business" is the long and crowded highway which the great majority of men must follow if they would arrive at the desired destination which is known as financial independence.

This broad truth will be found to apply to the management of a retail busines. It is the steady, every-day-in-the-year trade which makes a business profitable. Some dealers, and a great many salesmen, rather despise the small articles in the store. They want to make big sales and do not bother themselves to push the sales of the numerous little lines carried which yield a small margin of profit. "I can only show my ability as a salesman when it comes to stoves, washing machines and goods which sell at a big figure," once confessed a hardware clerk. "I can't work up enthusiasm or interest in selling nails or saucepans."

This clerk is one of a large species. In nearly every store it is possible to find men of the same stamp. Some of them have rare salesmanship ability but it is doubtful if they will ever climb above the ranks of mediocrity. They are working in the wrong direction.

The stock carried in the hardware store is so large and varied that, to insure success, the dealer must have a large turnover. He has hundreds of different lines to push and it follows that he must devote his attention to the small lines as well as to the higher priced goods.

Five, Ten and Fifteen.

The success of the 5, 10 and 15 cent stores is conclusive proof of the possibilities of "little business." A good many hardwaremen have recognized the fact that profit lies in the small lines and are featuring the goods which sell at small prices. A counter devoted to goods which range in price from 5 cents to 25 has become a regular feature in many of the best stores.

The accompanying illustration shows the interior of the store of J. G. Humphreys at Griswold. Mr .Humphreys is a believer in the wisdom of featuring the small lines as well as the high-priced. He keeps a table well toward the front of the store which is used entirely for the display of articles which sell at a small price— egg beaters, strainers, mouse traps and so on. Customers who enter the store cannot help but see the collection. They glance it over; it is human nature to look over any kind of a collection. If they see an article which they need, they buy it. If the article in question had not been where they could see it, they would never have thought to ask for it.

A Creditable Interior.

In passing it may be noted that the illustration shows the Humphreys hardware store to be a creditable one in many salient respects. The stock is well and neatly arranged. The store is not crowded and the interior is both light and attractive, a result which can be partly attributed to the fact that the metal ceiling is practically free from all obstruction. The presence of glass showcases makes the display of cutlery, silverware, clocks and jewelry particularly effective.

Secured Results.

The experience of another firm might be quoted also in this connection. J. Moxon & Son, of Picton, have a counter for smallware which has brought splendid results. The top of the counter is divided off into sections and the partitions are so arranged that they can be moved to suit the goods shown. The articles shown in each section are always of the same price, a ticket above announcing what that price is. The articles run from a few cents upward but are never high priced. They are for the most part small kitchen utensils.

This method of display has brought large sales. The articles sell themselves. While people are waiting for their change or for a parcel to be wrapped up, they look around the store. This counter catches their eye and they glance over the collection. It is seldom indeed that they fail to see some one thing they

(Continued on page 35)



A counter in the hardware store of J. G. Humphreys, devoted to small articles—It has resulted in large sales on an automatic basis.

The Problem of Cost Distribution

Should an Average Percentage be Struck to Cover Overhead Expenses and Applied on all Lines?—Or Should Each Department, or Line, be Assessed According to the Expense Entailed—One Dealer's Views.

It is generally accepted that the way to provide for "overhead expenses" is to figure what percentage of the total turnover is represented by the cost of doing business and reckon that percentage in when fixing the selling price of goods. This method is followed by practically all hardwaremen, and it is found to work well when properly carried out.

There are some dealers who contend, however, that it is not advisable to fix a definite percentage to apply to all articles in the store. They believe that different percentages should be charged on the price of different lines. A group of three or four hardwaremen were discussing this question at a recent convention, and one of them gave his views as follows: "It is not wise to charge the same percentage all around because expenses vary so widely in different departments. For instance, why should nails which occupy a bin in an obscure corner be charged as high a percentage as the cutlery, which is shown at the front of the store in an expensive silent salesman? Some lines require much more handling than others, and you generally find that these lines can be sold at a better profit than other goods. To put the same percentage on these lines as on the less frequently handled goods is to cut down your legitimate profit on the one and to restrict the sales on the other because the percentage will be too high. On this matter I take the same stand as the 'adequate protectionist' on the tariff. I believe in fixing the percentage to suit the circumstances."

The writer had a chat with this hardwareman later, when he explained his idea more fully.

"Expenses vary largely on different lines," he said. "It costs me considerably more to handle some goods than it does others. To charge the same average rate all around, therefore, is to mark some goods too high and others too low. It is unfair both ways.

"It is self evident that goods placed toward the front of the store sell more rapidly than the stock at the rear. The farther back in the store you go, the less valuable the space. Is it not logical to state that the dealer who pays rent in proportion to the value that the store is to him, is paying more rent on the front than on the back? In view of the fact that the dealer must depend upon the selling of the goods at the front to provide the bulk of his revenue, he should make that stock carry the bulk of the expense. In my opinion, the cost of doing business should be apportioned in much the same way as rent in a big building. The tenant on the first floor pays the biggest rent, and so on up. Personally, I put as much as 25 per cent. on some goods which I feature prominently at the front of the store and on some of the slow-selling, seldom-handled lines which are kept at the back, or in the storeroom, I only put 10 per cent.

"For instance, I have two glass show cases which I keep at the front of the store and which are used for the display of cutlery, knives, silverware, brass goods and clocks. They cost me quite a neat sum. That money must be paid back into the business, but I don't believe in assessing a share of the cost against every article in the store. I am figuring a higher percentage on the goods which are shown in the cases, and in time that will cover the initial expense.

"Again, I send out a man during the active building months to canvass the builders for builders' hardware, cement, roofing and so on. He puts his whole time to the work. Should his salary be counted in with the general expenses and thus charged on all goods sold? Not to my mind. His expenses must be covered in that one department.

"I have never worked out a complete system for the distribution of costs, but I recognize that I should. Some day soon I intend to. In my opinion the stock should be divided into distinct departments, such as builders' hardware, tools, kitchenware, sporting goods, cutlery and silverware, paint, stoves, heavy hardware and so on. Sales should be classified so that the dealer would know what his turnover is in each department. Then the expenses should be divided up and each department given a certain share. For instance, the rent should be divided up according to the position occupied by each department in the store. Salaries should be divided according to the amount of handling that the various lines demand. A certain rental fee should be charged for the use of the store windows, and the advertising expenses should be charged against the articles advertised. In this way all expenses would be provided for, and each department would be assessed at its proper share. Thus, a correct percentage to cover the overhead expense could be struck for each department, and the selling price fixed accordingly."

There are, of course, grave difficulties in the way of carrying out this plan. That it would be the proper way to do business practically all will be ready to admit. It would, however, necessitate a more intricate system of bookkeeping than is followed in most stores. It would entail considerable more figuring, and the aim of most merchants is to simplify rather than to complicate. On that ground, a great many dealers would prefer to leave matters on the old basis.

Another objection is that few hardwaremen have departmentalized their store. The goods are arranged in a promiscuous manner in a great many stores, and to endeavor to distribute costs would be a task which would not only be impossible, but almost ludicrous. In such cases, the only feasible method is to fix an average percentage to apply on all goods.

Have Definite Figures.

One great advantage, however, would be in the definite information which the dealer would have were he to follow the system outlined. He would know just exactly what each department, or each line, was costing him, and what it was paying. If his profits fell off, he would be able to trace the leak.

Under the conditions which prevail in most stores, the dealer is aware only of the total results of his business. He knows that he is making or losing money, but he is not in a position to judge the value of any one department.

Finally, it may be stated that the big departmental stores have a most elaborate system for the distribution of costs. Each department pays so much rent and bears a certain share of the cost of maintenance.

Why should not the same idea be followed out in the smaller retail store?

"LITTLE BUSINESS" AND THE HARDWAREMAN.

(Continued from page 34)

need. The sales are heavy and continuous; and they are, for the most part, automatic.

The margin on the sale of small goods is slim. The volume of business is large, however, and a small margin multiplied often becomes a large margin.

In the opinion of the writer it will certainly pay the hardwareman to take steps to push the sale of the almost endless variety of small articles which he carries in stock. "Little business" is profitable.



A display of electrical specialties in a hardware store, which brought splendid results.

Electrical Cooking Appliances in Favor

This Class of Goods Offers Fine Opportunity to the Retailers—The Present a Season When the Electrical Irons are Especially in Demand—Chafing Dishes, Toasters, Heaters, and Even Full-Sized Cookers are to be Had—The Question of Current Cost.

Shakespeare, who in his day gave much valuable information which the people of his day were not wise enough to take, remarked upon one occasion that "there is a tide in the affairs of men, which, taken at the flood leads on to fortune." This statement, like hundreds of others of the great playwright, is as true now as in Good Queen Bess's day. It also applies to hardware salesmanship as well as to a multitude of other activities of men.

This being a slangy and jocular generation men no longer remark that one of their fellows who has achieved success, "took the tide at the flood." They rather say he "got in right;" but the meaning is the same. They mean that the man was "Johnny on the spot." That he "knew a good thing when he saw it." That he "got in on the ground floor," and "seeing a good thing he pushed it along."

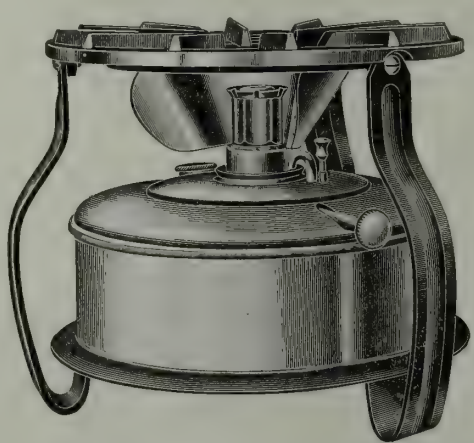
A Wide Field Open.

It is this "getting in right" which means as much to the hardware dealer. A multitude of new lines are being bronght out yearly. Some are of little use. More are invaluable to some and unvaluable to others. Still others are of general use, and might well be taken up by all dealers. It is hardly correct to state that electrical goods belong to this latter class; yet they do meet a need of a great mass of people, and therefore might well be handled by a large number of hardwaremen—as indeed they are now being handled.

The field for electrical goods is widening monthly. What Adam Beck of Ontario has named the "white coal" is becoming more and more generally used. Water power is being used to generate electricity in many places where electricity was recently almost unknown. And the advance has only started. The next few years, indications seem to show, will see an even greater step forward than the past.

Advantages of Anticipating.

Here is where the dealer may take the tide at the flood. He must not only consider the goods for which he will find a strong demand now, but must consider these goods for which a demand is growing. If he anticipates this demand a little he will benefit. He will hurry its coming for one thing, and it will be to him that the people will go to make their purchases.



Spirit lamps upon which water may quickly be heated are also popular now.

Until recently there has been a feeling that electrical goods were something for the rich—a luxury out of the question for those who need to count the dollars, if not the pennies. But of late there has been a change. It is not the rich, but the moderately well to do who have been buying. Young couples, for instance, have bought largely of electrical goods.

That this should be so is not surprising. This is an age of flats and apartments, as far as the cities are concerned. Large stoves are not the thing for an apartment. Gas stoves are generally used, but occasionally in place of these—though more often as supplements—electrical equipments are installed. This means quick and easy labor, such as is desired by many young housewives.

Irons Exert Strong Appeal.

A great number of places now have continuous electric currents. Therefore there is nothing to block the sale of electrical goods. But even in the places where the current starts at dusk and discontinues in the morning, there is a chance to sell electrical goods. Irons, for instance—one of the most popular lines—will appeal to women in any community which has an electrical service. If the current is continuous, so much the better. But if it is only on at night, then the women will arrange to do their ironing then.

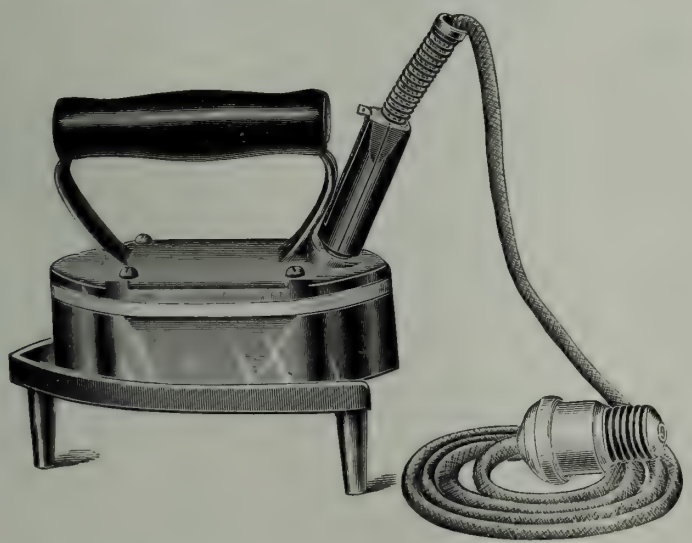
This is possibly the best season to sell electrical irons. For two reasons. These irons mean a great conservation of energy, for they do not heat the room

in which they are being used to any perceptible degree. They do not necessitate the burning of wood, coal or gas. Moreover, this is a season when muslin, lawn and print dresses are being worn. These require frequent pressing, therefore the iron is in great demand.

Meeting Objection of Expense.

"I only have one difficulty in selling electrical irons," remarked one hardwareman. "The people think these greatly increase the electricity bill. I have done something to overcome this objection by making a frank statement of the electricity consumed, and by showing how the current may be husbanded."

Notice what this dealer is able to say about the current. A five-pound flatiron uses—it has been estimated—one third unit an hour. In Winnipeg, where competition between a municipal plant and a power company has brought the price of electricity remarkably low, this means that the cost per hour of running the iron would be one-third cent. In Montreal, where with discount the rate is about 7c per unit, the cost of operation would be two and a third cents. With the size of the iron and the rate charged the cost would vary; but nowhere would it be prohibitive.



Electrical irons are especially appealing to women in the hot weather when many print and muslin dresses demand pressing.

Switch Current On and Off.

Here is the other point which this hardware man has brought out to his customers. An iron, once heated, will retain its heat for some little time. This, any woman will immediately understand, for has she not been accustomed to take an iron from the stove and use it for five, ten or fifteen minutes before changing to a freshly heated iron? But, she will wonder, what has this to do with an electric iron? As the dealer points out, though, it has just this importance. It means to the electric bill what the coaster brake means to the cyclist. It means a hot iron for an hour, for an electricity current of a third that time. The iron once well heated the current may be turned off for ten or fifteen minutes. Then it may be switched on again for a few minutes, until the heat is once more brought up to the proper intensity. Then once more the current may be switched off.

But electric irons, while among the best selling articles at this season, are but one of the many lines which find a ready market. The electrical toaster is another. In the two days before Christmas, last year, over four hundred of these were sold in Winnipeg. Of course, as has been said, there is a special inducement for people to buy these electrical goods in the Manitoba capital; but elsewhere, too, electrical toasters have sold well—and will not only continue to sell well, but will sell better. A toaster is an ornament on the table. With it toast may be made as wanted, and there will always be fresh toast to be had with the coffee. Nor will there be toast left over to come back like a recurring decimal in a bread pudding.

A Boon to the Shaver.

Then there are water heaters — of great value to the shaver, who by the use of one of these may have hot water in the bathroom at a season when the hot water supply upstairs is cut off in so many houses.

There are chafing dishes, urns, electrical jugs and high temperature plates. Then there are electrical heaters which fill a very real need in a wet, chilly season like this. Their use for a few minutes will take the chill from the air, and the expense will not be great.

Then as one of the latest steps comes the cooker—an electrical stove capable of preparing a whole course dinner. More and more this is finding favor. Again the cost of operation will be urged in opposition, but with the present charges operation is not excessive. With every part going this could be run in Winnipeg for eight cents an hour—and who wants to run a stove full blast for that length of time? It is only at Thanksgiving, Christmas or such gastronomic festivals that such a lavish use of the stove need be made.

Spirit Lamps Also Valuable.

There is another class of goods meeting much the need that is met by the electrical appliances. It is the spirit lamp, with all its diversifications. This has one advantage over the electrical appliances. It can be used even in those places where electricity is not supplied, or where power is exceedingly expensive. There are coffee percolators and miniature stoves. Quite a wide variety of lines. Then there are gasoline irons which fill some such need as do the electrical models. Truly the hardwareman who serves a country community, which has not yet been blessed by the coming of electricity, need not be idle. He has a wide field before him.

CATALOGUES

Hardware Service.

The Edward C. Plume Co., Chicago, have issued their 1912 book on hardware advertising service, the object of which is to promote intensive retailing. The book contains seventy illustrated advertisements, dealing with all branches of the hardware business. The ads. are cleverly arranged and forcefully written.

Steel Valves.

The Nelson Valve Co. have issued a catalogue on steel valves and fittings. It is interestingly descriptive, giving particulars of the process of manufacture and showing views of the works. Each part is fully described. The line shown includes every variety of valve and fitting.

Enterprise Enamel.

The Enterprise Enamel Co., Bellaire, Ohio, have issued a catalogue which is unique in the number of colored illustrations shown. It has half a dozen pages filled with three-color cuts, and is most striking on that account. A complete description of the lines of enamelware made by the company are shown, with suitable illustrations.

Electric Fixtures.

The Canadian General Electric Co., Toronto, have issued section 10 of the section edition of their catalogue on electric fixtures and shades. It contains a most handsome assortment of goods of all finishes, styles and values.

Can Canadian Hardwaremen Learn From the French ?

George Caverhill Points Out Some Particulars in Which the Dealers of the French Towns and Cities Have Attained Great Proficiency — They Know Their Goods Thoroughly, and Through This Intimate Knowledge Secure Many Sales—They Have Small Stocks But Buy Often, Thus Doing a Large Business With a Small Capital.

In America there is a tendency to scoff at what is called the slow business methods of the Continent. It is refreshing, therefore, to catch a glimpse of the practices of the older nations from a new angle. George Caverhill, of Montreal, who has just returned from the continent, supplies the new view point. He went to France with eyes and mind open, and came back greatly impressed, and full of the belief that Canadian hardwaremen—as well as other Canadian business men—would do well to consider the methods adopted in the cities and towns there.

In his recent trip Mr. Caverhill visited not only Paris but a number of the other towns and cities of France. He was not on business bent, and so had little opportunity for judging the methods of the wholesalers. But he did call upon a large number of retail hardware stores, in Lyons, Avignon, Bordeaux, Orleans and other places designated as provincial by the supercilious Parisians.

Key to Contentment and Wealth.

"You expect courtesy and attention in a Paris store," remarked Mr. Caverhill, "but in these places I was greatly impressed with the attention given to all customers, and with the thorough knowledge of their goods which the clerks displayed. This, I think, is the key note to the contentedness of the employes and the general wealth of France.

"The attention the clerks give is hard for us to realize. It is impossible to go into a store and come out without buying—at least I found it so. There is always something to learn from clerks and retailers alike. They have made a study of their business and can throw some new light upon it. It is this careful study which I sometimes think is lacking here. Often clerks, and at times even heads of departments and store owners, are inclined to be superficial."

Are Rapid Buyers.

Another thing in the French hardware stores which impressed Mr. Caverhill was along the important line of stock turn-overs. "There," he remarked," many of the merchants seem to keep a remarkably small stock on hand, but they watch this carefully and have such connections that they can secure fresh supplies exceedingly rapidly. With this system of quick buying they are enabled to do a remarkably large business with a remarkably small capital."

One other feature of which Mr. Caverhill speaks is the assistance which French wives give their husbands. This is not confined to the home, but the wives, and the daughters, go into the store. "In many cases," declared Mr. Caverhill, "they seem to run the selling part of the business. The dealer, himself, is seldom seen, occupying himself with buying and with looking after deliveries."

There may be various opinions as to the desirability or undesirability of such a system of co-operation. But there can be little said against the other practices of the French hardwaremen. From seeing their stores and their way of doing things many Canadian dealers could get valuable pointers. But it is impossible for many to make the trip across the pond. Still there are what Stevenson calls "Fire Side Travelers" — those who at home read what others have seen. These get much of the benefit and the pleasure without the fatigue which the travelers are called upon to endure. So reading what Mr. Caverhill has to say about the methods of the French, many will be able to judge where their system is superior to that of the French dealers. They will be able to consider the question of thoroughness, and to judge if Canadians are really lacking in this respect. A period of self-examination is often of great value, and by no means can this better be done than by comparison.



The following items are taken from the issue of June 25, 1892:—

"The sale of oil stoves shows an increase this summer, notwithstanding that gas stoves are supplanting them so rapidly in the cities. The oil stoves are finding new fields to conquer in the towns and villages as well as in the country places."

Editor's Note.—Despite the fact that gas stoves have been selling in ever increasing volume, the oil stove still has a big sale. The demand, in fact, has grown in proportion to the growth in other lines. It is seldom that the introduction of a new article results in the complete supplanting of old ones. The new article makes a market for itself. For instance, the automobile is taking the place of the horse for pleasure purposes, for delivery and dray work and even on the farm. And yet horses are more in demand now than ever before.

* * *

"The 'bull' movement in pig tin has received a serious setback. In point of fact, the clique seems to have withdrawn all the props with which they have supported the market latterly and even rendered some assistance to 'bear' operations.

Editor's Note.—The situation in tin does not seem to have changed much during the twenty years which have elapsed. The market is still controlled by a ring but they call it a syndicate now and not a "clique." It is also customary for the syndicate to let go control occasionally and to lure the bears on.

* * *

"W. G. Scott, of W. G. Scott & Co., Mount Forest, while in the city on Saturday, did not forget to visit Hardware and Metal. He has been one of the steady subscribers since the paper began."

Editor's Note.—Mr. Scott has for a number of years been out of the retail hardware business. He is now manager of the Pease Heating Co., Toronto. Previous to leaving the retail ranks, Mr. Scott became an active member of the Ontario Retail Hardware and Stove Dealers' Association, serving as president of that body.

* * *

"Pilkington Bros. of St. Helen's Lancashire, England, glass manufacturers, will carry on business in Montreal."

Editor's Note.—Pilkington Bros. have extended their operations in Canada and have branches now in other cities.

* * *

"Auld & Woodyatt, manufacturers of lawn mowers and general hardware, Guelph, Ont., have dissolved, A. R. Woodyatt continuing."

Editor's Note.—The business was ultimately incorporated into the Taylor-Forbes Co., who are now operating their large plant on the site of the Auld and Woodyatt foundry.

Current News of Hardware Trade

Death of Plumber.

The death occurred at Vancouver, of R. F. Scott, plumber.

Annual Maritime Convention.

The annual convention of the Maritime Board of Trade will commence at Truro, N. S., on Wednesday, August 21.

Make Start on Store.

Parry Sound.—The Wm. Beatty Co., Limited, have commenced the erection of a new store. It will be built of brick, two storeys high and have a frontage on James Street of 45 feet.

To Make Tools.

Guelph, Ont. — A factory is to be started here to manufacture tools and machinery. A by-law will be submitted to the people to loan $5,000 for ten years.

Tc Make Woodenware.

Palmerston, Ont.—Taylor, Scott & Co., are moving their factory here. They make woodenware , such as children's sleighs, wagons, washboards, etc. They expect to employ 50 hands.

Get an Increase.

Kingston, Ont.—The Kingston tinsmiths have asked for an increase in wages. They seek an eight-hour day, and $2.75, instead of $2.55. The increase will be granted beginning July 1.

A New Industry.

Lacombe, Man.—A tool and metal work factory will be opened here before the fall. The promoters have given a guarantee that the plant will be in operation in six months' time, with a staff of at least 50 men.

Must Pay License.

Taber, Sask.—The town council have framed a by-law to fix business licenses. All mercantile businesses carrying a stock of over $1,000 will be licensed at $50 per year. All with smaller stocks will pay $25.

May Get Factory.

The Fort William Industrial Bureau which for some time past have been negotiating with Mr. Black, manager of the Great West Wire Fence Co,. Winnipeg, have received some assurance of the company's location in that city.

Steel Lodged in Hand.

James Gorman, employed with R. Chestnutt & Sons. Fredericton, met with a painful accident this week when a piece of steel lodged in his hand while he was working about the store. An operation was necessary before it was removed, and the x-ray had to be used.

Back from England.

Toronto, Ont.—G. T. Pepall, of M. & L. Samuel, Benjamin &Co. has returned from a two months' trip to Europe. He spent most of his time in England, but also visited Paris. Mr. Samuel, the resident member of the firm, has now left for a European trip.

Move to New Store.

Treburn, Man.—John Harvie & Co. have moved their hardware store from Broadway to their new quarters on Railway Avenue. They have a store of considerably larger capacity now than formerly, and in addition to the hardware line they are putting in groceries and boots and shores.

New Cochrane Co. Store.

North Bay, June 12.—The Cochrane Hardware Co. have moved from their old quarters on Main street into the massive new building which has been erected further up the street by the concern. The new store has been fitted up with all the appointments of a metropolitan store, the show cases and fixtures being handsome and thoroughly modern. The new quarters of the concern give spacious floor accommodations on the ground floor for the display of augmented lines of goods, and ample accommodations for storing goods in the floors above.

To Erect Warehouse.

Saskatoon.—F. W. Adams, of Adams Bros. Saddlery Co., announced here yesterday that his firm would erect a new branch warehouse in Saskatoon, in competition with the Great West Saddlery firm, who are now nearly finished with their new $75,000 warehouse in this city. Mr. Adams stated that it might be a short time before building operations would be actually commenced; but that in the meantime they had arranged with another wholesale house to rent from them eight thousand square feet of floor space.

Owing to the wonderful development since his commencement in business here two years ago, A. H. Westhaver has taken advantage of the removal into their new building of the J. F. Cairn's department store, to obtain a lease on their present building. This is located in the best section of the city, and should allow for an excellent display of hardware and stoves.

Business Changes.

Saskatoon.—R. G. Band and A. D. O'Brien have secured an interest in the Morton Hardware Co., and will hereafter have the management of the same. R. G. Band was formerly with the Winnipeg Paint and Glass Co., and A. D. O'Brien was with the Martin-Senour Co.

Coutts, Alta.—H. Tennant, hardware dealer, has discontinued business.

Teulon, Man.—F. C. Green, hardware dealer, has been succeeded by James Graham.

Wawanesa, Man.—W. S. Peters has bought out the hardware business of Couling & Co.

Rapid City, Man.—R. Foerester is discountinuing his hardware business.

Vancouver, B. C.—The Bailey Hardware Co. are reported to be selling out.

New Retail Stores.

Pelly, Sask. — Chas. D. Hubert has started in the tinsmithing business here.

Saskatoon. — The Central Sanitary and Heating Co. are starting in business.

Moose Jaw.—The Moose Jaw Heating and Plumbing Co. have been incorporated.

Personal Notes.

St. John.—Geo. McAvity and W. H. Thorne have left for Bonaventure, P.Q., to spend a few days' holidays at the Bonaventure Salmon Club.

Hardware Letter Box

Peerless Water Service Systems.

Schaefer Bros., Simcoe, Ont.—"Kindly let us know who makes the Peerless Compressed Air Water Service Systems."

National Equipment Co., Toronto.

Muriatic Acid.

A. R. Dundas, Cobourg, Ont. — "Kindly advise me where I can procure muriatic acid (in carboys) as used by tinsmiths for soldering purposes."

Lyman Bros., Toronto; National Drug & Chemical Co., Toronto, or any wholesale druggist.

Verandah Hammock Beds.

M. Weichel & Son, Elmira, Ont. — "Kindly give us names of manufacturers of verandah hammock beds."

Hohlfeld Mfg. Co., Philadelphia, Pa.; I. E. Palmer Co., Middletown, Conn.; Ideal Bedding Co., Toronto.

Water Heaters.

S. Schwartz, Rocanville, Sask. — "Kindly give me names of manufacturers of water heaters."

Jas. Morrison Brass Mfg. Co., Ltd., Toronto; Ideal Manufacturing Co., Windsor, Ont.; Lawson Manufacturing Co., Homestead, Pa.

Weekly Market Report --- Metals

METAL NOTES.

Lead is reported to be very scarce. Some firms are "cleaned out" absolutely.

Copper advances one half cent. Demand is heavy.

Lead bars and sheets have advanced in price.

Trading is extremely brisk in all lines.

MONTREAL.

Montreal, June 21.—Still metals are going up locally. Nor is the shortage of supplies in some lines, which has been felt in Montreal, the only reason for the rise. There is a general upward trend of the market, and there could not be other than an advance here.

Tin still claims a fair share of attention, promising to soar again, though for a day or two it has shown small decline on the primary market. Copper, however, is more in the limelight. It continues to advance—some say simply because of the excess of orderings over the supply; others contend that manipulation has more to do with the rise. Still others there are who state that manipulators first started copper on its upward way, but that it now has attained such an impetus that these manipulators are powerless to stop its progress.

Copper Up Half a Cent.

Locally copper has been advanced half a cent—a rise which has been predicted for two or three weeks. Nothing else could be expected in view of existing circumstances.

Lead too has fulfilled predictions and has risen in price. There is a little variety, according to the product, but the general advance is ¼ cent a pound.

Still the volume of business being done is good, and the difficulty is to secure the stock. While the labor troubles in England seem to be quieting down much harm has already been done, and the Canadian handlers suffer with the others. The scarcity of lead, and the threatened scarcity of tin are partially due to this cause.

Advances in Lead.

Lead.—Conditions are much as reported last week. Still the shortage is the great difficulty, though it is largely upon the market rise that the following advances have been made. Bar pig, $5.50, a rise of 30 cents. Sheets, $5.75, an advance of 25 cents. Sheets, 3 to 6, $5.50, an advance of 25 cents.

Spelter.—The scarcity of the early spring has completely passed, but still a good price is set upon the metal.

Tin.—The slight decline which has been noted on the primary market of late is not thought to presage any continued drop. Rather is there a belief that this is just a temporary fall which will be followed by another rise. Certain it is that there is little metal for June delivery.

Locally stocks are none too good. There is enough to meet the immediate need, but the handlers must replenish their stocks, and if anything interferes with this there will result as tight a situation as is now being felt with lead.

Copper, Too, Rises.

Copper.—The ingot metal has been raised locally, now selling in fair sized lots at $19, a jump during the week of 50 cents. The general upward movement of the market has rendered this advance absolutely necessary. Stocks locally are fair, and the ordering, despite the high price, good.

There is considerable speculation as to the cause of the continued advance on the primary market—which is said by some to be greater than the natural causes warrant. Some predict a decline, saying that men who are selling short are now booming the market to get a good price, and will later work to cause a decline which will enable them to take a good profit.

Among close students there is little confidence in this theory, the general belief seeming to be that copper will go still higher rather than fall in price.

Iron.—The metal while more plentiful than it was a month or two ago, is not too abundant yet. From present appearances it will be midsummer before the handlers will have as much as they desire.

TORONTO.

Toronto, June 20.—The feature of the metal market here is the scarcity in lead. There is practically none in sight and this in the face of an insistent demand. It is impossible to say when relief will come, for there is little pig lead in sight, and the market seems to have resigned itself to a shortage for some time at least.

Generally speaking, business has been very active. The consumption of all metals is growing apace. "We are on the eve of a record expansion," said one man to-day. "Everything points that way." The only trouble that the metal houses are experiencing is to secure supplies.

Firm and Active.

Tin.—There is as great a demand for tin as at any time this year, and the price remains firm at 50 cents. This price seems to be accepted as likely to be permanent for some time; at least, in the face of the demand, no reduction is anticipated.

Advance in Copper.

Copper.—Another half cent advance has been recorded in copper. The consumption of this metal continues heavy and the utmost confidence is expressed here that it will continue strong. Although some contend that the high price of copper is due partly to manipulation, the general opinion is that the excess of consumption over production justifies the advance in price. Some are predicting 20 cent copper. While not many subscribe to this, the prediction indicates the trend of the market.

No Lead in Sight.

Lead.—"We haven't a pig of lead in the place," was the report received from one firm to-day. The scarcity in lead is very real at the present moment. Buyers are skirmishing around looking for supplies, but are not meeting with much success.

Under the circumstances, little business has been done here in lead.

Spelter.—This is the exception to the general rule. Spelter is dull. There is very little interest at the present moment, and little buying is being done. The price is not showing signs of advancing; and supplies are fairly ample. In all of which respects, spelter differs from the other metals.

Plates and Sheets.—Business is reported to be very good. Supplies are ample at present, and, despite the almost continuous series of labor troubles in the old country, new stocks are coming forward with commendable regularity.

Pig Iron.—There is a heavy demand, prices remaining firm.

WINNIPEG.

Winnipeg, June 17.—The business in all lines of sheet metal is seriously handicapped by the shortage of supplies and it is reported that several firms manufacturing this line have had to lay off hands, not for the want of plenty to do, but from inability to get plate to keep their hands and plant going. The situation is undoubtedly the direct outcome of the late unfortunate labor troubles in Britain.

Prices in iron pipe have been readjusted both for black and galvanized lines, and in most cases there has been a reduction. Lead and lead waste are 30 cents per cwt. dearer than two weeks ago, and pig lead is quoted at $6.25 in small lots, $6 ton lots.

There is no falling off in the demand for metallic supplies used in building and construction work and the daily announcement of permits for large buildings of steel, frame and reinforced concrete construction indicates a first-rate business outlook.

Weekly Market Report --- Hardware

A SATISFACTORY VOLUME.

The weather has been so distinctly unfavorable that business in some lines has been held back. The general volume of trade, however, has been quite satisfactory.

It is stated that the advance in metals may lead to an increase in the prices of some lines of builders' hardware.

MONTREAL.

Montreal, June 20. — Still the cool damp weather continues, and still continues the demand for lawn mowers, lawn clippers and garden tools. This has been a splendid year for such goods, which does much to compensate for the loss of business in other lines which has undoubtedly resulted from the unseasonable weather.

Aside from speculation as to the length of time this strange weather will last—and as to the effect it will have upon the crops, and so, indirectly, upon business—the interest in the market rests upon the question of price. Not that there have been any great changes. Indeed at present there seems to be a lull —a lull which may precede a storm. Wrapping paper, an item of interest to hardware men has risen in price, the new rate generally being quoted at 10 per cent. advance. But other advances are in the air.

Everything Going Up.

"Everything is going up," remarked the manager of one concern. "It cannot be otherwise."

And indeed it would seem that there is much in what he says. Copper continues to advance. So does lead. The natural result, therefore, is that the products made from these materials must advance. Even builders' hardware, which has been kept down in price only by competition, is now said to be on the point of advancing. In view of the price of the raw metal frim which this is made the fact that an advance has not already been made is remarkable.

Household Goods.—Cutlery, brass and copper goods are moving well. The wedding present trade accounting for a good many sales.

Granite, enamel and aluminum ware are also in demand. The new kitchens must be furnished whatever the weather. And the necessary new equipment must be bought for the old kitchen.

Big Demand Coming.

Builders' Hardware.—Operations already started, and contracts let, show conclusively that this will be a record year for building in Montreal. The demand for builders' hardware, such as this will bring, is already being felt. Many dealers are feeling the call. They are stocking largely in consideration of the demand which is bound to be felt later.

The question of price, as said above, is one of great interest. The general belief appears to be that an advance of from 5 to 10 per cent. will necessarily be struck before many more weeks have passed.

Heavy Hardware.—Further advances in iron pipe are looked for. Bar iron also might move up in value.

Sporting Goods.—As in many other lines, so here the weather has had a harmful effect. It has interfered somewhat with the sale of canoes, paddles and such goods. It has caused the tennis players to hold back, and has resulted in a real loss in the trade in golf, tennis, and baseball balls. The other goods will probably sell later, but the wear and tear on the balls has been lost; so naturally there will be a smaller sale of these goods than there would have been had the weather been more summerlike.

Weather considered, the demand for sporting goods has been remarkably satisfactory.

TORONTO.

Toronto, June 20.—Local jobbers state that, while the cold and damp weather has undoubtedly put a check on trade in many lines, they cannot complain on the score of the general volume of business. What is lost in some lines is made up in others, and, taking it all around, business has been brisk. The jobbers expect that, when the warm weather finally does arrive, the backward lines will come to the front with a rush.

The transportation tangle is as bad as ever, and it is reported that shipments are being delayed.

Seasonable Goods.—On account of the damp weather the demand has set largely to lawn mowers, shears, hose, etc. The grass has been growing with such rapidity that retailers are experiencing a brisk trade in these lines. The comparatively cool weather which has prevailed has held back to some extent the call for screen doors, window screens, wire netting and similar lines. However, business is "coming on" and will undoubtedly reach at least normal proportions.

Household Goods.—The cool weather has caused a slight falling off in the demand for refrigerators. It is understood, however, that the manufacturers have as many orders now as they can conveniently fill for some time. It will be a heavy year in the refrigerator trade.

Other lines are selling briskly. There is a particularly good demand for the cheaper grades of table knives and forks, enamelware and tin utensils, presumably for camping purposes. Camp kits are selling briskly.

Builders' Hardware. — Rumors are heard of impending advances in many lines. The higher cost of raw material has made this contingency a quite possible development in the not far distant future. In the meantime, there is a very heavy demand. A scarcity of brick is retarding building operations somewhat, but this has not checked the call for hardware.

A reduction of 10 cents has been made in the price of cement by the Canada Cement Co., as a result of the reduction of the duty.

Havy Hardware.—There is a good demand in all lines with prices firm. Supplies are said to be quite sufficient.

Sporting Goods.—There is now a very active demand for every variety. Baseball goods are selling particularly well and there is a well sustained call for rifles, ammunition, fishing tackle and supplies, tennis goods, etc.

WINNIPEG.

Winnipeg, June 17.—A feature of the week has been the cutting in half of cement duties which has had a stimulating effect on Western business in building lines generally. With the prospect of plenty of cement has come, however, another retarding feature, the great scarcity of plate, which may hold back much finishing work.

Woven wire fencing and barb wire have been moving freely since the first of the month.

The volume of wholesale business continues satisfactory and the country retail trade has improved greatly since seeding finished and the farmers' season of building and fencing commenced.

GIVING LOVING CUP.

The sales force of S. Sternau & Co., Brooklyn, N. Y., as an indication of their esteem, recently presented to the members of the firm a handsome sterling silver loving cup. G. L. Miller made the presentation and the two members of the firm, Sigmund Sternau and Lionel Strassburger, responded fittingly.

New Hardware Goods

PLUG SPANNER.

J. H. Williams & Co., Brooklyn, New York, have placed a new drop-forged tool on the market, the "Falcon" plug spanner.

In addition to its obvious utility in the setting and removing of basin, and sink, plugs and strainers, it is a compact and dependable tool for the plumber's kit.



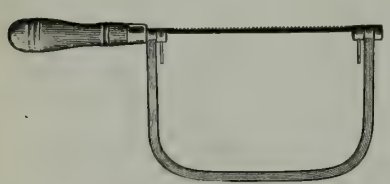
The "Falcon" Plug Spanner.

The fingers are ground and the tool is hardened and tempered for severe service; otherwise unfinished. It is furnished with and without handles. The dimensions of finger ends are such as to make the tool universally adaptable to all sizes of plugs and grate designs.

COPING SAW.

E. C Atkins & Co ., Hamilton, Ont., and Vancouver, B.C., are putting out a new coping saw frame. The principal features of this saw are obtained through the use of a high grade blade, 3-8 of an inch wide, 3-16 thick, which gives a firm and rigid structure. The frame is 7 1-4 inches from handle to end, and 4 5-8 inches deep.

It is fastened to the handle by a malleable iron threaded ferrule. Through



Atkins Coping Saw.

the use of thumb screws in which wires are inserted, the blade may be instantly adjusted to cut sharp or unusual angles with perfect ease and without strain on the blade.

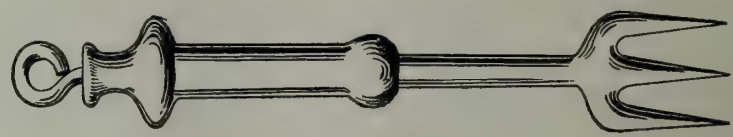
DETAILS OF LANTERN.

The Ontario Lantern & Lamp Co., Hamilton, have devoted much attention to the perfection of a strong general purpose lantern to be retailed at a low price. They have completely re-built their Climax tilt lantern with this purpose in view.

It is made by their patented double seaming process, which prevents any chance of leakage. The tubes are drawn from heavy Welsh tinplate, are perfectly air tight and are without any corrugations at the bends.

The air chamber is correctly proportioned to the capacity of the air tubes. It cannot become overcharged with air even in a gale and the lantern will not blow out.

The handle will "stay put" in any position. The method of lighting is exceedingly simple. The globe being tilted away from the burner; which by the way is locked on to the lantern; and the Climax can be lighted without removing mitts or driving gloves.



Glendale Ice Pick.

ICE PICK AND REEL.

The Glendale Manufacturing Co., New York, have put on the market two new articles, the Glendale Ice Pick and Clothes Reel.

The ice pick has only three parts—the main shaft, the sliding-sleeve handle and the spiral spring inside of it. It is



so designed that it cuts the ice, the three prongs acting like a knife. The pressure of the spring in the handle prevents the prongs lifting from the ice between strokes. Consequently the spattering of small particles of ice is done away with.

The clothes reel is for indoor use. It is equipped with 15 feet of stout braided cord, wound up inside a dirt-proof metal case. When not in use, the line can be reeled up.

PORTABLE SAFETY LAMPS.

The new Pape Safety Lamps are designed for use with the now well known Fors Accumulators.

Electrodes of a circular type are used in these accumulators, the positive electrode being placed inside a porous pot, while the negative plate completely surrounds it. The grid of the positive plates are cast in one piece, and consist of vertical ribs and horizontal plates forming numerous small pockets. The centre of the grid is hollow, and one-half the vertical ribs extend inwardly from the outside periphery of the horizontal plates, the remaining vertical ribs extending outwardly from the inside periphery. The vertical ribs only extend for one half the depth of the horizontal plates so forming, when pasted, a continuous mass of active material locked in every direction by the vertical ribs.

The result is a very strong plate of light weight, proof against buckling and consequent shedding of paste, with a relatively high discharge. At the rates of discharge required for electric safety lamps from 18 to 22 watt hours per lb. of complete cell are obtained.

The lamp cases consist of either solid drawn aluminium tube with a foot and collar cast on, or light aluminium castings.

Trunnion pins carrying a yoke are riveted to the cases by means of lugs, and a set screw through the centre of the yoke serves to hold a lantern firmly in position on to the case containing the battery.

Four sizes of the lamps are standardized, two being with circular cases for 2-volt batteries, and two with square cases for 4-volt batteries. The lanterns of the 2-volt sizes have circular glasses, and are rated to give one candle power for 12 hours and three candle power for 12 hours respectively. The 4-volt sizes give three candle power for 12 hours and six candle power for 12 hours respectively; and are fitted with bull's eye lenses and reflectors for projecting a powerful beam of light.

Both the lamps and accumulators are entirely British made, and are manufactured and sold entirely by Richard Pape, Ltd., Belvedere Works, Belvedere, Kent.

Stoves, Furnaces and Accessories

Cold Brings Demand for Second Hand Stoves

These Were Necessary to Make "Summer Places" Endurable —Ranges Were Also Needed in Many Houses to Dry the Wash—Good Profit Made by Some Dealers Who Met This Need—Care Should be Taken to Make Customers See That Second-hand Stoves are Only a Side Line.

"It is an ill wind," said the old proverb, "which blows nobody good." But winds are strange things. It appears the same one may blow the same man both good and bad. Take the stove dealers, for instance. At the present time they have been suffering by reason of the cool, unseasonable weather. They have lost sales, some of which they will pick up later on, some which they will undoubtedly lose. Yet the same weather which has brought about this unhappy state of affairs has also created a demand for stoves. That such should be the case seems almost impossible; but, as has been said, wind and weather are strange things.

The weather of the last five or six weeks has been so uncertain as to be almost certain. Bright days would turn suddenly into rainy ones. Fresh days would become suddenly cold. People gave up speculating as to whether or not it would rain. They took it for granted that it would.

An Unexpected Turn.

But what has this to do with stoves? Why simply this, that the very chilliness and bleakness, the very unseasonableness of the weather has created a demand for some lines. Coal oil stoves, which were expected to sell very well, did not move as had been hoped. The sale of gas stoves, too, has been somewhat interfered with: but for some models of ranges and heaters there has come an unexpected demand. Those dealers who foresaw this call, and prepared for it, have turned the bad season into a profitable one. The seven lean weeks have turned out to be fat ones.

Thinking that "things would take a turn," and that the bad weather must shortly give place to warm and pleasant days and nights, many left their city homes for country places. These have turned out to be bleak places. The improvement in the weather has been slow in coming, and the summer homes have rather proved resorts for the rainy season. Those who went there to make merry outside remained to huddle within and to regret ever leaving town

Cheap Heaters Wanted.

But even inside it has been cold, and as a result there has sprung up an unusual demand for a cheap grade of heater—especially for second-hand stoves. People who ordinarily would feel shame-faced about buying a stove which had been used have made no bones about it this season. The stove they only wanted to tide them over until the real Canadian spring weather came. They did not expect to need it long, and so only wanted to make a small outlay.

But in second-hand heaters, for the man who handles the right, there is a profit. The call for this line, therefore, has meant money to the dealer who was able to meet the need.

And those who have stayed at home have also felt the necessity of buying a stove. Weather may come and weather may go, but washing goes on forever. There is a Monday in every week, and a succeeding Tuesday, which requires the clothes to be dry. Here is where the present season has been peculiar. Usually at this time of year it is an easy thing to get clothes dry. This season things have been different. Hang clothes outside and the general dampness would prevent their drying out properly. Quite likely they would get rained upon. Inside the furnaces are out—for it has hardly been cool enough to leave them in. There has, therefore, been little opportunity to dry clothes in the basement.

Quick Drying Necessary.

Behold, therefore, another demand for stoves—a demand for a cheap range for the laundry—a second-hand stove perhaps, but one in which a fair fire could be built, and which would throw out a heat to make the speedy drying of the wash possible. Good housekeepers will say that clothes must be dried fairly quickly to be properly dried. They must, therefore, be dried artificially in weather such as has been experienced this spring, and such as may continue for some little time according to the present signs.

A Montreal dealer who let it be known that he had second-hand ranges for sale, installed a large number in basements, where they were wanted for much the use outlined above. Perhaps his profit was not tremendous. But certainly this man got rid of a large number of stoves which he had taken in exchange for new models. Moreover, he did make quite a considerable sum on each stove; and he met a real need. When new ranges are wanted those to whom he sold second-hand ones will likely come to him, for the dealer let it be known that he only had a few second-hand models which he was willing to install cheaply. His real business, he advised all, was the selling of high-class stoves.

Keep the Truth Forward.

That is a point worth remembering. One of the dangers in handling second-hand ranges is that people may associate the salesman with a second-hand business. The truth must be continually kept forward, otherwise a future purchase of a new and expensive model may go elsewhere.

But if this point is watched properly, there cannot be any harm in meeting a peculiar need, such as has sprung up this spring, with a sale of second-hand models. Some dealers have turned what might have been a poor season into a good one in this way. There may still be time for some more such selling.

NEW STOVE WAREHOUSE.

Toronto, Ont.—A large new building is being erected here by the McClary Manufacturing Co., at the rear of their present office and warehouse on King West. When completed it will practically double the capacity of the Toronto branch. Work is now commencing on the roof and it is expected that part of the building will be occupied before the end of the month.

The building has steel foundation frame, and has been built on highly substantial lines.

TO KILL CATERPILLARS.

Montreal. — To fight the caterpillar pest the Sapho Manufacturing Co. have just placed upon the market "Coconicide," a liquid spray which aims not only to kill the caterpillar, but to cause them to drop to the ground before they die. The spray has been tested in Outremont with fine success.

Weekly Market Report---Stoves

INCREASES REPORTED.

The stove market is brisk, despite the handicap of bad weather conditions. Manufacturers report that they are doing more business than last year; one firm estimating their increase at 20 per cent.

A marked increase is reported in the sale of gas stoves this year.

MONTREAL.

Montreal, June 20.—The continuance of the cool, damp weather has had a bad influence upon all lines of trade. Especially has it retarded the sale of stoves. In the country the roads are bad. The farmers have been kept from coming to town, and their purchases are, therefore, unmade. Moreover, the need of new stoves is not felt so much in such weather as this. People do not feel like buying when the rain is descending. They rather resolve that they will make the old model do.

What business has been delayed, however, it is thought will be secured a little later on. The orders being received for future delivery seem to promise this. Even for furnaces a big future demand is already felt.

Another Advance Necessary.

During the week there have not been any great price changes. One advance only has been noted—this relating to copper goods, the discount upon which has been changed from 47½ per cent. to 40 and 5 per cent. Such an advance was to be expected, in view of the high cost of ingot copper. The higher price struck some weeks ago was not enough to cover the recent leaps in the ingot market.

Summer Goods.—It is here that the demand has been interfered with most. Who feels an urgent need of an ice cream freezer this weather? Who sees the necessity of securing a new refrigerator? Who needs a watering can with which to attend to the flower beds? With daily rains watering cans are of little use. Refrigerators are not the crying need that they usually are at this time. It is a season when people are finding themselves able to do without.

Putting Off Buying.

Gas Stoves.—Here, too, the demand has been seriously interfered with by reason of the cool weather. Many are putting off buying. Others have decided that their range will do them quite well. Perhaps there will come a change in these opinions when some really hot weather comes, but the change in temperature is needed immediately.

Ranges, Heaters and Furnaces.—What is true of gas stoves is equally true here. There is a general putting off. It is a little early for the sale of ranges any way—also for the sale of furnaces and heaters. Still there should be a greater movement of preparation than there is. The spring buying is being held back.

That the total sales will be less than last year does not seem at all likely. Orders for later shipment are already being placed in large quantities. But the situation is serious in this respect; that it promises to make a tremendous rush for all classes of goods a little later on. Hundreds of dealers will be sending in their orders at once. The natural result will be a congestion in the shipping departments, and slow deliveries which will cause inconvenience to retailer and to the retail buyer. It would seem that the wise dealers are those who are not waiting for the seasonable demand to come, but who are preparing for it in faith that it will arrive.

Many are ordering their furnaces ahead. Indeed, prospects at present are for a fine furnace season. Remembering the troubles they had in getting deliveries last year the dealers are arranging in time for a good stock.

TORONTO.

Toronto, June 20.—The weather has been far from favorable, but the stove trade does not seem to have suffered here to any considerable extent. Orders are coming in and the manufacturers state that they find business to be much brisker than usual at this season of the year. One firm reported that they have made an increase so far of 20 per cent. over last year for the same period; which is quite a remarkable advance in view of the big record hung up last year.

The booking for fall delivery does not seem quite as brisk as it was for a time, but it is still quite up to the normal. Orders for immediate delivery are more satisfactory. There is a steady volume of orders which keeps the stove manufacturers busy. "We are selling stoves almost as fast as we make them," stated one man.

Large Demand in City.

Gas Stoves.—The demand has not slumped to any extent yet, but it is becoming more centralized. The orders now come almost entirely from the city, outside demand having fallen off considerably. It is stated that a great many more gas stoves have been sold this year than ever before. "You would be surprised if you knew just what our increase has been," said one manufacturer. "In past years, perhaps, we did not get our share of the trade. Others may have been selling more, although we never had any reason to suppose this. Our trade this year, however, has increased to a most remarkable extent."

Oil Stoves.—There is still an active demand for oil stoves. The bulk of the season's business has been done, however.

Range.—The coal range trade is quite brisk. Orders are coming in for one, two or three—seldom for more. They are so frequent, however, that they bring the volume of trade up to a very satisfactory total indeed. The cold weather has undoubtedly had something to do with this. People who had intended to postpone their purchases have been compelled to buy now.

Furnaces.—The activity in the furnace trade is becoming more marked every day. One order for twenty furnaces was placed this week, with the stipulation that they be delivered within two weeks; which shows the furnacemen are becoming busy. And the demand is not confined to the city trade, by any means. Orders are coming in from provincial points, some for future, more for immediate delivery.

"I don't suppose there will be a shortage in furnaces this fall," was the statement heard to-day, "but demand is going to run production close. We look for a record year."

WINNIPEG.

Winnipeg, June 17.—There is nothing specially new to report in the stove business at present. Heating apparatus generally is keeping pace with the great development of building this year in Winnipeg and Western cities, towns and villages. There is a marked improvement in sales of hot blast furnaces at country points. The old established and well to do farmers when building new homes almost invariably favor the hot air furnace when they erect a new residence.

There is a fair trade in all cooking ranges, coal, wood and gas. Electric cooking apparatus is growing in favor and is no doubt destined to play a big part in the future where hydro-electric power is cheap and plentiful.

Where Half Holidays Are Observed

A List of Practically All Places in Ontario Over 1,000 in Population, Giving Information as to Half Holidays and Hours of Closing — It Will be Seen That the Early Closing Movement is Gaining Ground Rapidly.

The following list includes practically all places in Ontario over 1,000 in population. The information as to half holidays and early closing has been secured at first hand from the clerks of the various municipalities.

Alexandria.—No half holiday. Stores close at 7 p.m. every day except Saturdays.

Bracebridge.—No half holiday.

Blenheim.—Half holiday on Wednesdays from June 15 to September 15.

Brantford.—Half holiday on Wednesdays during June, July and August. (Butchers and grocers only.)

Brockville.—Half holiday on Wednesdays during July and August.

Bowmanville.—Half holiday on Wednesdays during June, July and August.

Brampton.—Nothing decided yet.

Berlin.—Half holiday on Wednesdays.

Bridgeburg.—No half holiday.

Chatham.—The grocers close on Tuesday afternoons at 1. So far no other retailers have fallen in line.

Cobalt.—Stores close at 7 o'clock on Tuesdays, Thursdays and Fridays. An agitation for a half holiday but nothing settled.

Colborne. — Half holiday on Thursdays during July and August. Stores close at 12 o'clock.

Chesley.—No half holiday.

Collingwood.—No half holiday. Stores close at 6.30 every evening except Saturdays.

Cobourg—No half holiday.

Carleton Place.—No half holiday.

Deseronto.—Half holiday on Wednesdays during July and August.

Dresden.—No half holiday.

Dundas.—Half holiday on Wednesdays during June, July and August.

Essex.—Half holiday on Thursdays, starting June 20 and ending August 29.

Exeter.—Half holiday on Thursdays during July and August.

Elora.—Half holiday on Wednesdays during June, July, August and September.

Fergus.—Half holiday on Wednesdays during June, July and August.

Forest.—Half holiday on Fridays during June, July, August and September. Stores close at 12 o'clock. Closing time the year around is 7 o'clock, except on Saturdays, when it is 10.

This list will be found of inestimable value by the traveling man. By using it, he will be able to avoid the delays caused by visiting towns where the places of business are closed.

Every traveler should clip the list out and save it for reference in planning routes during the summer months.

Galt.—Nothing done yet. Matter is being considered, but holidays will not be generally observed.

Glencoe.—No half holiday.

Gravenhurst.—No half holiday.

Havelock.—Half holiday on Wednesdays during July and August.

Hespeler.—Half holiday on Wednesdays during June, July and August.

Hamilton.—Half holiday on Wednesdays during June, July and August.

Hensall.—No half holiday.

Hawkesbury.—No half holiday.

Hagersville.—Half holiday on Thursdays during June, July and August.

Ingersoll.—Agitation for half holiday on Thursday during July and August.

Kingsville.—Half holiday on Thursdays during summer months. Stores close at 6 p.m. during Tuesdays and Thursdays through the whole year.

Kenora.—No general half holiday. Butchers close on Wednesdays.

Leamington.—Half holiday on Fridays until September 1.

London.—Half holiday on Wednesdays during June, July and August.

Lakefield.—An agitation for half holiday on Wednesdays during July and August, but opposition is being shown.

L'Original.—No half holiday.

Merritton. — Wednesday afternoons during June, July and August.

Midland.—No half holiday.

Mount Forest. — No half holidays. Close at 6 o'clock every day except Wednesdays and Saturdays.

Milton. — No half holiday. Stores close at 7 p.m. on Mondays, Wednesdays and Fridays.

Meaford.—Half holiday on Thursdays during June, July and August.

North Bay. — Agitation to close on Wednesdays during July and August. Not yet decided upon.

Niagara Falls.—No half holidays, being an excursion point.

Newmarket.—Half holiday on Wednesdays during July and August.

New Liskeard.—No half holiday.

Ottawa.—Many merchants make a practice of closing their places of business on Saturday afternoons for two months in the summer.

Orangeville.—Half holiday on Wednesdays during July and August.

Oshawa.—Half holiday on Thursdays during the summer months.

Peterboro.—Half holiday on Thursday afternoons.

Port Credit.—Half holiday on Wednesdays during June, July and August.

Port Colborne.—An agitation on foot for half holidays. Nothing decided yet.

Port Dover.—No half holiday.

Port Arthur.—No half holiday.

Port Perry.—No half holiday.

Preston.—No half holiday.

Renfrew.—No half holiday.

Ridgetown.—Half holiday on Wednesdays, closing at 12 o'clock during June, July and August.

Rodney.—Half holiday on Wednesdays during June, July and August.

Simcoe.—Half holiday on Thursdays. All stores close at 6 o'clock on other days.

Southampton.—No half holiday.

Sudbury.—No half holiday. Stores close at 6 p.m. five nights in the week in some lines of trade.

St. Marys.—Half holiday on Wednesdays during July and August.

Sault Ste. Marie.—Half holiday on Thursdays.

St. Thomas.—Half holiday on Wednesdays during July and August.

Tillsonburg.—No half holiday this summer.

Tavistock.—No half holiday.

Uxbridge.—No half holiday this year.

Weston.—Half holiday on Wednesdays.

Windsor.—The grocers close on Thursday afternons.

Walkerville.—Half holiday on Thursdays.

Winchester.—No half holiday. Places of business close at 7 p.m. on Mondays, Wednesdays and Fridays the year around except during the month of December.

Wateford.—Half holiday on Thursdays during July and August, stores to close at 12.30.

Personal Chat With You About Ourselves

New Liskeard, Ont., June 6, 1912.

Dear Sirs,—As I am out of the grocery business and working at the hardware, it would greatly oblige me if you would cancel the Canadian Grocer you have been mailing, and send me Hardware and Metal.

I consider The Canadian Grocer one of the best investments I made, and am trusting I will be able to say same about Hardware and Metal.

Yours truly,

ASA E. JEWEL.

Mr. Jewel may rest assured that Hardware and Metal will be of just as great assistance to him in his new business as Canadian Grocer was in his old line.

All the MacLean publications occupy easily the foremost place in their respective fields. Backed by the strongest publishing organization in Canada, they are able to give their readers an absolutely unique service.

By publishing eleven high-class trade papers, the MacLean Publishing Co. can secure articles on business subjects by authoritative writers, which are of the utmost value to readers of their different papers.

The cost of these articles would be prohibitive to small publishing firms, who are frequently reduced to the necessity of clipping articles from United States exchanges. Of course, business conditions are entirely different in Canada from what they are across the line, so that pilfered reading matter of this kind is of little or no service to Canadian retailers.



SOMETIMES OUR SUBSCRIBERS DISCONTINUE.

We feel safe in saying that no other publication in Canada has less difficulty in securing subscription renewals than Hardware and Metal.

In one week, recently 101 subscriptions expired. Our readers were notified of this, and asked to remit for the next year's subscription. One hundred renewals came back promptly, while the remaining one asked us to discontinue, as he had gone out of the hardware business.

Even in discontinuing their subscriptions, our readers always have something good to say about Hardware and Metal, at the same time explaining why they are discontinuing.

R. F. Johnston, of Acton, Ont., recently sold out his hardware business, and went West to enter the contracting business. In writing us asking us to discontinue sending paper to his address, he said:

"I would never think of running a hardware business without Hardware and Metal. Not only are your predictions on the market worth five times the price of subscription, but your articles on business management are very helpful and interesting."

Another subscriber who has gone out of the hardware business, is C. E. Mills, Cardinal, Ont. He formerly conducted a hardware and tinsmithing business at Brinston, and, while there, he subscribed to Hardware and Metal. Under date of June 17, 1912, he writes as follows:

"I notice that my subscription to Hardware and Metal expires on June 30, and, as I have gone out of the hardware business, it will not be necessary to have it come any longer. I have been well satisfied with it, and, had I continued in my business, I would also have continued to take Hardware and Metal. But, as I am in another business, you will please stop paper when time expires."



HOW HARDWARE AND METAL HELPS THE TRAVELERS.

One of our traveler friends made the suggestion, a year ago, that Hardware and Metal should compile a list of half holidays as observed in various Ontario towns, for the guidance of the boys on the road.

The suggestion came a little late in the season, but, with the co-operation of our readers, we were able to publish a list, which was very helpful. Many travelers wrote us to express their thanks for the trouble we had taken to secure this information.

But we have gone one better this year. We started out early gathering information, and, with the assistance of travelers, retail hardwaremen and town clerks, we have compiled a most complete list of half-holidays, which will be found on the preceding page.

This is one of the little ways in which Hardware and Metal helps the traveler. But it is insignificant when compared with other ways, which, however, may not be quite so apparent.

Every traveling salesman who calls on the hardware trade, will be ready to concede that hardware dealers are kept well informed of market tendencies and of all important developments in the trade through reading Hardware and Metal's weekly issues.

When a traveler advises a customer to buy white lead, in view of an approaching advance, his advice carries greater weight because Hardware and Metal has reported to the same effect. There is no need for him to waste valuable time in trying to convince the customer that his advice is genuine, and not merely due to a desire to make a sale.

If a traveler is introducing a new line, he finds that it is not regarded with suspicion and distrust, if the dealer has read about it in Hardware and Metal. On the contrary, his interest has been aroused, and he is more likely to grant a good interview even though he may be busy.

So it is that the travelers who benefit most from Hardware and Metal, are those whose firms are advertising regularly in the paper. It is blazing the way for them, influencing their prospects before they appear on the scene, making it easier for them to get the signature on the dotted line.

"Oh! You're Griffith, are you?" said a Port Hope dealer to H. L. Griffith, of Melbourne, Ont. "I saw your ad. in Hardware and Metal, and I was just going to send you an order for halters."

"Well, here I am myself to take your order," replied Mr. Griffith.

And he got a good one.

Methods of Retailing Paints and Varnishes

Go After the Farm Trade in Paint

Why the Farmer Should be a Heavy Purchaser of Paint and How He Can Be Brought to Recognize the Fact—The Need of Paint on the Farm—How One Dealer Worked Up a Big Trade.

The farmer visits the hardware store more often probably than men of other classes but he buys very little paint.

The farmer does not seem to believe in paint to any great extent. His house gets a few coats when it is first built but brush and woodwork seldom meet after that. Few barns are ever painted. The front fence may get a touch of paint if some enterprising merchant decides to advertise through that section; but not otherwise. The wagons, buggy and implements are repainted only when dire necessity arises.

The cause of it all is that the average farmer regards paint as a decorative substance. "Can't spend money on appearances," is his mental verdict if the thought occurs to him that he should invest. He does not recognize the fact that paint has a distinct value as a preservative, that it lengthens the life of his buildings and implements. If he could be convinced on that score, he would become a steady customer.

The fact that the average farmer does not appreciate the value of paint is proof positive that the dealer has not striven to inform him on that point. The field has been neglected.

A statistician after an exhaustive enquiry, made the statement recently that 75 per cent. of the buildings in America were not painted. The percentage of unpainted buildings in the country would be considerably above the average.

And yet the farmer to-day is more prosperous than ever before. It may be, as agriculturists so often point out, that the high cost of living is due to the excessive profits of the trusts and cold storage companies, but the fact remains that the farmer is getting his share of the higher prices charged for foodstuffs. At one time the farmer found it hard to eke out a precarious existence. His wife and family had to work day and night. He gained a minimum reward for his hard and unceasing toil. To-day it is different. Labor-saving devices have reduced his hours and lightened his toil. He enjoys most of the conveniences formerly confined to city life. His sons go to agricultural college and his wife takes in help. He has a telephone, a modern heating system, a bathroom and, perhaps, an automobile.

The average farmer buys about one-fifth of the amount of paint that he should, according to the estimate of a manufacturer. By saving a few dollars on his paint bill, he is losing hundreds in depreciation of property.

The reason why he does this is that he has never found out the real value of paint. Isn't it time that the facts were brought home to him?

It follows that the farmer is in a better position than ever before to paint his possessions and the dealer should direct his efforts toward improving the farm demand. This can be done very largely by discussing the properties of paint with every farmer who visits the store . A word or two will suffice.

"What about paint? Not going to do any painting this year? Well, if I were in your place I'd do a little figuring before I decided this matter. If you were to paint your barn, for instance, you would add several years to its life. Isn't that worth while? Its the same with your implements and wagons. Paint fends off decay and prevents rust. I'm not exaggerating when I say that one dollar spent in paint now will bring you ten dollars later in lengthened service."

The farmer may not buy. The chances are that he won't the first time. But he will have something to think about and he will undoubtedly consider what he has been told. A judicious word on each succeeding visit will keep him thinking. Before long, he will see the matter in its proper light and a sale will soon result.

A Heavy User.

The farmer should be a heavy user of paint. He has houses, barnes, fences, implements and buggies to look after. Properly kept up, his farm would consume a great amount of paint each year. Get him thinking along the right lines and he will become a steady and heavy purchaser. The importance of catering to the farm trade cannot be overestimated.

Drive the Lesson Home.

The main point to be used, of course, is the economic argument. All men can be reached most surely through their pockets. Show Mr. Farmer where he will save money and he will take your advice willingly. Some can be won over by talks on the improvement in appearance which can be wrought by the use of paint but with the great majority it simmers down to a matter of dollar and cents.

Here is how one dealer went about it. He secured a supply of literature dealing with the question of preserving property by the application of paint and



Original Window Display in the Store of A. Latham, Moose Jaw—Dressed by L. A. P haneuf.

handed out a copy of this to every farmer who visited the store. Next time they came back, he asked them if they had read the pamphlet and discussed a few of the points introduced. To lend a further weight to the economic advantages of paint, he arranged a series of window displays all bearing on that question. One display centered around a plank half of which had been painted. The other half was showing signs of wear, and the contrast it presented to the painted half was very marked. A sign read: "The cheapest kind of insurance against decay. Are you taking any out?" This display brought immediate results.

Early Interest in the Flax Crop

Much Depends Upon the Number of Acres Which the Western Farmers Sow With This Seed—But the Oil-Giving Qualities are Not Really Known Until the Seed is Crushed, so the Future Price is Not Sure to Drop Even When a Good Flax Crop is in Sight.

Early though it is, considerable attention is already being given the Canadian flax crop by crushers and large users of linseed oil. The reason is, of course, the scarcity of seed which is now making itself felt. In view of this the amount of seed which will be grown in Canada and the States next year is of great importance.

The production in the Dominion last year was greater than had been at first expected. In all over 8,000,000 bushels were produced, which means that Canadians had some 6,000,000 bushels to export, for the domestic need is only about 2,000,000 bushels. This being so, it would seem that there would be ample seed for Canadian users, and that the price would be low. Indeed this would be the case were not Canada's surplus so eagerly snapped up by the crushers across the border. The production in the States is only about 20,000,000; and since the crushers need more than double this much seed they must buy largely from outside.

Demand Likely to Improve.

But upon the size and quality of this season's crop in the United States and Canada, depends to a considerable extent the height to which the price will soar, or the degree to which it will drop. The demand is reasonably certain to advance somewhat; the supply therefore will have to be considerably larger, too, if prices are to remain at their present level, or to fall lower.

In the past there has been somewhat of a prejudice against flax, on the part of the farmers, because it takes so much out of the ground. There is no doubt it is an exhausting crop—but at the present price the farmers are beginning to think it worth cultivating in spite of this. From what can be learned thus early, a good deal more is being put in, out in the Canadian West, than there was a year ago—and as has been said, the crop of last year was considerably larger than had been expected.

Flaxseed, however, is a peculiar product. It may look well. It may sound well. And then, when it comes to the crusher, it may be found that it is of poor quality despite its fine appearance. There seems little means of telling how oil-yielding the flax will be until it has actually been crushed.

Of course, this does not affect the farmer. He gets his price by the bushel, and if his grain looks well he secures the high figure, which repays him for his labor and for the good the crop has taken from his soil. But the quality of the seed means much to the crusher, to the paint men and to the hardwaremen. Upon it—as well as upon the abundance of the seed—depends the price of oil. If the flax is of good quality—as was last year's Canadian crop, the yield of oil per bushel will be large. On the other hand, let the quality be poor and the crushers will find themselves short of oil, so that they will have difficulty filling orders even at a high price.

In view of all these things, therefore, it is small wonder that interest should now be taken in the coming flax crop. There is a great deal of faith needed here. The news that many acres are being sown with flax will cause some pleasure, and will give ground for hope—but not until the fall, not until the grain is actually being crushed, will it be known how good the yield is.

A PAINT DISPLAY.

On the previous page, an illustration is shown of a window display of paint and accessories in the store of A. Latham, Moose Jaw. It was arranged by L. A. Phaneuf, and is undoubtedly one of the most original and striking seen in some time. The arrangement of the stock is both new and effective.

The background was of dark blue crepe paper, trimmed with white, against which the stock showed to advantage.

JOHN IRWIN TAKES OVER McARTHUR, CORNEILLE & CO.

A change of interest to all connected with the paint business, took place last week, when John Irwin severed his connection with Brandram-Henderson Limited, to take charge of McArthur, Corneille & Co., 310 St. Paul street, which concern he and a silent partner have just purchased.

Mr. Irwin, though a young man, has had a thorough experience in the manufacture and sale of paint, white lead, oils, and other such lines as are handled by McArthur & Corneille. He joined the firm of Henderson & Potts eleven years ago, filling first the position of secretary. In 1905 he became manager of the Winnipeg branch of Henderson & Potts, and in 1906 opened Marshall Wells' paint department, though still retaining his connection with Henderson & Potts.



John Irwin, Montreal, who has taken over the business of McArthur, Corneille & Co.

In 1908 Mr. Irwin became sales manager for Brandram-Henderson, Ltd., successors to Henderson & Potts; and in 1910 opened and managed the Toronto branch of that firm, leaving the Queen City in 1910 to assume the position of assistant manager at the head works, Montreal.

Next week Mr. Irwin leaves on a trip to New York, Philadelphia and Boston in the interests of his new firm.

Store Nearly Completed.

Strassburg, Alta.—H. B. Durne's new hardware store is nearly completed, and will soon be occupied. It will be most up to date in every respect.

MAPLE LEAF WINS

Carry M-L Paints and 'win out'. It makes good with your customers. A full line—full of profit for you. Indoor and outdoor finishes—flat walls colors—varnishes.

Write the DECORATIVE AID DEPT. for the booklet. This free department helps you to get business

Imperial Varnish & Color Co., Limited

108 Princess St., Winnipeg — 6-24 Morse St., TORONTO — 365 Water St., Vancouver



DELIGHTED! IT'S M.L. PAINT.

VIEWPOINTS



The best paint from the consumer's standpoint is the paint that covers most, looks best and wears longest.

The best paint from the dealer's standpoint is the paint that draws custom and keeps custom—a continuous "Monimaker."

The best paint from the manufacturer's standpoint is the paint that best satisfies both dealer and consumer.

There is profit for all in Lowe Brothers' "High Standard" Liquid Paints. Satisfaction is the profit the consumer makes while the dealer profits in dollars and continued patronge.

From all viewpoints Lowe Brothers "High Standard" Liquid Paints assert their supremacy. We have the proof—proof—proof. If willing to be convinced, write

Lyon-Monkhouse Limited
171 James Street
Winnipeg, Man.

Lowe Brothers LIMITED

TORONTO
Dayton New York
Kansas City
Boston Chicago

Weekly Market Report --- Paints

SHORTAGE DEVELOPS.

There is a tendency noted toward scarcity in many lines. The heavy demand for paint has shortened up stocks. Linseed oil and white lead are becoming scarce in the face of the extremely heavy consumption.

Oil has advanced in price and turpentine has been slightly reduced. No other price developments have been noted during the week.

MONTREAL.

Montreal, June 20.—The great jump which white lead made last week is still causing considerable comment, not so much because it was the greatest individual advance made for some time, but because it appears that this will not be the last rise. Eight cent lead now seems more likely to change from a prediction to a fact.

Aside from white lead, there is a great deal of interest in the flax seed situation, and in glass. It seems likely that the near future may see an advance in both these lines. Flax seed is scarce, and does not seem likely to become more plentiful since there is no crop coming on immediately. Glass is fairly plentiful at present, and there is some now on the way out; but should the trouble in Belgium become more serious some of the Canadian orders now placed may not be immediately filled.

Makers Who Suffer Most.

For paint generally the demand is great. In face of every obstacle which the weather is presenting orders are piling in. A slight slackening in the call for certain lines has been noted of late, but still the manufacturers are having more than they can do to fill orders.

White Lead.—After all, it is really the manufacturers who are suffering by reason of the present advance. Many dealers have contracted for their lead. They, therefore, are getting for the old price, lead which is costing the manufacturers considerably more to make.

This week pig lead has advanced still further, and there appears no good reason for supposing that it will fall in price. It is said that those controlling the lead situation have united to keep the price up. Certainly it would seem there has been some force—other than the greatness of the demand over the supply—working for higher prices.

Still the tendency seems to be toward higher prices for white lead.

Canadian Seed Needed.

Linseed Oil.—Early in April there were in Duluth 641,000 bushels of flax seed. Last week there were a little less than 172,000 bushels. Such a diminution in the stock means that the consumption in the States is much greater than the supply; and as a natural result, Canadian seed will be in still greater demand.

This has already brought about a shortage here, which has made it impossible for some of the grinders to fill their contracts. Even the paint houses are none too well supplied with oil, and they are, therefore, loath to sell much to the dealer. At $1 and $1.03, the prevailing price, there is not a great deal of profit, and supplies need husbanding.

Paint.—Business continues exceedingly heavy, though the natural falling off is evidently coming. Manufacturers will be almost glad to welcome it. They have been rushed terribly of late.

Glass.—While shipments, which are expected by some of the local handlers, make it evident that there will not be any immediate shortage the future is not so secure. A strike would materially affect deliveries, and the supplies here are not large enough to meet the heavy summer demand for long. Higher prices have been talked of already. There are things more unlikely than their coming.

TORONTO.

Toronto, June 20.—The past week has seen no diminution in the volume of demand, but the scarcity felt in some lines has become more pronounced. There is a tendency upward in price, as a result.

The talk of an advance in the price of prepared paint has been revived since the advances in linseed oil and white lead. Some state that they do not see how an increase can be avoided, but others are more conservative. The paint manufacturers are quite apparently loath to change their quotations at this juncture.

Linseed Oil.—The price of linseed oil has been advanced 3 cents to $1.08 for raw, and $1.11 for boiled. This is due largely to the scarcity which prevails, coupled with the activity in demand. Stocks are low and it is hard to obtain new supplies, but the call is as active as ever. Futures are stiffening, and some predict that oil will reach $1.2 before the present movement subsides. While the majority are inclined to discount this prediction, all believe that oil will continue firm and that other advances may be looked for.

Turpentine Down.

Turpentine.—A reduction of 1 cent has been declared in turpentine, making the price 68 cents. There is a good demand.

White Lead Scarce.

White Lead.—As announced in last week's issue, white lead has been put up 25 cents. The advance has been fully anticipated, and it has not, therefore, had any effect on the market. Large, though, the advance may seem, it is not as large as is warranted by the scarcity and high price of pig lead. White lead will probably go higher.

There is an exceptionally heavy demand at present and, as a result, a shortage has developed. The grinders are striving to keep up with the demand, but the effort to fill their orders promptly is taxing them heavily.

Glass.—There have been no developments in glass. The situation in Belgium has quieted down, and uneasiness on that score is gradually passing away. Demand is growing.

Putty.—There is a strong demand with prices firm. Prices are as follows:—Standard bulk in casks, $2.40; in 100-lb. drums, $2.55; in 25-lb. drums, $2.65; bladder in barrels, $2.80. Pure putty prices are as follows:—Bulk in casks, $3; in 100-lb. drums, $3.40; in 25-lb. drums, $3.50; bladder in barrels, $3.40.

Prepared Paint.—The demand is as active as ever. The paint manufacturers are working to their utmost capacity to keep up with the orders. It is certainly going to be a record year in paint.

WINNIPEG.

Winnipeg, June 17.—There is nothing new to report in prices of paints and oils and kindred lines except an advance of ½ cent per lb. on Paris green.

City trade is very brisk especially in outdoor lines, work on which is generally much behind as the early part of the season was very unfavorable and the proportion of wet days was above the average.

There has been a notable increase during the week in country retail trade following the conclusion of seeding operations and travelers have been doing a good sorting business with country merchants.

Linseed oil and turpentine prices are firm and there is nothing at present to indicate change.

Trade in kalsomines is fair but has naturally decreased some during last two weeks.

Dependon——Light Hard Oil Finish.

Everlastic——Quick-drying Floor Varnish.

Gold Medal—— Inside and Outside Varnish.

—These three varnishes meet all the regular demands of your trade—simplify your varnish stock—increase your varnish profit.

If any part of your house or your customer's house, is in need of varnishing, the requirement is met by one of these three B-H Varnish Specialties—Gold Medal, Everlastic, Dependon.

GOLD MEDAL.—If the front door, porch, ceiling of bathroom wants brightening, Gold Medal, Inside and Outside Varnish, gives pleasing results with its easy flowing action, and will protect the exposed surface with a durable coating, which will fight the effects of moisture and changing temperature.

DEPENDON.—If the furniture, wall, inside door, or any interior work, of either hard or soft wood, is in need of finishing or renovating, Dependon dries free from tack in a few hours, and can be polished, if desired, in twelve, stands hard wear and dries with a brilliant lustre.

EVERLASTIC Quick-drying Floor Varnish has these special qualities. It dries hard and makes a very durable coating. It is elastic and tough. It does not show heel marks nor scratches easily. It dries quickly. Has a fine lustre, and can be walked on the next day after application.

These varnishes are sold in beautiful, lithographed gallon, half-gallon, quart, pint, and half-pint cans, imperial measure. The packages make a most attractive store display. Handsome lithographed illustrated signs will accompany your order.

Write for favorable quotations Address our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb..8 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Koamic, 15c.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ⅛ inch, per 100 lbs.	2 20	2 20
Heads, per 100 lb.	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ in.	9 50	9 00
" " 2 "	8 25	8 50
" " 2½ "	10 50	10 00
" " 3 "	12 00	12 10
" " 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 26
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb.	0 25
Tubing, iron pipe size, 1 inch base	0 25

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot	$19 00
Cut lengths, round bars, ⅛ to 2 in.	26 00
Plain sheets, 14 oz., 14x48 inches, 14x60 inches	28 00
Copper sheet, tinned, 14x60, 14 oz.	29 00
Copper sheet, planished, 14x60, base	36 00
Brazier', insheets, 6x4	28 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto
Canadian foundry, No. 1		19 50
Canadian foundry, No. 2		19 00
Middlesboro, No. 3 pig iron	18 00	19 00
Summerlee, No. 2 pig iron	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles $ base	2 50	2 50
Common bar, per 100 lb.	1 90	2 05
Forged iron, per 100 lb.	2 05	2 20
Refined iron, per 100 lb.	2 15	2 30
Horseshoe iron, per 100 lb.	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

Cold Rolled Shafting.

9-16 to 11-16 inch	0 06
⅞ to 1 7-16 inch	0 05½
1 7-16 to 3 inch	0 65

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal.	Toronto
10 gauge	2 30	2 50
12 gauge	2 30	2 55
14 gauge	2 20	2 35
17 gauge	2 20	2 45
18 gauge	2 20	2 45
20 gauge	2 20	2 45
22 gauge	2 25	2 55
24 gauge	2 25	2 55
26 gauge	2 35	2 65
28 gauge	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
20x28x80	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 gauge, per square	5 00
26 gauge, per square	3 85
28 gauge, per square	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	345
26 gauge, American	3 85	3 50
28 gauge, (26 English)	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜-inch	$ 5 50	66 p.c.	51 p.c.
½-inch	8 50	71 p.c.	60 p.c.
¾-inch	11 50	75 p.c.	65 p.c.
1-inch	16 50	75 p.c.	65 p.c.
1¼-inch	22 50	75 p.c.	65 p.c.
1½-inch	27 00	75 p.c.	65 p.c.
2-inch	36 00	76½p.c.	66½p.c.
2½-inch	57 50	76½p.c.	66½p.c.
3-inch	75 50	76½p.c.	66½p.c.
3½-inch	95 00	75 p.c.	65 p.c.
4-inch	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70, 7 and 8 in. pipe, 50 p.c.
Light pipe, 60, fittings, 70 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00.

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15x24, $2; 18x30, $2.35; 18x36, $3.50.

HEATING APPARATUS

Hot Water Boilers—47 and 15 p.c.
Hot Water Radiators—45 and 15 p.c.
Steam Radiators—46 and 15 per cent.
Wall Radiators—40 and 15 per cent.
Specials—25 p.c.

OLD MATERIAL

Dealers' buying prices:

	Montreal	Toronto
Heavy ocpper and wire, lb.	0 11	0 11¼
Light copper bottoms	0 09	0 09¾
Heavy red brass	0 10	0 10½
Heavy yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	0 02	10 00
Machinery cast scrap. No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 110 lb.	5 25	5 05
Imported pig, per 100 lb.	5 25	5 05
Bar pig, per 100 lbs.	5 50	5 30
Sheets, 2½ lb. sq. ft. by roll	5 25	5 30
Sheets, 3 to 6 lb., ft.	5 50	5 55

Cut sheets ¼c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE.

Lead Pipe and Waste, 15 per cent.
Caulking lead, 4¾c. per pound.
Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal.	Toronto
Bar, half-and-half, guarant'd	0 27	0 27½
Wiping	0 24	0 25

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks	8 50	8 50

SPELTER.

Foreign, per 100 lb.	7 50	7 25

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lb...$52 00 $50 00
Redipped Charcoal Plates—Tinned
M L S, Famous (equal Bradley)

	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I X, 14x20 base	5 50
I X X, 14x20 base	6 50

Bright Cokes Bessemer Steel—

I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne

Dean or J. G. Grade— I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade— XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 00
XX, 14x65, 50 sheet bxs.)	

Tinned Sheets.

72x30 up to 24 gauge, case lots	8 00	7 35
72x30 up to 26 gauge, case lots		7 85

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.
High Carbon, No. 9, $2.00 in cars.

Fine Steel Wire.
Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c.; oiling, 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

Hay Wire in Coils.
$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

Galvanized Wire.
From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

Poultry Netting.
2-in. mesh, 19 w.g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

Smooth Steel Wire.
No. 0-9 gauge, $2.25 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c, spring wire $1.25, bright soft drawn 15c, charcoal (extra quality) $1.25, packed in casks or cases 15c, bagging and paperings 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks, 50c, in ½-lb. hanks, 75c., in ¼-lb. hanks, $1.

Wire Cloth.
Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

Wire Fencing.

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

Wire Rope.
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ¾, $5. 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized	2 80
Plain	2 50

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

Beeswax.

Per lb.	0 40

Chemicals.

In casks per lb.	
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 06½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

Colors in Oil.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb. irons	0 05

Enamels.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.

	Per lb.
French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" solder sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c, ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

Paris Green.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18¼	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20¾
" ½-lb. "	0 22½	0 22¾
Tins, 1-lb., 100 in case	0 21½	0 21¾

Paris White.

In bbls.	0 80

Pigments.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

Prepared Paints.

	Per gallon in qt.	tins
Sherwin-Williams paints, base		2 00
Canada Paint Co.'s pure	1 75	2 00
Globe house paint (Windsor)		1 60
"New Era" house paint (Windsor		1 85
Benj. Moore Co.'s "Egyptian" Brand		1 50
Moore's pure linseed oil, H.C.		1 65
Brandram-Henderson's "English"		2 00
Ramsay's paints, pure		1 70
Ramsay's paints, Thistle		1 40
Martin-Senour, 100 p.c. pure		2 00
Senour's floor paints		1 60
Sterling Pure		1 60
Maple Leaf Paint (Imp. V. & C. Co.)		
Jamieson's Crown and Anchor brand		1 60

Plaster of Paris.

Per barrel	0 30

Pine Tar.

Half-pint tins, per dozen	0 60

Putty.

	Standard
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders, in bbls.	2 75

Red Dry Lead.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs	5 25	5 25
No. 1 casks, per 100 lbs	4 25	4 25
No. 1 kegs, per 100 lbs	4 75	4 75

Shingle Stains.

In 5-gallon buckets	0 75

Turpentine and Oil.

	Montreal	Toronto
Can. Prime white petroleum. gal.	0 14	0 12
U.S. Water white "	0 15½	0 13½
U.S. Pratt's astral "	0 19	0 15½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal. single bbls		0 15½
Pure Turpentine, single bbls	0 70	0 69
Wood Turpentine		0 60
Turpentine, second run		0 60
Linseed Oil " Raw	1 00	1 08
" " boiled	1 03	1 11
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

Varnishes.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 60
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" Union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps, brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75

THE maximum of profit and increase in reputation in your Paint Department can only be secured by handling a clean-out stock of quality paints.

Minerva Paints and Paint Specialties

the famous British Brand, have proven a fast-moving, satisfactory and profitable line to handle wherever featured.

There is no skimping in the measure put in every "Minerva" can. Full Imperial Measure every time—not wine or short measure.

Our forceful Consumer advertising in direct support of the dealer has created a wonderful demand for the Minerva Line.

Investigate our proposition. It will pay you well.

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PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.

377-387 CARLAW AVENUE, TORONTO, ONT.

Established in England in 1834 (L-37)

HOW ABOUT YOUR PAINT OIL DEPARTMENT?

If you could find a way to increase the profits in your paint oil department you would at least investigate it, wouldn't you? Then why not take the time during the winter months, NOW, to investigate the

BOWSER PAINT OIL SYSTEM

We have installed systems for many of your fellow merchants—it pays them—it will pay you.

You can get one outfit or a dozen, just as your requirements demand. You don't have to invest much money but you get enormous returns.

The Bowser not only prevents all waste and over-measure, but it gives your store tone and attractiveness. It draws trade because you can give better service and cleaner oil. The pumps measure the oil directly into the customer's can—no measures nor funnels. It computes the charge and counts the gallons.

Send a card to-day for free book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 FRASER AVENUE

For Twenty-seven Years Manufacturers of Self-measuring Pumps, Gasoline and Oil Storage Systems, Dry Cleaning Systems, etc.

Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish.	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Ltd. "Gold Medal," in cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange shellac varnish, in barrels	1 60
No. 1 orange shellac varnish, in barrels	1 30

Window Glass.

Size United Inches.	Single Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 25 p.c.
Montreal prices, no discount.

Size United Inches	Star
Under 26	$ 3 05
26 to 40	3 25
41 to 50	3 55
51 to 60	3 90
61 to 70	4 15

White Lead Ground in Oil.

	Montreal Per 100 lb.	Toronto
"Anchor" pure	7 40	7 55
Brandram's B.B. Genuine	8 40	8 55
C.P.C. decorators, pure	7 40	7 40
Crown and Anchor, pure	7 40	7 55
Elephant Genuine	7 65	7 75
Essex Genuine (Windsor)	....	7 15
Island City Decorators' pure	7 40	7 55
Lily Pure	7 40	7 55
Moore's Pure White Lead	....	7 55
Monarch (Windsor)	....	7 65
Munro's Select Flake White	7 65	7 80
Purity, C.O. Co.'s, Ltd.	....	7 15
Ramsay's Pure Lead	7 40	7 55
Ramsay's Exterior	7 15	7 30
Sterling Pure	....	7 55
Tiger Pure	7 40	7 55

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

White Zinc (Dry)

Extra Red Seal, V.M.	0 07½

White Zinc in Oil.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2 " "	0 06¾

Whiting.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE.

Adzes.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

Axles and Hatchets.

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	5 00
Barrell hatchets	5 50	6 85

Anvils.

Buckworth, per lb.	0 10¼

Ammunition.

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust, $7.50 per 100 lbs. Discount 25 per cent.; cash discount, 2 per cent. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

Augers and Bits.

Ford's auger bits	30	and 10
Irwin's auger	47½	
Gilmour's auger	60	
Rockford auger	50	and 10
Gilmour's car	47½	
Clark's expansive	40	
Jennings' Gen. auger, net list.		
Tobin High Speed Bits, 50 and 10.		
Tobin Never Choke, 60 and 10.		

Barn Door Hangers.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, dozen sets	....	6 50
Standard jointed hangers, dozen sets	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.		
Steel, track, 1 x 3-16 in. (100 ft.).		3 25

Barn Door Latches.

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Bells.

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

Belting.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 80c; cut laces, 85c.

Bird Cages.

Brass and Japanned, 40 p.c.

Bolts and Nuts. Per cent.

Carriage Bolts, common, new, $1 list.	
Carriage Bolts, ⅝ and smaller	70
Carriage Bolts, 7-16 and up	
Carriage Bolts, Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 and larger	55 and 05
Coach Screw, new list	7
Nuts, square, all sizes, 4¼c per lb. off.	
Nuts, hexagon, all sizes, 4¼c per lb. off.	
Stove rods, per lb., 5½ to 6c.	
Stove Bolts, 80.	

Building Paper, etc.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2 "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain and tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs.	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32' & 60', per 100 lb.	3 00
2 Ply Ready Roofing, per sq.	0 70
3 Ply Ready Roofing, per sq.	0 95
2 Ply complete, per roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, bris., per gal.	0 15
Liquid tins Cement	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb.	0 06
Nails, per lb.	0 05
Mop cotton, per lb.	0 15

Butts.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent.

Cement and Firebrick.

Canadian Portland, bags, per bbl.	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood.	....	3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton	....	5 50

Chalk and Pencils.

Carpenters Colored, per gross	0 65	0 80
" lead pencils, p. gr	2 40	6 75

Chisels.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

Chain.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

Churns.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

Clamps.

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

Conductor Pipe.

2 inch, in 10 foot lengths	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

Cotter Pins.

Cotter pins, 90 p.c. Montreal.

Copper and Nickel Ware.

Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 42½ p.c.
Copper pitts, 27½ per cent.
Foundry goods, hollow ware, 45 p.c.

Door Knobs.

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

Door Sets.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

Door Hangers (Parlor)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

Door Springs.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

Draw Knives.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

Drills.

Bit stock drills, 2-32 in., doz.	0 67

Escutcheon Pins.

Steel, discount 50 per cent.
Brass, 55 per cent.

Eavetroughs.

8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c per 100 ft. O.G. Round Bead Trough.

Factory Milk Cans.

Milk cans and pails, 35 p.c.
Hand delivery and creamery cans, 40 p.c.
Railways cans, 45 p.c.
Cream cans, 40 p.c.
Creamery trimmings, 75 and 12½ p.c.

Faucets.

Common, cork-lined, 35 per cent

Farrier Knives.

Buckworth, 50 p.c.

Files and Rasps. Per cent.

Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62 2-3
Jowett's (English list)	27½
Spear & Jackson (English list)	35

Forges.

Blacksmiths portable, 135 lbs.	9 85

Galvanized Ware.

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

Grindstones.

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

Hammers.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 06
Sledge, Napping, up to 2 lbs.	0 09

Harvest Tools.

50 and 5 per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

Halters (Snap and Ring).

Jute Rope, ⅜-inch, per gross	8 00
" " ½-inch, per gross	10 50
" " ⅝-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1¼-inch, per doz.	5 20
Web	2 45

Sisal Halters (Snap and Ring).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

Hinges.

Blind, discount 50 per cent.

Heavy T and strap, 4-in., 100 lb. net	7 25
Heavy T and strap, 5-in., 100 lb. net	7 00
Heavy T and strap, 6-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 80
Heavy T and strap, 10-in. and larger	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	

Hinges (Spring)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.50; No. 51, $7.76; No. 120, $16.10.	
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.	
Chicago hold back screen door, iron, gro., $12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface floor (6,000), 45 p.c.	
Garden City fire house hinges, 12½ p.c.	
"Chief" floor hinge, 50 p.c.	

Hooks.

Wrought iron hooks and staples—¼ x 5, per gross	2 25
5-16 x 5, per gross	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 & 20 p.c.	
Crescent hat and coat wire, 60 p.c.	
Stove pipe eyes, kitchen and square hooks, 60 p.c.	

Horse Nails.

M.R.M. cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

Horseshoes.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

Horse Weights.

Taylor-Forbes, 4¼c.

Ice Cream Freezers.

White Mountain, 5c per lb.

Knives.

Hay knives, net list.
Clauss, 50 and 25 per cent.

Kitchen Enameled Ware.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial, and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 40 per cent.

Kitchen Sundries.

Asbestos mats, 50 p.c.		
Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per doz.	0 50	0 70
" wood, per doz.	0 50	0 80
Vegetable slicers, per doz.	....	3 25
Universal meat chopper, No. 1	....	1 15
Enterprise chopper, each	....	1 30
Spiders and fry pans, 50 and 5 per cent.		
Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 153	1 35	2 00
Kitchen hooks, bright	....	0 80
Toasters, 50 per cent.		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

Ladders.

3 to 6 feet, 12c per foot; 7 to 1 ft., 15c. Extension ladders, 15c per foot up.

Lanterns.

Japanned ware, 45 per cent.
No. 1 or 4 Plain Cold Blast, per doz. 0 75
Lift Tubular and Hinge Plain, per doz. 5 00
Japanning, 50c per dozen extra.
Prism globes, per dozen, $1.30.
Lamp wick, 50 per cent.

Lawn Hose.

Competition grade lawn hose, 70 and 5.

Lawn Mowers.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25; 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

Locks and Keys.

Canadian, 45 and 10 per cent.

BLACK DIAMOND
ALEX. McARTHUR & CO.
LIMITED.
MONTREAL.
REGISTERED TRADE MARK

F. J. COX, Winnipeg, Western Agent

Good Profits and Complete Satisfaction

assured every dealer who recommends and sells our high grade

Black Diamond TARRED FELT

In fact, we guarantee it to last as long as the building on which it is used.

A strong selling point aside from its durability is that it keeps the **house cool in summer and warm in winter. Investigate** at once. **Get our prices.**

We also manufacture a full line of wrapping papers,

RED S BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

The High Quality of Our HEINISCH TINNER SNIPS

has made them the tinners' favorites. This quality is due to the great care taken in selecting materials and the tempering which is done by experts.
The "Vulcan" Snip is designed especially for cutting curves, all irregular shapes, cornice work and small circles down to 3 inches in diameter.

The "VULCAN"



Recommend them to your customers—we guarantee the highest satisfaction. **Get them from your jobber.**

R. Heinisch's Sons Company
Newark, N.J., U.S.A.

TAILORS' SHEARS TRIMMERS' SCISSORS



"WORLD" BABBITT METAL

FOR GENERAL MACHINE SHOP, MILL OR FOUNDRY USE
or any place where a good metal is required.

25c. net per lb. Freight paid on 100. lb lots to your nearest railway station.

We know "World" Brand to be a good Babbitt and will give you satisfaction, even if you are paying a higher price.

T. McAVITY & SONS, Limited
ST. JOHN, N. B. and WINNIPEG

HARDWARE AND METAL

Lumbermen's Supplies.

Cant hooks, dozen, from 12 00
Axes, dozen, from 6 50
Axe handles, dozen, from 1 15
Cross cut saws, per foot 0 25 0 43
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

Mallets.

Tinsmiths', 2½x5½ in., per doz.. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

Mats.

Wire door mats, standard, 16x24, doz. 9 00

Metal Polish.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

Miners Supplies.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lb., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

Mops and Ironing Boards.

Mops, per doz. 1 20 1 50
Folding ironing boards 16 25 18 00

Nails.

	Wire
1—1⅛ inch	3 35
1¼ inch	3 00
1⅛—1¾ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 3 85

Oakum.

Plumbers....per 100 lb. 4 50

Oilers.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
Tinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

Plated Goods.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

Pieced Ware.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

Planes.

Wood bench, Canadian, 40, American, 25 per cent.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

Pliers and Nippers.

Button's genuine, 37½ to 40 per cent.

Plough Lines.

Russian snap .....per gross 30 00
Indian snap ..... " 25 00

Pumps.

Berg's wing pump, 75 per cent.

Razors.

	per doz.	
Boker's	7 50	11 00
Boker's King Cutter	....	15 00
Henckel's	7 50	20 00
Gillette Safety, each	....	3 75

Star Safety Razor, 33 1-3 p.c.

Rope and Twine.

Sisal rope 0 08½
Pure Manila Rope 0 10½
"British" Manilla 0 09
Cotton, 3-16 inch and larger..... 0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.
Jute, ⅜ and upwards, 9c; under ⅜, 9½c.
Lath yarn, single 0 08
Lath yarn, double 0 08¾
Sisel bed cord, 48 feet, per doz.. 0 65
Sisel bed cord, 60 feet, per doz. 0 80
Sisel bed cord, 72 feet, per doz. 0 95
Cotton clothes line, 18 per cent. off.
Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply twine... 0 26
" " 4-ply twine... 0 30
Mattress twine, per lb. 0 45
Staging " " 0 35

Refrigerators.

Sanderson-Harold, 40 per cent.
Galvanized, 45 per cent.

Rivets and Burrs.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.
Copper Burrs only, 22½ per cent.
Extras on Coppered Rivets, ½-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned Rivets, net extra, 3c per lb.
Coppered Rivets, net extra, 2½c per lb.

Rivet Sets.

Canadian, 35 to 37½ per cent.

Rules.

Boxwood, No. 68, 2 foot, doz..... 1 15
Ivory, No. 1282, 2 foot, each 3 50

Sad Irons.

Mrs. Potts, No. 55, polished, per set 0 80
Mrs. Potts, No. 50, nickel-plated, per set 0 85
Mrs. Potts, handles, japanned, per gross 8 40
Common, plain 4 25
" plated 5 50
Asbestos, per set 1 50

Sand and Emery Paper.

Sand and emery paper, 40 per cent.

Sash Weights.

Sectional, 1 lb. each, per 100 lb... 2 25
Sectional, ½ lb., each, per 100 lbs 2 40
Solid, 3 to 30 lbs. 1 55

Sash Cord.

No. 8, per lb. 0 33

Saws.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

Saw Sets.

Canadian discount, 40 per cent.

Screen Doors and Windows

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

Scales.

Gurney Standard, 35; Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45, Weigh Beams, 30.

Scythe Snaths.

Canadian, 40 per cent.

Screws.	Per cent.
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

Screws (Machine).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

Screw Drivers.

Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per doz. 16 80

Scissors and Shears.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

Shelf Brackets.

No. 140, 65 and 10 per cent.

Skates and Hockey Sticks.

Starr skates, 37½ per cent.
Boker, hockey, 30c upwards; spring
Empire hockey sticks, $3.00, $5.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

Shovels and Spades.

Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.

Scoops.

Grade 1, 2, 3, 50 and 5 per cent. off.
Grade 4, 50 per cent. off.

Squares.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

Snaps.

Harness, 25 per cent.

Soldering Irons.

Base, per lb., 28 cents.

Stamped Ware.

Plain, 75 and 12½ per cent.
Retinned, 75 and 5 per cent.
Tinners' trimmings, 75 and 5 p.c.

Sap Spouts.

Bronzed iron with hooks, per 1,000 7 50
Eureka tinned steel, hooks, per 1,000 ..... 8 00

Staples.

Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 0 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

Stable Fittings.

Dennis Wire & Iron Co., 33 1-3 p.c.

Stove Boards.

Lithographed, 60 and 10.

Stovepipes.

5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

Stovepipe Elbows.

5 and 6-inch, common, per doz... 1 22
7-inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, 70 per cent.

Stocks and Dies.

No. 20 Beaver Die Stock 18 75

Stones—Oil and Scythe.

Washita	.....per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	.....per gross	3 50	5 00

Tacks, Brads, Etc.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

Tape Lines.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., ea.. 0 94
" steel, No. 264, 66 ft., each 3 50
Chesterman's linen, No. 1822, 66 ft. each 1 10
Chesterman's Metallic, No. 1821.. 1 95
" Steel, No. 1849, 50 ft.. ....

Trowels.

Disston's, 10 per cent.

Thermometers.

Tin case and dairy, 75 to 75 and 10 p.c.

Tinners' Snips.

Discount 35 per cent.

Tinners' Trimmings.

Discount, 45 per cent.
Plain and retinned, 75 and 15%.

Traps (Steel Game).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

Traps (Rat and Mouse)

	Doz.
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 60

Vises.

Per pound 0 12 0 12¾
Hinged pipe vise, 25 lbs.... .... 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

Washing Machines.

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer... 20 per cent.	180 00

Wringers.

Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch ..... 20 per cent.	61 75

Wheelbarrows.

Navvy, steel wheel, dozen	21 26
Garden, steel wheel, dozen	32 40

Whiffletrees.

Tubular steel whiffletrees, 28 in...	0 70
" " " 34 in...	1 00
" " " 36 in...	1 25
" " neckyokes, 36 in....	1 05
" " doubletrees, 40 in..	0 96
" " lumbermens, 44 in..	1 15

Wood Handles.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent.

Wrenches.

Agricultural, 67½ per cent.

Wrought Iron Washers.

Canadian, 50 per cent.

WINNIPEG HARDWARE QUOTATIONS.

Ax Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

Augur Bits—"Irwin" bits, 47½; other lines, 70 and 10 per cent.

Barb Wire—Lyman 4 pt., $1.85 f.o.b. Fort William; $2.26 per spool of 80 rods f.o.b. Winnipeg; Guidden 2 pt., $1.75 f.o.b. Fort William; $2.12 per spool of 80 rods f.o.b. Winnipeg; Baker 2 pt., $1.73 f.o.b. Winnipeg; Waukegan 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool f.o.b. Winnipeg; Alberta 2 pt., $1.73 f.o.b. Fort William, $2.05 per spool f.o.b. Winnipeg; American special, 2 pt., $1.45 f.o.b. Fort William; $1.73 per spool f.o.b. Winnipeg; plain twist, $2.80 f.o.b. Fort William, $3.20 per 100 lb., f.o.b. Winnipeg; coil spring wire, No. 9, $2.07 per 100 lbs., Fort William; $2.50 at Winnipeg.

Bolts—Carriage, ⅝ and smaller, 65; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—$3.15 per keg base. Wire nails, base, $2.80 Winnipeg; $2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates—Half-polish, 6 and 7-inch, $3.40; 8-inch, $3.60; full polish, 6 and 7-inch, $4.25; 8-inch, $4.50.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware—37½ per cent.

Grindstones—Per 100 lb., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

Harvest Tools—50, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, Black—¼, $2.25; ⅜, $2.30; ½, $3.10; ¾, $3.65; 1, $5.30; 1¼, $6.50; 1½, $8.60; 2, $10.90; 2½, $17.40; 3, $22.35; 3½, $30; 4, $34.35; 4½, $38.80; 5, $43.30; 6, $56.10.

Galvanized—¼, $3.10; ⅜, $3.20; ½, $4.10; ¾, $4.90; 1, $7.05; 1¼, $9.60; 1½, $11.50; 2, $14.80.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$6. Lead Pipe—$6.05.

Lead Waste—$7.00.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8¾; Pure Manila, 10½c; British Manila, 9c; lath yarn, 9¾c.

Staples—Bright wire, $2.50 f.o.b. Fort William; $2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 6 per cent.; all other grades, 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $32 per cwt.

Screws—Bright iron round head, 82½ and 10 p.c.; flat head, 87½ and 10 per cent.; round head, brass, 72½ and 10 per cent.; flat head, brass, 77½ and 10 per cent.; coach, 65 per cent.

Staples—Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

Linseed Oil—Raw, per gal., $1.05; boiled, per gal., $1.08.

Turpentine—Per gal., barrel lots, 80c.

Dry Colors—White lead in ton lots, decorators' pure $7.50; decorators' special, $7; in small lots advance price 25 cents per cwt.; red lead, kegs, $6.50; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxides, in casks, 3½c; less quantities, 4c per lb.

Putty—Casks, $2.90 per cwt.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

Paris Green—22 cents per 112-lb. drums.

PRICE TALKS

Louder to some people than does anything else.

To make price the only point is however the greatest of mistakes. The real consideration should be "VALUE" and all this word stands for.

When you handle

JAMIESON'S



PURE PREPARED PAINTS

BRANDS:
CROWN AND ANCHOR
ISLAND CITY
RAINBOW

You are sure of

100% Value in Every Can

In fact, at their present price they represent to you the best hundred cents worth on each dollar of any proposition we know of.

It would pay you to get the benefit —and to get it soon.

R. C. Jamieson & Co., Limited
ESTABLISHED 1858
Owning and Operating
P. D. Dods & Co., Limited
Montreal and Vancou ver

ALL LEADERS

MOORE'S MURESCO—The Best Wall Finish.
MOORE'S SANIFLAT—A Washable Flat Oil Paint.
MOORE'S T-45—An all-round Interior Varnish.
MOORE'S HOUSE COLORS—A Pure Linseed Oil Paint.

Write us for color card and prices.

Benjamin Moore & Co., Limited
WEST TORONTO

NEW YORK CHICAGO CLEVELAND

GET THE PATRONAGE
Of Structural Iron Workers

They use a considerable amount of Paint for painting **Bridges, Builders' Iron, Machinery**, etc. The best way to secure their patronage is to get them acquainted with

Stephens



Structural Iron Paint

It has just the **requisite elasticity**, combined with **unexcelled weather and moisture resisting qualities** to make a perfect protector for all exposed surfaces. It also makes an ideal coating for metal siding and you are certain to have calls for it.

Be a Stephens Paint Agent—It's very profitable.

Write for full particulars

"OTHERS MAY COMPETE, BUT STEPHENS SHIPS COMPLETE"

G. F. STEPHENS & CO.
LIMITED

WINNIPEG, - - - - CANADA

Branch at Calgary, Alta.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance:—
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required

AGENT WANTED

Important British company manufacturing high grade protective paints, enamels, varnishes and coatings; contractors to British Admiralty, and leading shipbuilders and engineers, desire to be represented in the Dominion. Director will be in Canada about September and could interview persons or companies who might do business or take up agencies.

Apply XX, c/o Hardware & Metal, Montreal

BUSINESS CHANCES

FIRST-CLASS HARDWARE BUSINESS FOR sale—on C.P.R. main line, Eastern Alberta. Stock $8,000.00. Yearly profits $6,000.00 to $7,000.00. Apply Box 1661, Saskatoon, Sask. (35)

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

FOR SALE — HARDWARE, TIN AND plumbing business in real live town in the Okanagan Valley, British Columbia. Population 1,100. Very little opposition. $40,000.00 business done last year on $12,000.00 stock. Stock at present about $18,000.00. Total sales for May, $4,550.00. If you want a real live business, look into this. Owner wishes to retire. Don't write unless you mean business. Box 673, Hardware & Metal, Toronto. (25)

FOR SALE—OLD ESTABLISHED HARDware business; large double store, grocery department and flour and feed in connection. Turnover $30,000.00 a year; stock $5,500. Buildings rented or sold. Good Ontario town. A chance of a lifetime for one or two live men to step into a safe, paying business. Box 682, Hardware and Metal, Toronto.

FOR SALE — UP-TO-DATE HARDWARE business in eastern Ontario town of 5,000 population. Stock, $4,000.00; fixtures $1,000.00, including new $250 National Cash Register; property, $4,000.00. Wide plate glass front, hot water heating upstairs and down, upstairs used at present as living rooms. Building 150 x 20 ft., with large yard in connection. Business established 8 years; practically no opposition. Located in best part of main street, between G.T.R. and C.N.R.; 3 railways at present running into town, with proposed Georgian Bay Canal passing within 300 ft. of premises. With one exception, this is the best spot on whole route of canal; 10c flat freight rate from Montreal by boat. Will sell half cash, balance note. This is one of the best propositions ever put on the market. Get into communication at once. Reason for selling, going into the manufacturing business. Apply Box 680, Hardware and Metal, Toronto. (28)

FOR SALE — THE BEST HARDWARE store and stock in Ontario, forty miles from Toronto. Reasons for selling, in manufacturing business. Apply Box 681, Hardware and Metal, Toronto. (26)

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white card marked 25c, 50c, 75c, $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set 25 cents postpaid. Technical Book Dept., 143 University Avenue, Toronto. (tf)

FOR SALE

FOR SALE—THRIVING HARDWARE BUSIness—live coast city. Turnover last year thirty thousand, 75% cash; six-year lease; stock ten thousand. Best location in city. Five thousand cash, balance arranged. Box 676, Hardware & Metal, Toronto. (25)

FOR SALE—ON EASY TERMS TO SATISfactory party, old-established hardware business, in good, live Saskatchewan town, on main line C.P.R. This business was purchased by a general merchant who always handled hardware, but will discontinue. Amount of both stocks, including fixtures, etc., and a full set of tinsmith's tools, $9,000. Turnover last year, $30,000. Apply to James Franks, Wapella, Sask. (26)

HARDWARE BUSINESS FOR SALE—IN A town of 3,000, in eastern Ontario. Stock and fixtures about $18,000; business first-class. Reason for selling, poor health. Don't write unless you mean business. Box 679, Hardware & Metal, Toronto, Ont. (27)

SITUATIONS WANTED

SITUATION WANTED AS CLERK IN retail or wholesale hardware, Saskatchewan, Alberta. Louis Walker, Marshall, Sask. (25)

TRAVELLER HAVING PROVED HIS ABILity by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668. Hardware and Metal, Toronto. 18—21t

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

SITUATIONS VACANT

WANTED — TINSMITH WITH TWO OR three years' experience. Steady employment. Apply, stating wages. Vantuyl & Fairbank, Oil Springs, Ont. (26)

WANTED—HARDWARE CLERK — THREE or four years' experience; energetic and a good salesman, otherwise do not apply. Salary $65.00 a month. Apply, stating age, references, to N. H. Bowers, Massey, Ont. (25)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED—IMMEDIATELY — TWO HARDwaremen with wholesale experience laying up orders. Good opportunity advancement right men. State experience and wages wanted. Apply Peart Bros. Hdwe. Co., Ltd., Regina, Sask. (26)

PRINTING

CHEAPEST PRINTING ON EARTH—BOOKlets, Catalogues, Price List, Handbills, and any other fine Printing for the Hardware trade at fiercely competitive prices. Russell Smart, 40n, Chancery Lane, London, England. (15tf)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 15 cents postpaid, or two sets for 25c while they last. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

When writing advertisers kindly mention having seen the advertisement in this paper

A Bargain

must have two essentials in order to deserve the name—it must be useful and cheap.

Hardware and Metal

offers a real bargain in its Want Ad. Department. Here, at the lowest possible cost, you can place before the very persons most interested, **hardware men and men in the allied trades,** any respectable business proposition.

Here is Proof of the Value

SIXTY SWISS ARMY RIFLES, at $2.50 each. Box 920, HARDWARE AND METAL, Toronto. (48)

F. Y W. Braithwaite, Blind River, Ontario, who inserted this ad., says "It brought us replies from nearly every province of the Dominion."

The Cost was 39c

If you have any proposition, in which you consider hardware dealers, clerks or travellers would be interested, try a want ad. in

Hardware & Metal
Toronto Montreal Winnipeg

RATES (payable in advance)
2c. per word one insertion
1c. per word subsequent insertion
5c. extra per insertion for box number if required

High Quality Screen Goods

Wabash Screen Doors and Windows are acknowledged to be the Highest Quality Screen Goods made.

Their construction is of the strongest.

Only well seasoned and kiln-dried lumber is used.

The durable black wire cloth is stretched by machinery:—Drumhead Fight.

We carry a large stock and can ship promptly. Write for illustrated circular and price list.



WINNIPEG EDMONTON

NEW ERA PAINT

IS THE ENSURANCE OF PAINT SATISFACTION

This paint has lasting qualities that are greater than many highpriced paints.

It cannot be excelled as a surface cover and will resist all extremes of the weather.

A trial will be most convincing. Try it.

New Era Paint is absolutely guaranteed.



Standard Paint and Varnish Co., Ltd.
Windsor, Ontario

When writing advertisers kindly mention this paper.



HAVE You a Stock of Creosote Shingle Stains?

If you haven't you'll probably lose customers to "the other fellow" who has. Be ready, get in a stock of

Ramsay's Creosote Stains

which are made right here in Canada and are second to none—foreign importations or domestic.

Send for color card and prices. **Do it to-day.**

A. Ramsay & Son, Co., Montreal

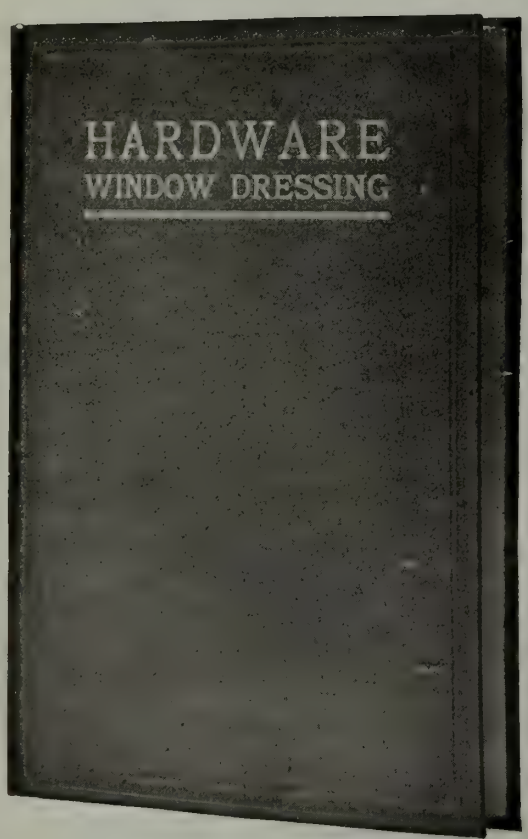
Paint Makers Since '42

WESTERN DISTRIBUTORS:

A. McBride & Co., Limited, Calgary; Revillon Bros., Limited, Edmonton; Bogardus, Wickens, Begg, Limited, Vancouver.



112



You May Become a Practical Window Dresser for $2.50

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages **8x11 Inches** **300 Illustrations**

Price $2.50. (Payable in Advance)

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto



Unloading the Spring Stock, Northern Canada Supply Co., South Porcupine, Ont.

Everything Favors Big Business For the S-W. P. Agents

Present indications point to large business for Sherwin - Williams Agents.

Houses and other buildings are undergoing their annual Spring "Brighten-Up", necessitating much paint and varnish, which means business for the enterprising dealer.

No merchant is in a better position to satisfactorily supply this demand than the man handling Sherwin-Williams Paints and Varnishes.

Our extensive national publicity in the leading Weekly Newspapers and Farm Journals; our concentrated local and direct advertising, all aid in bringing the prospective paint buyer into your store.

Make your paint and varnish department pay you profits, by having it a Sherwin - Williams Department.

Write for "Selling Helps" of the most up-to-date kind.

THE SHERWIN-WILLIAMS CO.

(OF CANADA, LIMITED)

PAINT, VARNISH AND COLOR MAKERS, LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.

OFFICES AND WAREHOUSES: MONTREAL,
TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.

HANDLE BRANTFORD ROOFING

And Secure the BEST Roofing Trade in Your Vicinity

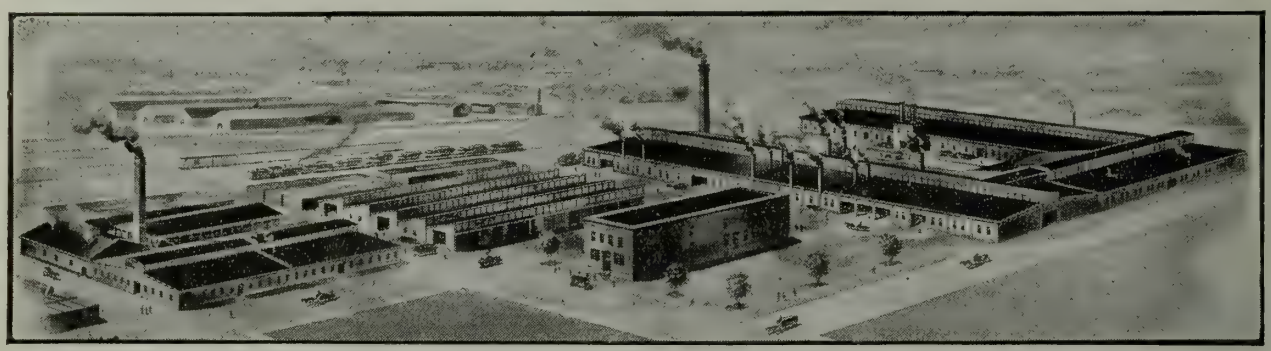
Every time you recommend this high-grade roofing you are paving the way for more and better business. BRANTFORD ROOFING, as you know, is practically indestructible, and there is a fair margin of profit that will please you.

There are three kinds of Brantford Roofing—ASPHALT, RUBBER and CRYSTAL—and each of the three different kinds is made of long-fibred wool completely saturated with pure Asphalt (a mineral fluid that has withstood the ravages of time for centuries).

Write to-day for samples and FREE roofing book.

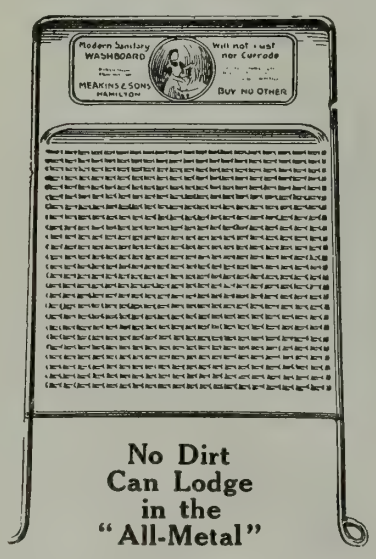
BRANTFORD ROOFING CO., LIMITED, - - - Brantford, Canada

Branch Warehouses—MONTREAL, 9 Place D'Youville; WINNIPEG, 117 Market Street



The George White & Sons Co.'s plant, London, Ont., situated beside the G. T. R. main line, and right in the danger zone of flying sparks and hot cinders. But they are well protected, for even their boiler house and foundries are covered with Brantford Roofing.

A Revelation in Washboard Making



No Dirt Can Lodge in the "All-Metal"

We are the instigators of the all-metal washboard, and have "made good." From all sides we are being complimented upon the good health points, and practical working of the

MEAKINS' SANITARY WASHBOARDS

Do you stock them? If not, you are losing an opportunity for many good sales. Every woman now-a-days is interested in modern methods. The "all-metal" has won favor for its practicability and sanitary construction. It will not rust or corrode. Send for particulars and prices.

MEAKINS & SONS, HAMILTON, ONTARIO.



TAKE A BIRD'S EYE VIEW OF BUSINESS

The Beauty of Town & Country Depends on Paint

There is a wonderful field for suggestion in beautifying town and country. The *Paint Man* should take a bird's-eye-view of the town he lives in, and the country round about to see how he can suggest improvements that can be made with paint. Paint not only improves, but it preserves, and there is always room for suggestion — the house painter is a true artist, who can use colors to harmonize or blend with the trees, and the hills and thus produce a pleasing picture with nature as a background.



MARTIN-SENOUR PAINT

100% PURE

will improve any background — will liven up and permanently beautify any spot of natural beauty. Get busy *Mr. Paint Man* — don't sit in your store and wait for customers to come — seek them out, you will be surprised to see how kindly they will take to your suggestions as to how they may do their share towards beautifying their surroundings. Innoculate everyone with the fever to **CLEAN-UP AND PAINT-UP.** Let us tell you some more new ways to sell paint.

THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paint

MONTREAL CHICAGO WINNIPEG LINCOLN

A Man is Known by the Company He Keeps

Likewise the reputation of your store depends upon the quality of the goods that you carry. Of course you must stock a certain amount of cheap goods because there is always some demand for inferior lines, but it is the better quality goods that you should push—GOODS THAT WILL GIVE SATISFACTION TO YOUR CUSTOMERS

Dougall Varnish is the Best

It goes further than any other. Gives a higher polish, and will not crack, blister, or peel.

THE VARNISH THAT LASTS LONGEST

The Dougall Varnish Company, Limited

305 Manufacturers Street, Montreal, Canada

J. S. N. DOUGALL, President

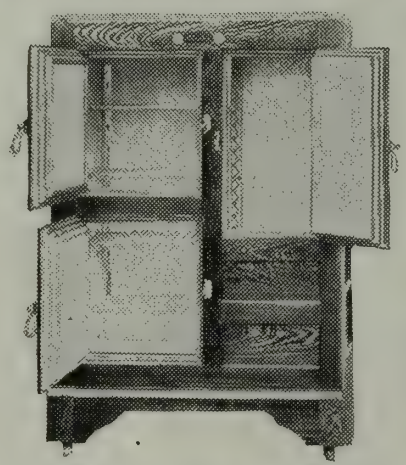
Associated with MURPHY VARNISH CO., U.S.A.

NOW Is The Time

that every progressive dealer should stock refrigerators. But when doing so he has to select a trade-winner that produces a reliable profit.

You cannot get better results than those produced by the

"BARNET" Refrigerator



Contains Many Good Selling Points

This is a refrigerator that has strictly up-to-date features — a refrigerator that has been endorsed by experts. It has been subjected to every practical test, and we know that it is the choice of those who want the best.

Other dealers are reaping splendid profits—why don't you? Investigate at once.

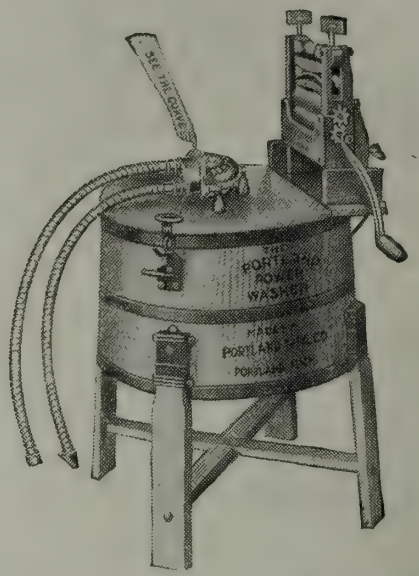
Write us to-day for catalogue. Study it. Then you will realize **"BARNET" superiority.**

The Barnet Manufacturing Co.

LIMITED

Renfrew, Ont.

FROM STOCK



Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

The Portland is a trouble-less washer—it relieves all washer worries.

Made complete in our own factories—washer, motor, and furniture finished tub.

If you're looking for a quality washer that's really worth while get after your hardware jobber, or write direct to us.

SOLE CANADIAN AGENTS

HENDERSON & RICHARDSON

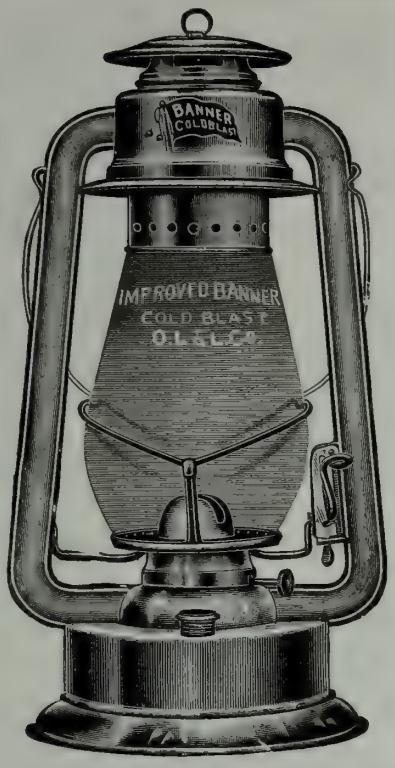
Formerly J. A. HENDERSON

Board of Trade Building, MONTREAL

PORTLAND MFG. CO., - Portland, Mich.

The Largest Manufacturers of Washing Machines in the World

BANNER
TRADE MARK.



Make Your Decision Now

ORDER

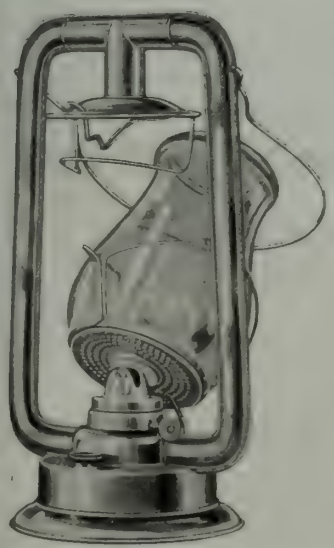
"BANNER" COLD BLAST LANTERNS

Exclusive features sell them.

Splendid service sustains the demand.

"CLIMAX" TILT LANTERN
HOT BLAST

For a low-priced lantern is unequalled.



The workmanship and material show exceptional value.

Ontario Lantern & Lamp Co.
LIMITED

Hamilton - - Ontario

Branches:

MONTREAL, P.Q.,
30 St. Dizier Street

WINNIPEG, MAN.,
56 Albert Street



Varnishes that Satisfy

THERE are two big reasons why Berry Brothers Varnishes satisfy all users. Reliable, uniform good quality is one.

The other is the advertised reputation that gives the buyer the assurance he has picked the best on the market.

Berry Brothers' Business Builders

THE BIG-5 WITH WHICH EVERY DEALER CAN MOST EASILY SATISFY THE QUALITY DEMANDS OF ALL HIS TRADE.

LIQUID GRANITE — The best in floor varnishes. Made in two grades. "A" is heavy in body and intended for use on new floors. "B" is lighter in body and intended for refinishing old floors.

LUXBERRY WOOD FINISH — For general interior work, being made in "White" and "Light". Can be rubbed and polished. Formerly known as Berry Bros. "Hard Oil Finish"—the original and only genuine Hard Oil Finish ever made.

ELASTIC INTERIOR FINISH — For interior woodwork subjected to severe exposure or usage. Possesses great elasticity combined with unusual durability—will resist action of hot water, soap, etc., better than any other varnish ever tested in our laboratories.

ELASTIC OUTSIDE FINISH — The varnish that made the best record for drying and general excellence, out of 21 different makes of outside varnish officially tested by the M.H.P. & D. Asso. You ought to make it your constant companion on every good outside job.

SPAR LUXBERRY VARNISH — In our tests in the Detroit River this varnish has year after year proved itself greatly superior to all competitors. If you are interested in a Spar Varnish that really won't turn white, write us for leaflet describing these tests.

Berry Brothers, Limited

The World's Largest Varnish Makers

WALKERVILLE, ONT.

AMERICAN GRINDERS Are Real Trade-Winners

This Grinder is particularly adapted for purposes where a very compact yet powerful grinder is needed. Just the thing for a carpenter's tool chest and private shops, as well as hundreds of occasions of like nature.

When the grinder is assembled a quantity of high grade oil is placed into the case so that the machine can be used indefinitely without oiling.

The gears run in this oil path, further causing them to operate noiselessly without friction, and with elimination of excessive wear.

Stock it at once—we guarantee good results.

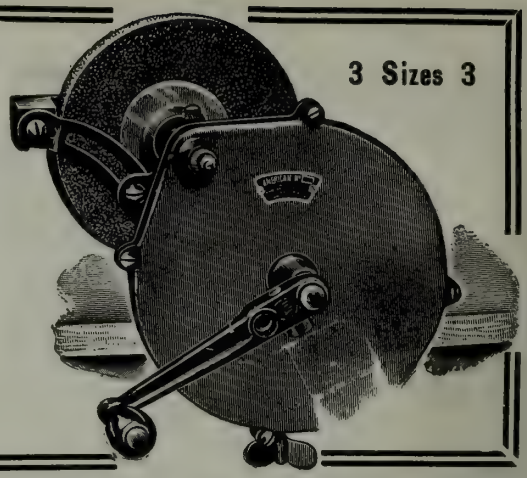
A card will bring circulars and prices by return mail.

Three sizes. 4-6-7-Inch Wheels, Corundum or Carborundum.

The American Grinder Mfg. CO., MILWAUKEE, WIS., U.S.A.

Merchants' Hardware Specialties Co., Ltd. CALGARY ALTA.

AGENTS WESTERN CANADA



3 Sizes 3

STANDARD CHAIN COMPANY



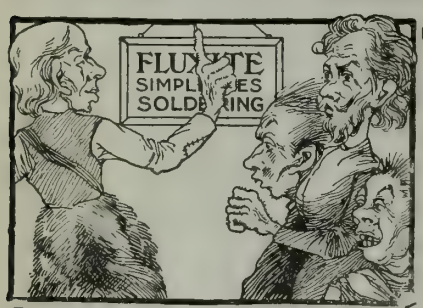
COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anvone can use it. Plumbers and other mechanics **will** have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use. Easy to sell.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 212 Vienna Rd., Bermondsey, Eng.

General Representatives: SAYWELL'S SALESMEN, 61 Albert Street, Winnipeg.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
Ontario—Baines & Peckover, Toronto
Manitoba — Bissett & Loucks, Limited, Winnipeg

Reliable QUALITY

Look For This Trade Mark





Then Buy The "White" Mop Wringer







WHITE MOP WRINGER CO.
FULTONVILLE, N.Y.

If You sell one
FORD BIT EXTENSION
You'll sell more



We say this with outmost confidence, and we unhesitatingly make this statement because we know just why you will sell more if you will but show a man the Ford's qualities.

The FORD'S Bit Extension is new; is remarkably simple in construction; embodies all the best points of other makes; has several exclusive features; and is entirely devoid of any of the clumsy, awkward features that have made former extensions so unsatisfactory.

Simplicity is the Keynote

throughout the FORD'S construction. It is easy to adjust, easy to work, and cannot get out of order, as there are no breakable parts. This latter feature gives the extension exceptional strength as well.

Electricians who are now using it give their highest endorsement and say it is unquestionably the most practical ever produced.

If you are the first in your territory to introduce Ford's New Bit Extension you will surely gain new customers who will be steady, satisfied buyers.

Will you write us for new circulars describing in detail this latest FORD Triumph?

Ford Auger Bit Co.
HOLYOKE, MASS.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Do you want the best strop on the market— Absolutely Free?

Last season we started hundreds of dealers making money out of the

New Torrey Honing Strop

by first proving to them that it was the best strop on the market. We gave each of them a free strop to make an actual test of its merits. They were convinced themselves and found it easy to convince their customers. Now we are willing to give you the same proof—a free strop for your own use.

Every dealer who hasn't already received one of our strops free should write at once to our home address, Worcester. Tell us the name of your jobber and we'll send the strop absolutely free, except for duty.

J. R. TORREY & CO.

Dept. F **Worcester, Mass.**

Sole Canadian Representatives:— Henderson & Richardson, formerly J. A. Henderson, Board of Trade Building, Montreal.

Enthusiasm

To sell goods and make profit you must develop this quality. Home made goods always did make you feel that way. That is why so many hardwaremen throughout Western Canada are selling our

METAL CEILINGS, SHINGLES, SIDINGS AND CORRUGATED IRON

and making nice profits.
They have seen them made. They know they are right. They can get them in a hurry.
All these things will be at your service when you hook up with us.

WRITE TO-DAY.

Winnipeg Ceiling and Roofing Co.

P.O. Box 2186 H. **Winnipeg, Man.**

Tea and Coffee in Perfection!

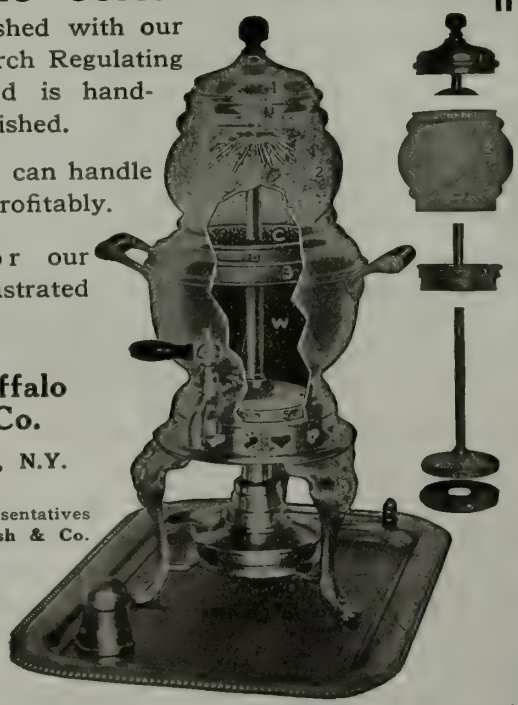
Everybody drinks more or less Tea and Coffee, and there is no method known of making such perfect Tea or Coffee as brewing it in our

HYGIENIC COFFEE PERCOLATOR

It is furnished with our new Monarch Regulating Lamp, and is handsomely finished.

A line you can handle most profitably.

Write for our new illustrated catalogue



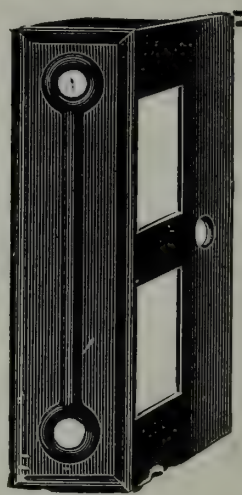
The Buffalo Mfg. Co.

BUFFALO, N.Y.

Canadian Representatives
H. F. McIntosh & Co.

28 Toronto St.

TORONTO



NATIONAL Steel Rim LOCK

The **National** lock is **superior** to all others in simplicity of construction, strength, durability and quality of finish.

It will attract the **best hardware** buyers to your store. It will give perfect satisfaction.



The world needs a trouble saver—we have it. Let us convince you before you buy. Write for samples and prices.

National Hardware Co., Ltd.

ORILLIA, ONTARIO, CANADA

If you want Strictly Pure Turpentine at the right price, get our quotation before placing your order.

TURPENTINE PRODUCERS' AGENCY

Independent Distributors

Office, 140 Victoria St. Phones:
Warehouse, Macdonell Ave. Main 4391
C.P.R. & G.T.R. Sidings Park 2781

TRADE MARK KEYSTONE BRAND REGISTERED

Through a little effort at advertising and a big effort at producing the best article that skilled mechanics and A-1 materials could produce, our

Klondike and Jubilee Brooms

have become known as the most reliable in the market. Just now we are devoting special attention to **perfecting the handles** of these lines by a new system of polishing—making them **"smooth as glass"** Try a sample lot, you'll be delighted.

Manufactured by

Stevens-Hepner Co., Limited
PORT ELGIN - ONTARIO



THE GOODWILL OF THE WOMEN

is your most valuable asset. Why not cultivate it?

Tell your customers about

TRADE MARK LACQUERET HOUSEHOLD LACQUER

The wonderful, transparent lacquer, that gives new life and renewed good looks to old woodwork and furniture.

"Lacqueret" is easy to apply, very durable, dries rapidly and is thoroughly sanitary.

A trial order of "Lacqueret" is a sure guarantee of a profitable repeat business.

Our forceful consumer advertising creates a vigorous demand for "Lacqueret."

Write for particulars.

All International Products are sold in cans containing full Imperial Measure.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

Canadian Factory of Standard Varnish Works

NEW YORK CHICAGO LONDON
BERLIN BRUSSELS MELBOURNE

Largest in the world and first to establish definite standards of quality

L72

STEEL BLADE

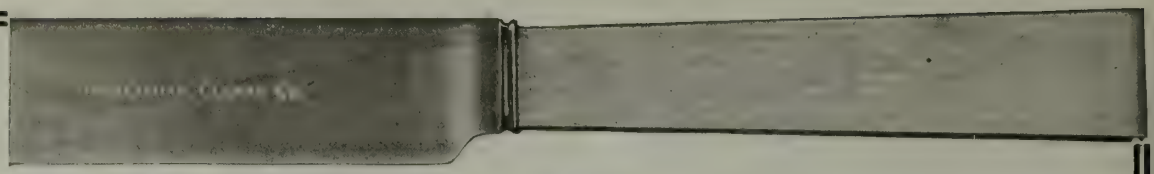


TABLE CUTLERY THAT SELLS QUICKLY

The blade of our No. 949 knife is made from a special High Carbon Sheffield Steel. The handle from the best English Grained Celluloid. This knife is the "King" of table cutlery, as it is unsurpassed in every respect. Give it a trial and increase your profits—we guarantee satisfaction.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Ont.

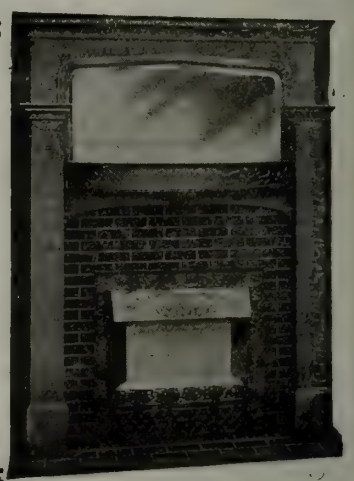
AGENTS:—J. Mackay Rose, 88 McGill St., Montreal, Que.
David Philip, 291 Portage Ave., Winnipeg, Man
N. F. GUNDY, 61 Albert St., Toronto, Ont.
Benj. Rogers, Charlottetown, P.E.I.

Dealers!

HERE'S YOUR CHANCE TO MAKE A SPLASH.

This Mantel or any of our "70" different designs, fitted with our Electric Grate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

Write for the "dope"—Your contractors will fall for it.
Don't forget—We have the best line of Gas and Coal Grates in the country.



The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"



YOUR sales will be materially increased by handling the Aylmer Metallic Ring Sprayer, the best hand pump made in Canada. No soft packing to give you trouble, a pump that gives perfect satisfaction to your customer in every instance.

Write for Prices and Discounts.

The Aylmer Pump & Scale Co., Limited

AYLMER, : : ONTARIO

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Brockville, Ont., Jan. 23rd, 1910
Messrs. J. W. Harris Mfg. Co., Ltd.
129 Sanguinet St., Montreal
Dear Sirs:
Enclosed you will find my cheque to cover account of the last of the many of your "J. W. Harris Rotary Ventilators," which I have installed here and I have much pleasure in saying that in every case they have given perfect satisfaction.
Yours truly,
W. H. Harrison

Made by

The J. W. Harris Mfg. Co., Ltd.

Contractors

Montreal



There's a Big Demand Among Miners and Sportsmen

for a lamp that gives high lighting efficiency at low cost and that will stand up under long hard service with minimum of breakage or loss of parts.

Maple City Acetylene Lamps

fill this demand. They have many strong selling features to be found in no other acetylene lamps and every lamp is thoroughly guaranteed. Our broad advertising campaign is creating a specific demand for Maple City Lamps that you can easily turn to profits. *Write to-day for our special Selling Proposition.*

MAPLE CITY MANUFACTURING CO.

MONMOUTH, ILLINOIS, U. S. A.

High-Grade Builders' Hardware

Is The Kind That Brings Repeat Orders

We carry a complete guaranteed line of Builders' Hardware, including Butts, Hinges, Hasps, Staples, Nails, Etc.,

Send us a trial order and test the selling qualities. Our long retained reputation for quality stands back of our guarantee.

Write for catalogue to-day

COWAN & BRITTON, GANANOQUE, ONTARIO

"Hercules" Drills Are Made From High Percentage Vanadium High Speed Steel

Tools of Quality
TRADE
W B
MARK
Bear these marks.

Tools of Quality
TRADE
W&B
MARK
Bear these marks.

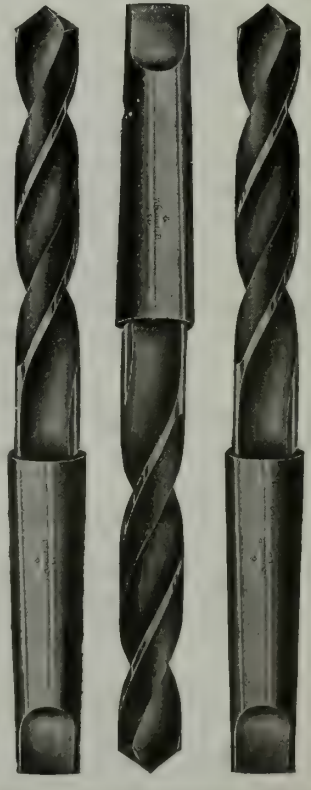
Catalog 74-C will be sent on request.

Next in importance to the best material for making drills is the process of manufacture.

"Hercules" High Speed Twist Drills are made under the Twisted-While-Hot-Process—retaining all the strength of the steel and producing drills with long edge holding qualities.

The taper shanks, usually one size larger than ordinary, prevent tang troubles and give a greater driving power because the drill fits into the chuck firmly and in the center.

What's the use of using drills without backbones when you can get "Hercules" from your jobber. Send order direct if you prefer.



The Whitman & Barnes Mfg. Co.

Established 1854 ST. CATHARINES, ONT.

STOCKS CARRIED AT WINNIPEG AND MONTREAL

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

DRABBLE & SANDERSON

Ebenezer Works, SHEFFIELD, England. Established 1816

SAWS for all purposes



SAWS The finest quality obtainable

The leading English Manufacturers, with ninety-five years' reputation.

Catalogue on Application Canadian Selling Agent: D. G. ROSS, 17 Bleury St., MONTREAL

MAXWELL'S "FAVOURITE" CHURN

has been known and used for nearly twenty years, and has given such thorough satisfaction that more "Favourites" are sold annually in Canada, than all other makes combined.

Barrel is of best imported oak, finished in natural wood, with silver aluminum hoops, exceptionally large roller bearings, easy running and durable. The illustration shows the convenience of the combined hand and foot drive, and the lightness and strength of the angle iron frame, made in either single or Bow lever.



You are at a disadvantage if you do not sell Maxwell's Favourite

DAVID MAXWELL & SONS, ST. MARY'S, ONT.



Open Ring Cow Ties

ELECTRIC SWELL WELD CHAIN



Closed Ring Cow Ties

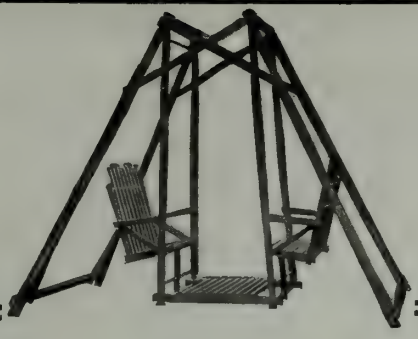
25% more { WELD STRENGTH WEAR } { MADE IN CANADA AND SOLD BY JOBBERS } 25% more { ORDERS SALES PROFITS }

Made by

Office: BUFFALO, N. Y.

McKinnon Chain Company

Factory: ST. CATHARINES, ONT.



"STRATFORD" Lawn Swings

Will Sell Well at a Good Profit

We believe **The Stratford** is the best and strongest Lawn Swing on the market.

It is made from selected well seasoned hardwood stock. The seats and backs are adjustable, and the foot board can be placed between and level with the seats, this forming a hammock or bed.

A display of this swing is certain to bring buyers.

Write for catalog and prices.

The Stratford Mfg. Co., Ltd.

STRATFORD :: CANADA



4 Sizes

There's Quality in the

MASTER BRACE

The kind of quality that delights users of tools. The Metal parts are handsomely nickeled and the head and handles of cocobola. All ratchet parts are covered and protected from dust.

EIGHT SHARP HOLDING POINTS

in the jaws of the chuck insure the tenacity of grip. It is impossible for the chuck to work loose because of the number in which it is attached to the sweep. A flat head machine screw and a patent washer hold it securely.

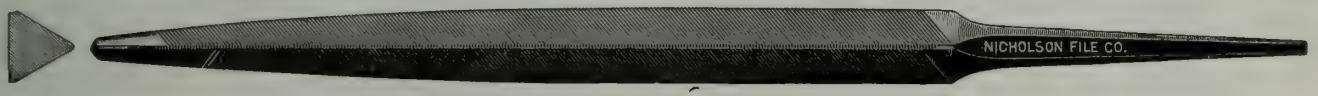
The Master Brace is made in 4 sizes with 8-10-12 and 14 inch sweep.

Have you read "Tool Practice" our instructive book? Send for free copy.

MILLERS FALLS COMPANY

26 WARREN ST., NEW YORK CITY

There is a Nicholson-made File for every filing purpose



Among the many other reasons why dealers should handle Nicholson-made files is their great range of shapes and grades. Each file for each purpose is made in the shape and of the grade of steel that our long specialized experience has shown to be the very best for the purpose.

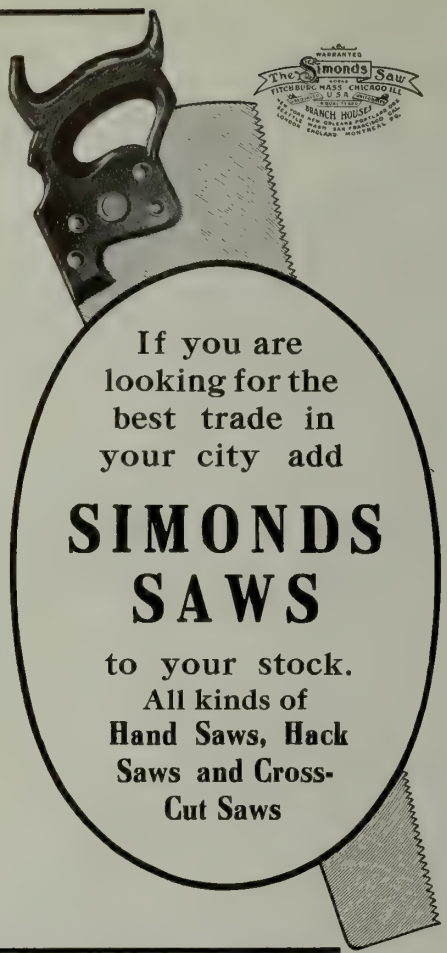
In Canada, the favorite Nicholson-made files are:

"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McCLELLAN" "KEARNEY & FOOT" "J. B. SMITH"

Sell these lines. You are backed by all the great prestige of the Nicholson File Company, and your file stock is the line acknowledged to be the standard of file quality. Your jobber can supply you.

Nicholson File Co., Port Hope, Ont.

"I Tell You It's A Great Saw."



If you are looking for the best trade in your city add

SIMONDS SAWS

to your stock. All kinds of **Hand Saws, Hack Saws and Cross-Cut Saws**

Simonds Canada Saw Co., Limited
Montreal, P.Q.
St. John, N.B.
Vancouver, B.C.

"Try Us for Service and Quality"

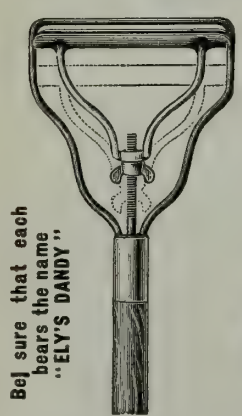
We carry a large stock of **Wholesale Plumbers' Supplies,** from which we can make immediate shipments.

Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.
WINNIPEG.

ELY'S JANITOR MOP

☞ No. 8 for men
No. 21 for women ☜
Others are not just as good



ELY'S DANDY
Mop Wringer and Bucket
COMBINED

Others are not just as good.

Be sure that each bears the name ELY'S DANDY

Made in three sizes, 10 qt., 14 qt. and 22 qt.; guides, posts and step of malleable iron; lever of wrought iron, finished in black enamel; cedar buckets, three hardwood rolls. The most popular mop wringer on the market.



THEO. J. ELY MFG. CO.
ERIE, PA.

Get our catalogue of Mop Sticks, Mop Wringers, Brush Holders, Carpet Beaters, Broom Holders, Etc.

"THERMO"
The Washer
That makes the Washday Bright

Easy to Sell



Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial, Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices. Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON, CANADA

Edwin Schofield (Eastern Agent), Canadian Express Bldg., Montreal; F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE 

MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

Copper Sheets

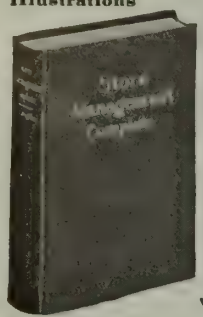
M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

TORONTO

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK
By FRANK FARRINGTON
A Companion book to **Retail Advertising Complete**
$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

TECHNICAL BOOK DEPARTMENT
143-149 University Ave., - Toronto, Canada.



STEP LADDERS
4 TO 12 FEET

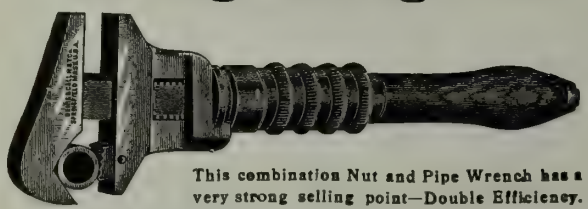
The Best Ladder at the price.
Clear Norway pine sides.
Hardwood Steps --- malleable iron clamp.

We also make
Curtain Stretchers, 3 styles.
Tub Stands, Clothes Bars,
Ironing Boards, Etc.

Send for catalogue

OTTERVILLE MANUFACTURING COMPANY, LIMITED
OTTERVILLE - - ONT.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

Cap Screws, Set Screws, Studs
Special Milled Work
Gold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company
LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
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HARDWARE BUILDERS' **SPECIALISTS**

Buyers and Exporters for Hardware, Metal, Heating, Paint and Oil Trades.

STRACHAN, OSWELL & CO.
22 St. Mary Axe, LONDON, E.C.

Correspondence Invited.

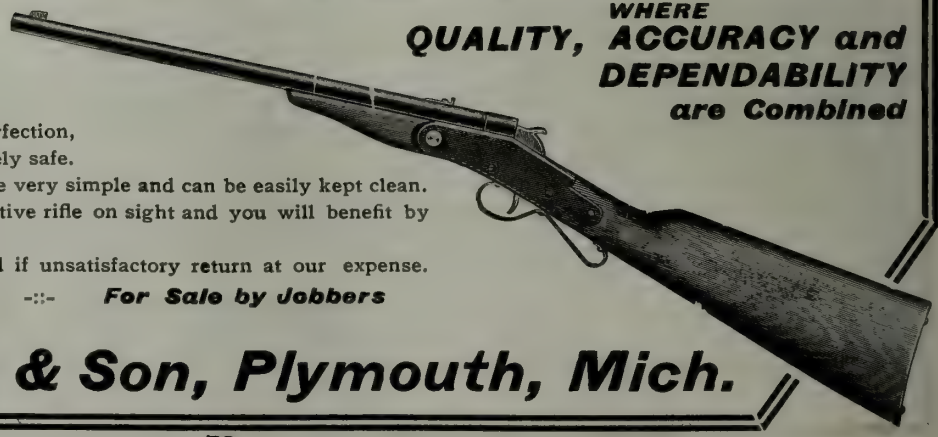
BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

The Hamilton 22 CALIBER RIFLES



WHERE QUALITY, ACCURACY and DEPENDABILITY are Combined

have reached the height of mechanical perfection, being well balanced, accurate and absolutely safe.

They have few working parts, which are very simple and can be easily kept clean.

Both old and young will buy this attractive rifle on sight and you will benefit by their enthusiasm over its excellent service.

Put it in stock—give it a fair trial and if unsatisfactory return at our expense.

GET OUR CIRCULARS AND PRICES. -::- ***For Sale by Jobbers***

C. J. Hamilton & Son, Plymouth, Mich.

MR. DEALER:

Buy Pliers that sell, **UTICA** are the highest grade Pliers made, and are in great demand throughout the Country. They do not lie on your shelves, but bring you business. Try them.

Every tool stamped "Utica" is guaranteed to give entire satisfaction or money back.

UTICA DROP FORGE & TOOL CO.
UTICA, N.Y.
SOLE CANADIAN AGENTS
SMITH HARDWARE CO., Ltd., 240 Lemoine St., MONTREAL



ACME CAN OPENER

The best can opener made, opens round and square tins of any size. All metal parts nickel-plated blades tempered steel.

SMITH HARDWARE CO., LTD.
240 LEMOINE ST.
MONTREAL

ED. BRAND Machinery for

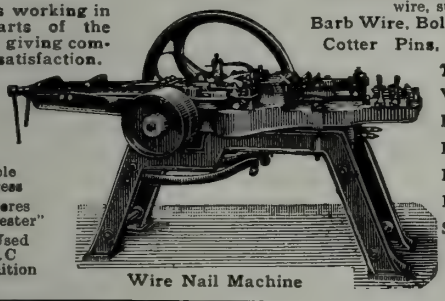
Specialist in the Wire Trade for 15 years

472 Moss Lane East
MANCHESTER, ENG.

Plants working in all parts of the world giving complete satisfaction.

Wire Drawing — Wire Netting
Wire Cutting — Wire Weaving
Wire Testing

AUTOMATIC MACHINES
For making all kinds of articles from wire, such as:
Barb Wire, Bolts, Coach Screws, Cotter Pins, Cut Nails and Tacks, Electric Welded Chains, Furniture Springs, Hinges, Hooks, Locks, Nails, Rivets, Screws, Staples, Wire Nails, Etc., Etc., Etc.

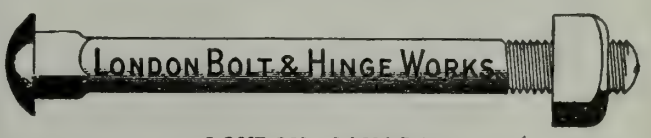


Wire Nail Machine

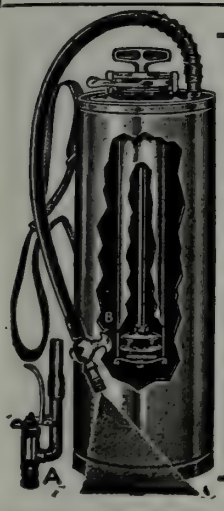
Cable Address
"Filieres Manchester"
Code Used
A.B.C
5th Edition

SCREW AND STRAP HINGES
for Barn Doors, Gates, etc.
Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread.
Get our prices.

NUTS
We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.
Send us your orders



LONDON, CANADA



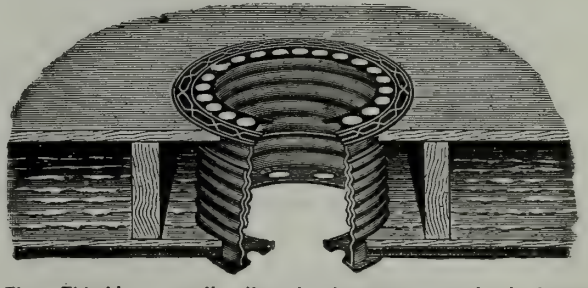
POTATO BUGS

will be at work shortly. We claim to have the most convenient **HAND SPRAYER** for applying Paris Green that is on the market—at the price. It is Automatic (Compressed-Air) light, easily handled, does the work quickly and well, saves material and is cheap.

Every Farmer and Potato Grower needs one. You should have it in stock.

CAVERS BROS., Manufacturers
GALT, ONTARIO

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK
GRANTED 1682.

By seeing that this exact mark is on each blade.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

BLACK JACK

QUICK
CLEAN
HANDY



TRY IT

SOLD BY ALL JOBBERS

¼-lb tins—
3 doz. in case.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.



BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, - QUEBEC

CHAPLETS.



ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.



PRIEST'S CLIPPERS THAT'S SUFFICIENT.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

HORSE POKES.

Surprise Horse and Cattle Pokes

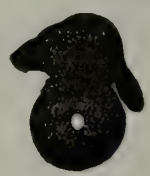
The only poke that will stop horses from jumping. Made at Perth, Ont., by

James & Reid

ASK YOUR JOBBER



EMERY WHEELS.



Canadian Hart Wheels

443 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

IRON.

IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.
David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
St. Nicholas Bldg., Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

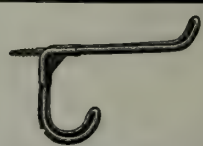
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

HOOKS.



HOOKS Every style and size.

We are the only firm who are hook specialists, we make hooks as our principal output. Before buying send for our prices. Every hook has the patented metal clasp which makes it indestructible. Samples on request. ATLAS MANUFACTURING COMPANY, 121 Water St., New Haven Conn.

SPRAYERS.

COLLINS SPRAYERS—SATISFIED CUSTOMERS

The Collins line of sprayers for this year is the best yet offered. We have found some small improvements could be made, especially in finish, and have also lowered the price, with the intention of making larger sales but smaller profits. We are aiming at doubling last year's output. Our three largest sellers are our Three-gallon Compressed Air Sprayer, our Crown and Gem Sprayers. Write for Catalogue and Prices. For Sale by Leading Jobbers or

THE COLLINS MFG. CO., TORONTO

WE MAKE A SPECIALTY OF

WIRE SPRINGS

for COMPRESSION and EXTENSION.

James Steele, Limited, Guelph

Send For Our New Catalog

Most complete line of

SCREW DRIVERS AND SMALL TOOLS

PIONEER TOOLS

The Southington Mfg. Co., - Southington, Conn.

TOOL HOLDERS.



OUR OFF-SET

TOOL HOLDERS



Right Hand

Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand.

Write for Catalog.

ARMSTRONG BROS. TOOL CO.

106 N. Francisco Ave.

CHICAGO U. S. A.

HARDWARE SHELF BOXES

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

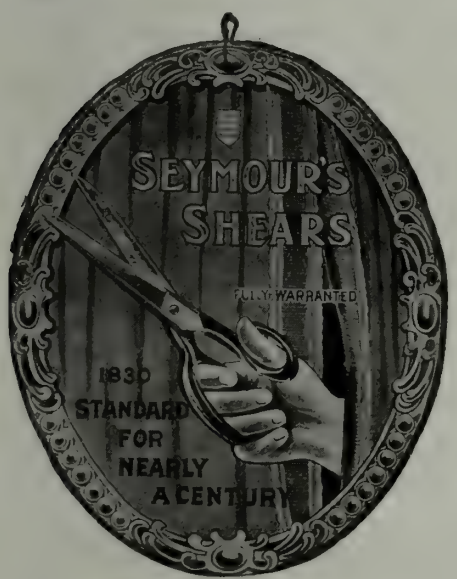
BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL Toronto

When writing advertisers, kindly mention having seen the ad. in this paper.



Reproduction of

NEW SEYMOUR SHOW CARD

12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York



HERCULES

BUY THE BEST

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

SASH CORD

For Sale by All Wholesale Dealers

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



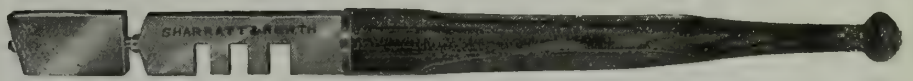
Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

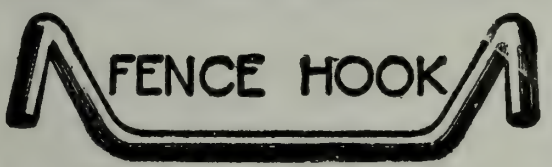
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"ACME" **are the strongest and sharpest low-priced Shears and Scissors on the market.**

Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?

Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.

Special Representatives, Wiebusch & Hilger, Ltd., New York City.

MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high-priced shears with "Acme" shears and scissors and watch the gratifying results.

Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.



The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

THE ACME SHEAR CO., (125-195 Knowlton St.,) BRIDGEPORT, CONN., U.S.A.

PEASE HEATING SYSTEMS

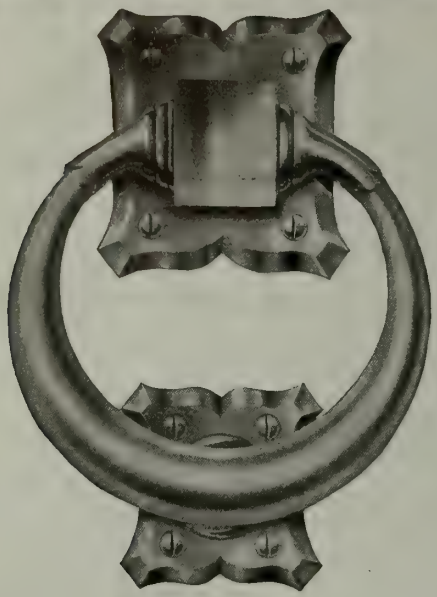
WRITE FOR CATALOGUE & PRICES

PEASE WALDON CO., Limited WINNIPEG

PEASE FOUNDRY COMPANY LIMITED TORONTO

PEASE PACIFIC FOUNDRY, Limited VANCOUVER

Peterboro Hardware



Door Knockers add greatly to the appearance of a door. They are rapidly coming into vogue. Peterborough Door Knockers supplied to match any of our designs. A sample on your show cases will interest .customers

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH, ONT.

SHEET COPPER

Prompt Shipment

Stock or Import

B. & S. H. Thompson & Co.
LIMITED
MONTREAL, QUE.

Why not make 1912 the most profitable saw year in your history?



ATKINS STERLING SAWS
MADE IN CANADA

THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

E. C. ATKINS & CO.,
MAKERS OF STERLING SAWS
HAMILTON, ONTARIO

Vancouver Branch, 109 Powell St.
U.S. Factory, Indianapolis, Ind.

F. E. MYERS & BRO.
ASHLAND, OHIO

PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS
guaranteed by our reputation for fair dealing.

The name means "QUALITY"
LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

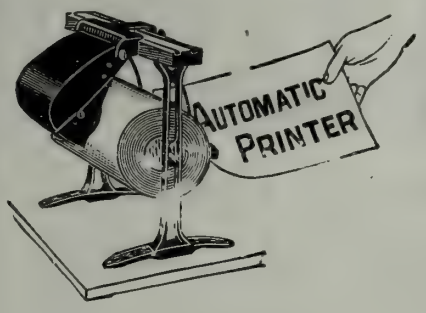
All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER . . . ONTARIO

MAKE YOUR PARCELS ADVERTISE YOU

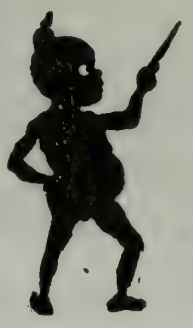


You can make each parcel that goes out of your store advertise you. The advertisement will go into many houses where you could not otherwise get it and will identify your name with quality and satisfaction that the purchaser gets from your goods.

The Automatic Printing Device prints the advertisement on the wrapper by the action of unrolling the paper No extra work. No trouble.

Write for our Leaflet which describes the details and advantages of this valuable device and gives you prices.

UTILITIES LIMITED
73 Bank of Ottawa Bldg., · MONTREAL



NO MAN HAS ANY RIGHT

to offer an opinion on a subject upon which he is not qualified to speak.

What Do You Know about ERMALINE Paper Bags

?

A large number of hardwaremen are doing a steady trade in Ermaline Cooking Bags. You can do the same, for once your customers try this new system they will want Ermaline Bags all the time.

TRY IT YOURSELF

It will not cost you anything, and it will be one step taken that you will never regret.

Ask your jobber for free samples, or write to

Edward Lloyd Limited
508 Eastern Township Bank Bldg.
MONTREAL

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA
PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet Brand"

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers
W. Gilbertson & Co., Limited
Sole Canadian Sales Agent
ALEXANDER GIBB
St. Nicholas Bldg. - Montreal

Knowledge Is Power

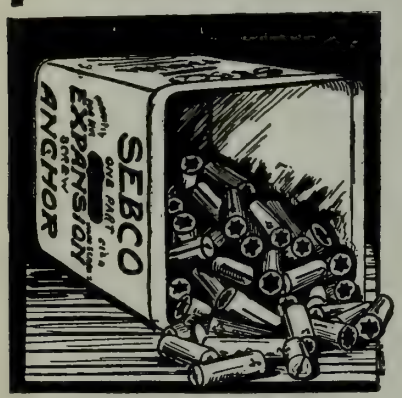
Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

TECHNICAL BOOKS, 143-149 University Ave., TORONTO

STAR EXPANSION BOLTS

Somebody's Going To Get It —It Might As Well Be You

We are receiving inquiries every day from people who have occasion to buy Expansion Bolts---these inquiries might just as well go to you---if you could see some of the letters from Dealers thanking us for sending them business, you would not hesitate to send for our 90 day Special Dealers' Proposition. We can refer inquiries only to those who have our goods.



It's easier to sell to a man when he's in your store than it is to get him to come. We are paying to get men to come to you. Can you supply them?

Star Expansion Bolt Co.

CATALOGUE DEPT. 36

147-149 Cedar Street, New York City

Bacon Bros., 377 St. Paul St., Montreal, Can.; Turner & Walker, 147 Bannatyne Ave., Winnipeg, Can.
H. F. McIntosh & Co., 28 Toronto St., Toronto, Can.

BIG

RESULTS
from small investments. Read Hardware & Metal's Want Ad. Page.

PATENT

LEAD HEAD



Roofing NAILS

Wherever Corrugated Iron is used these are wanted.

Galvd. Cone Head Roofing Nails and Washers, Galvd. Hoop Iron or Steel, Galvd. Plates, Bars, Angles.

LEAD COATED SHEETS AND HOOP IRON

McHUTCHEON & CO.,
82-94 Lancefield St., Glasgow

The World's Largest

PURE LAMPBLACK

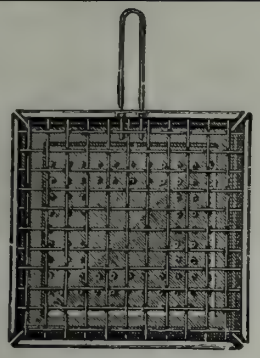
Manufacturers

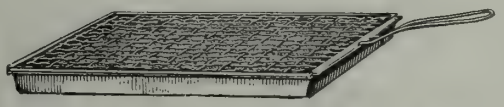


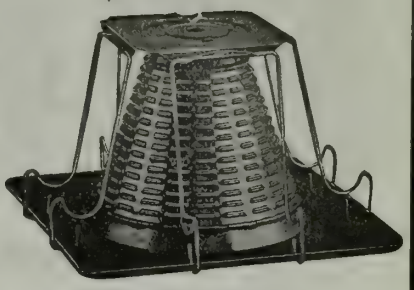
We manufacture all the standard grades of Pure Lamp Black and stand back of it with a WRITTEN GUARANTEE.

Write for samples and prices to-day.

WILCKES MARTIN WILCKES CO.
New York, N. Y. U.S.A.
Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.







TOASTERS
FOR GAS STOVES

Everybody wants them—the kind that toast, but don't burn. Do you sell them? Are you displaying and advertising the three LEADERS—the ONLY THREE—the "GYPSY," "WILSON" and "KNOBLOCK"?

If not, your line of Gas Toasters is NOT up to the highest standard—you MAY BE losing the patronage of your best customers—you ARE losing money.

The "GYPSY" Flat Gas Toaster is scientifically constructed to toast without burning. The perforated plate allows the heat to penetrate, but no flame to pass through; and the result is that the bread is toasted perfectly in a few seconds. Papered 1 doz. in a bundle.

The "WILSON" Toaster will accommodate four slices at once, and a teapot on top. This is a well-made toaster of the upright design, and we guarantee every one to give perfect satisfaction. Packed 1 doz. in a carton.

The "KNOBLOCK" Toaster is an imitation of the "Wilson," to meet the demand for a good Gas Toaster at a cheap price. Packed 1 doz. in a carton.

Write us for further description and prices of our full line of Toasters and Broilers; or send us sample order for our three leaders, the "GYPSY," "WILSON" and "KNOBLOCK." This is the Season when they are wanted—Now is the Time they sell.

E. T. WRIGHT & CO., HAMILTON, CAN.

(H. G. WRIGHT) AGENCIES AT VANCOUVER, WINNIPEG AND TORONTO

Make Money From Good Pumps---Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., LIMITED
GALT, CANADA



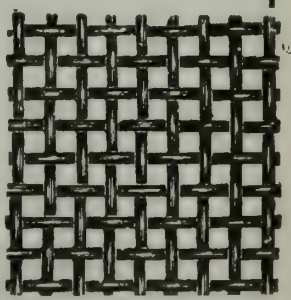
GOODS THAT LAST

WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

Perforated Sheet Metals
General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.

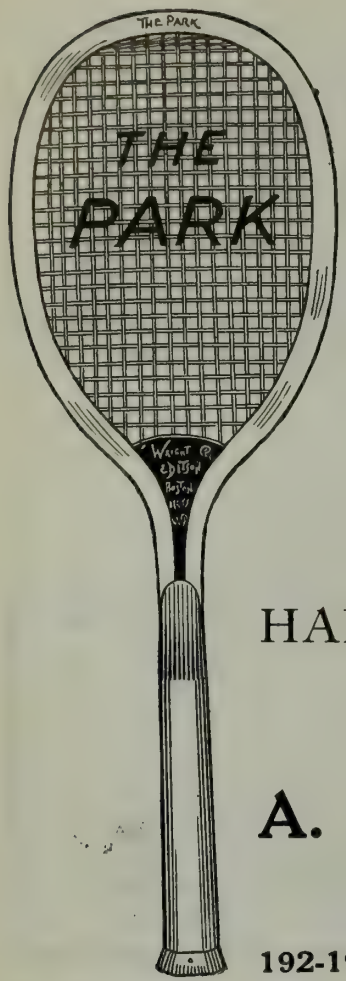


Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

Canada Wire and Iron Goods Company
HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

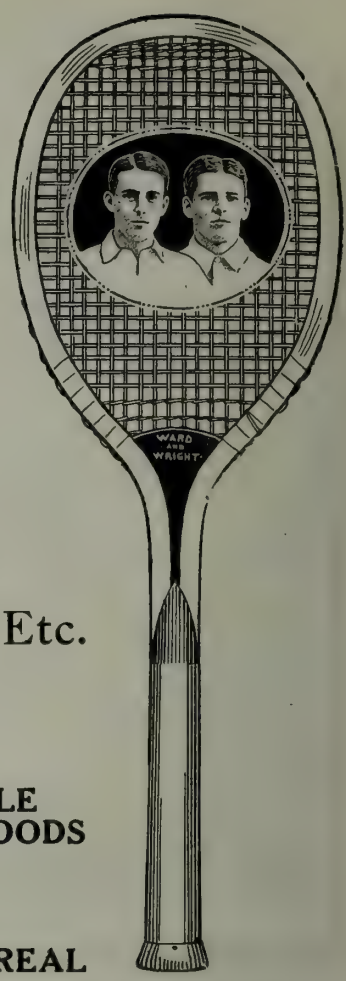


Hardware Dealers' Opportunity

You can do a Big Profitable Business in Selling Our

SPORTING GOODS

BASEBALL GOODS
BASEBALL UNIFORMS
LACROSSE GOODS
LACROSSE UNIFORMS
LAWN TENNIS GOODS
HAMMOCKS, BOATS, PADDLES, Etc.



Write for Catalog and Wholesale Prices

A. E. BREGENT, WHOLESALE SPORTING GOODS

Manufacturer of Athletic Uniforms

192-194 St. Catherine Street East **MONTREAL**

Does Your Mind Ever Feel Sluggish?

There are hundreds of patent medicines which claim to cure the sluggish mind.

It has been discovered by hundreds who are susceptive to this trouble, that the most successful and permanent cure is to join the sales force of MACLEAN'S MAGAZINE, and take subscriptions for this great monthly.

It gives relaxation from your regular routine of work. It is healthful, pleasant and educative. It develops you physically and mentally.

Hundreds of men and women are to-day earning $10.00, $12.00 and $15.00 per week during their spare hours, by taking subscriptions for MACLEAN'S MAGAZINE, who a year ago, some only six months ago, were wasting their valuable spare hours doing nothing.

Work never killed any man.

Taking subscriptions for MACLEAN'S MAGAZINE is pleasant, healthful work and pays you better than you think.

Join our organization now. Do not put off writing for full information to

The MACLEAN PUBLISHING COMPANY, Limited

143-149 UNIVERSITY AVENUE : : : : **TORONTO, ONT.**

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Standard Mfg. Co., Shelby, Ohio.

Stains, Shingle
Berry Bros., Walkerville.

Stains, Wood
Berry Bros., Walkerville.

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Alexander Gibb, Montreal.
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Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops
Steel Co. of Canada, Ltd., Hamilton.

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Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
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E. T. Wright & Co., Hamilton, Ont.
Herod Machine & Stamping Co., Brantford.

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Hamilton Brass Mfg. Co., Hamilton, Ont.
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Thos. Davidson Mfg. Co., Montreal.
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Stoves, Gas.
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McClary Mfg. Co., London, Ont.

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Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Armstrong Bros. Tool Co., Chicago.
Robt. Sorby & Sons, Sheffield.
Stanley Rule & Level Co., New Britain.
International Tool Co., Detroit.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.

Tool Grinders
American Grinder Mfg. Co., Milwaukee Wis.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont.
Renfrew Scale Co., Renfrew, Co.

Varnishes: See Paints
Berry Bros., Limited, Walkerville, Ont
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators
Harris, J. W., Co., Montreal.

Vises
Henderson & Richardson, Montreal.
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.

Wall Plaster
Manitoba Gypsum Co., Winnipeg.

Waffle Irons
Stover Mfg Co., Freeport, Ill.

Wagons—Children's
Wodstock Wagon Co., Woodstock.

Washers
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

White Lead
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Howland, H. S., Sons & Co., Toronto
Lewis Bros. & Co., Montreal.

Window Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery
Ed Brand, 472 Moss Lane., Manchester Eng.

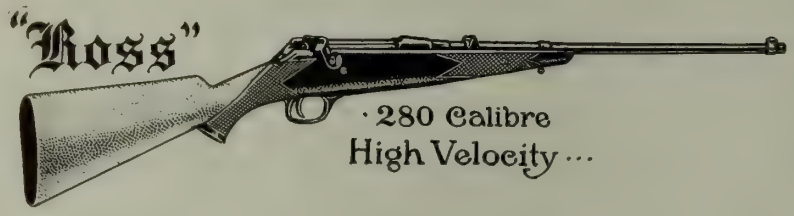
Wire Products
Andrews Wire Works, Watford, Ont.

Wire Rope.
The B. Greening Wire Rope Co., Ltd. Hamilton.

Wire Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Jas. Steele Limited, Guelph, Ont.

Wood Finishes
Berry Bros., Walkerville.

Wrenches
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdwe. & Tool Co., Springfield, Mass.



Don't make the mistake of selling a cheap arm to a man who can afford to buy a more expensive one

It pays you to sell the "ROSS 280" High Velocity.

Not only is it the best sporting rifle made, but the retailing price is $70.00 and it is a sale worth making.

Moreover, any man fortunate enough to own a Ross High Velocity is sure to be proud of it and it will prove itself a walking advertisement for your store

ROSS RIFLE CO. QUEBEC





PAT. FEB. 2, 1909



ROBERTSON SOCKET HEAD
WOOD SCREWS

Have a decided advantage over other styles of wood screws. By having a square hole, into the centre of which a specially designed screwdriver fits snugly, it does away with all possibility of slipping, which often proves disastrous to the screw, and wastes a considerable amount of the workman's time.

They will sell on sight—get our prices at once.

We also manufacture high-grade Hand Drivers, Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.

SEND FOR CATALOG.





The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE. 19 Jarvis Street, - F. J. Schuch, Agent





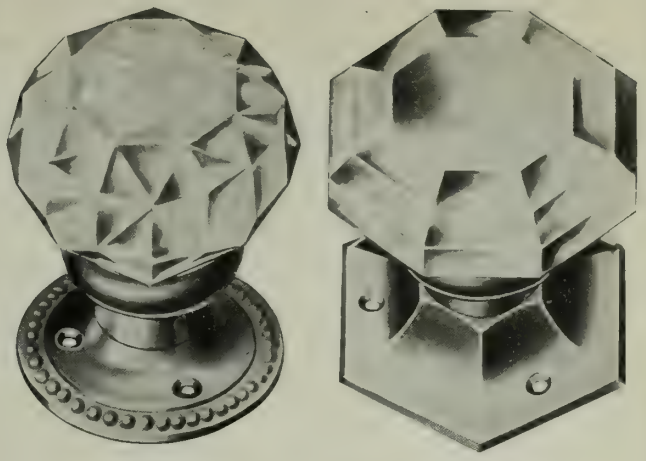
IF IT'S AN
ANCHOR BRAND
WRINGER



THAT'S ALL YOU NEED TO KNOW ABOUT A WRINGER

The quality goes in before the name goes on. Do you handle them? If not, why?

LOVELL MFG. CO.
ERIE, PA. U.S.A.



A few of our beautiful line of

Cut Glass Knobs

HIGH-CLASS BUILDERS' HARDWARE of all kinds for high-class buildings, banks, offices, residences, etc.

The Belleville Hardware and Lock Manufacturing Co.
LIMITED

Head Office and Factory — BELLEVILLE Canada



THE "HANDY ANDY" FORCE CUP
FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

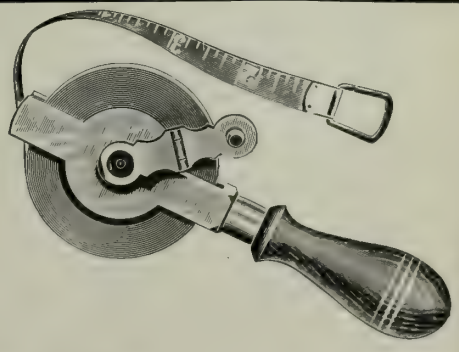
MANUFACTURED SOLELY BY

The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited
Toronto Montreal Halifax Winnipeg Calgary Vancouver

MEASURING TAPES
MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.

Those that bear this Trade-Mark LUFKIN are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.



FOR SALE BY ALL JOBBERS. THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT. CATALOGUE ON REQUEST

NICHOLSON & BAIN'S

CALGARY

NEW WAREHOUSE

50 x 110′

Mill Construction

Electric Light

Steam Heated

Two Elevators

Loading Platform

Four Unloading and Loading Doors



Lowest Rate of Insurance for Storage in Calgary

———

Possession Immediately

———

Private Spur Track

FOUR FLOORS TO RENT
STORAGE SPACE TO LET

APPLY

NICHOLSON & BAIN

WHOLESALE COMMISSION MERCHANTS CALGARY, ALTA.

1,222nd ISSUE

HARDWARE AND METAL

Published Weekly by
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV. Publication Office: Toronto, Canada No. 26
June 29, 1912

NICHOLSON-MADE FILES

Never Vary in Quality and Temper

This unvarying quality and temper is due to the specially made steel, special machinery, special methods and the work of wide experienced workmen.

Stock a few at once and display them in your window. This, together with our advertising, is sure to bring many buyers your way.

These files are made to meet every requirement and have service giving qualities that are sure to make them a very profitable line to handle.

Write for full particulars.

Nicholson-Made Brands manufactured in Canada are:—

AMERICAN, ARCADE, GREAT WESTERN, GLOBE, EAGLE, McCLELLAN, KEARNEY & FOOT, J. B. SMITH.



NICHOLSON FILE CO.
PORT HOPE, ONT.



Big Ben Store Helps

In order to enable Canadian dealers to get the maximum benefit from the Big Ben campaign now running in Canadian magazines, we are packing Big Ben specially for Canadian trade, six in a carton with a full set of store selling helps (two posters, two show cards, two metal signs.)

On an order for 12 we add a solid mahogany display stand. On an order for 24 or more, we print your name on dials, give the posters, display stand, and a beautiful metal sign lithographed in five colors.

Big Ben and his selling helps are being carried in stock by 54 wholesale Canadian distributors. We will be glad to let you have their names upon request. Any will tell you Big Ben is the best made and the best selling alarm that's ever been put out.

In broken and dozen lots, $2.15 less 2%. In lots of 24, $2.05 less 2%.

The Western Clock Co., La Salle, Ill.



Join the Order of

Eeh-Nis-Kim

Be a good Indian—be a promoter of good fellowship among hardwaremen. Every dealer and salesman who handles **CARBORUNDUM SHARPENING STONES** is eligible to become a brave in the great tribe. Write for an Application Blank. Make your plans now to spend your outing at the big Indian camp on the banks of the Niagara, July and August. It will be a heap big time. A postal to the Great Sachem will bring the details.

Be sure you have a complete stock of Carborundum Goods, the demand is growing every day.

The Carborundum Co., NIAGARA FALLS, N.Y.

THE LIGHTNING AND BLIZZARD

FREEZERS



stand ready to serve you in the same satisfactory manner in which they have served both trade and consumer for over a quarter of a century. The construction is of the same high class. They run easy, freeze quickly and take the smallest amount of ice and salt of any freezer made. The extensive advertising from season to season has created a permanent demand. They bring trade and help you keep it.

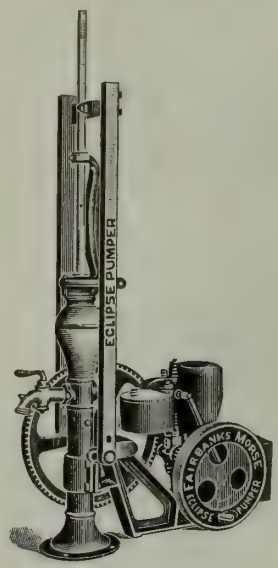


Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.

More Water for Less Money



¶ Would you pump water from a deep well for two cents per hour? That's what the "ECLIPSE PUMPER" does right along. Neither does its usefulness end there. The engine is easily disconnected from the pump and is all ready to turn the cream separator, run your grindstone or grind your feed, etc. The "ECLIPSE PUMPER" is a practical, guaranteed "Fairbanks-Morse Engine."

Every hardware dealer should carry them; and a letter to our nearest branch will bring you our catalogs and our special terms to agents.

The Canadian Fairbanks-Morse Co., Ltd.

FAIRBANKS STANDARD SCALES—FAIRBANKS-MORSE GAS ENGINES—SAFES and VAULTS

Montreal, Toronto, Winnipeg, Vancouver, Calgary, Saskatoon, St. John

The S.M.P. Galvanized Ice Boxes and Water Coolers

Just the article needed for Summer Residences or Camps.



Ice Boxes

	SMALL	LARGE
Inches..	20¾ x 14¾ x 14¾.	28¼ x 16¾ x 16¼

Water Coolers

Gallons	2	3	4	6	10

PRICES ON APPLICATION



The Sheet Metal Products Company

OF CANADA SUCCESSORS TO LIMITED

KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG

Disston FILES



For many years machinists, mechanics, carpenters, cabinet makers and horse-shoers have known and appreciated the sterling worth of all goods bearing the Disston Brand and prefer them for their Quality and Mechanical Correctness as well as for their Lasting Qualities.

Disston Files

do all the filing done in the Great Manufacturing Plant of

Henry Disston & Sons,
Philadelphia, Pa.

The Largest Plant in the World devoted to the making of Saws.

Have YOU a stock of **DISSTON** TROWELS SAWS and LEVELS?

Hardware Dealers

can sell more files of this brand and give more universal satisfaction than with any other. They cost no more than inferior Goods.

NOTICE!

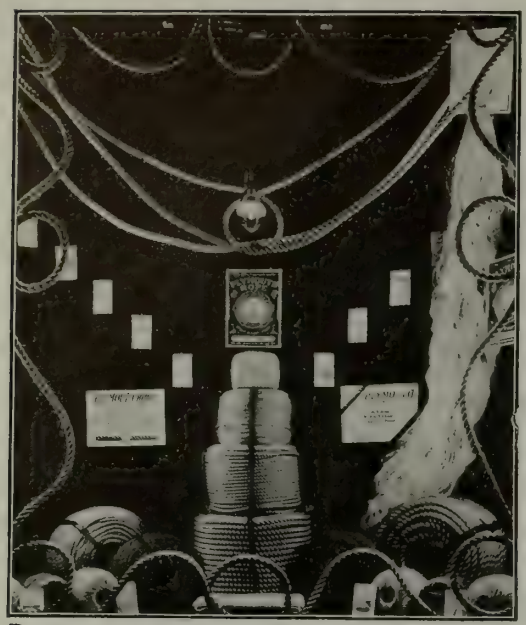
We will accept orders at present prices for shipment up to September 1st.

We are Headquarters for Disston Goods.

You should be Headquarters for this line.

LEWIS BROS. LIMITED, MONTREAL

OTTAWA - TORONTO - VANCOUVER



Letting The Buyer Know

Time was when rope was "just rope" to the customer but times long ago changed and for years thousands of satisfied users have demanded

PLYMOUTH ROPE

"The Rope You Can Trust"

Today the most desirable buyers—the permanent customer sort—are seeking out the ***Plymouth Store.*** To help progressive dealers develop more of this permanent class of trade and to make Plymouth stores widely known, we have arranged a practical advertising service, free to Plymouth dealers.

The man on the street, the buyer in office and home, every user of rope in the community can now be reached with the story of "Plymouth" and shown where to buy—at ***your*** store if you wish.

Every dealer is entitled to this service as soon as he places a stock order for Plymouth rope. Further information and name of our nearest distributor furnished upon request.

INDEPENDENT CORDAGE CO., LIMITED

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, CANADA

Stocks at TORONTO, MONTREAL, HALIFAX, ST. JOHN, WINNIPEG, VANCOUVER

SPECIAL ANNOUNCEMENT

To All Hardware Merchants and Jobbers

We beg to announce that our Factory in Oakville is now in operation, and that instead of our goods being handled by Wondershine Limited, we have decided to have our own Selling Organization and handle the entire trade ourselves.

Our Cooking Utensils are now ready for the market, **and will be sold to the trade only,** and will be known and largely advertised as



Our trade mark will be as shown here and means an absolute guarantee of every article manufactured by us and should, by any oversight, a defective article reach the consumer, we must ask the dealer to take it back without any hesitation and exchange it or refund the money and we will protect him.

We have a stock of goods on hand and can give immediate shipment in many lines.

Please write to-day for our price list.

THE WARE MFG. CO., LIMITED

Offices: 220 King Street West, Toronto

Factory at Oakville, Ont.

467

THE
STEEL COMPANY OF CANADA
LIMITED

TACKS

With heads that do not come off and points that are sharp.

WIRE NAILS
WOOD SCREWS
MACHINE SCREWS

We guarantee thoroughly the quality. :: :: :: ::

If prompt delivery is a factor
ORDER TO-DAY

DISTRICT SALES OFFICES:

HAMILTON, TORONTO, MONTREAL, WINNIPEG

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.



SAMSON

Farm Tools that are made to give satisfaction. Extra Quality, Value and Appearance. The greatest of care is taken in manufacturing the SAMSON Brand of Farm Tools, from the first process to the last. The tines of the forks are all made from hammer drawn steel carefully shaped and finished. The handles of the SAMSON Farm Tools are made from selected second growth white ash. You can depend on our assurance that the SAMSON

QUALITY FARM TOOLS

will give your customers every satisfaction. Second to none in value, durability and appearance, SAMSON Farm Tools will help to win trade and the progressive merchant will not hesitate in ordering a supply of these tools.

ORDER NOW.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

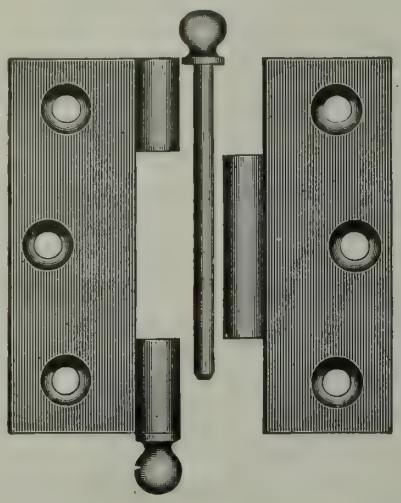
TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

Crescent Brand HARDWARE



Butt Hinges Strap Hinges Tee Hinges

Barn Door Hangers Parlor Door Hangers

Trolley Hangers Hinged Hasps Shelf Brackets

Wrought Staples Rollston Pulleys

Gate Hooks Wagon Hardware Etc. Etc. Etc.

Steel Sheets Bands Bars

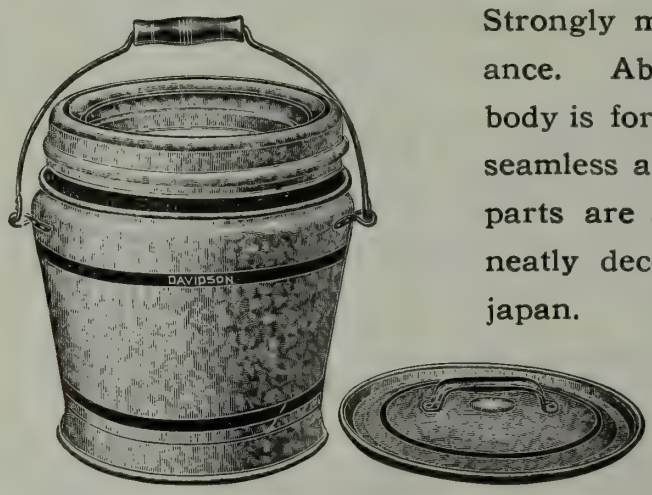
Rods Wire

CANADA STEEL GOODS CO., Limited

HAMILTON - - - CANADA

Davidson's Western Slop Pail

A Modern Sanitary Pattern and a Good Seller



Strongly made and attractively neat in appearance. Absolutely impossible for it to leak as body is formed out of one sheet of steel, entirely seamless and is then heavily galvanized after all parts are assembled. Finally finished by being neatly decorated with two bands of bright red japan.

One Size only, No. 3, Capacity 16 Quarts

Can be sold with or without Commode Attachment.

Write for prices and arrange to try a sample lot.

The Thos. Davidson Mfg. Co., Limited

MONTREAL WINNIPEG TORONTO

NICHOLSON & BAIN'S

CALGARY

NEW WAREHOUSE

50 x 110′

Mill Construction

Electric Light

Steam Heated

Two Elevators

Loading Platform

Four Unloading and Loading Doors



Lowest Rate of Insurance for Storage in Calgary

Possession Immediately

Private Spur Track

FOUR FLOORS TO RENT
STORAGE SPACE TO LET

APPLY

NICHOLSON & BAIN

WHOLESALE COMMISSION MERCHANTS — CALGARY, ALTA.



How We Are Turning REAL ORDERS Over to You!

Just one minute, Mr. Dealer! Here is something you're interested in. Orders! Actual Orders! And lots of them! Read this:

STAR Litter and Feed Carriers

(EQUIPPED WITH ROLLER BEARINGS)

and **Star Stalls and Stanchions** are attracting the attention of Farmers all over the country. It's our great big farm paper, inquiry-pulling advertising campaign! Every day hundreds of Farmers are writing to us to find out more about Star Barn Equipment.

These inquiries, besides being t u r n e d over to our dealers, are being followed up with catalogs, letters, etc. Result? Orders! Orders for **you**—if you handle Star Equipment. Star business is being pushed to the limit. You want your share. And **now** is the time to get it.

It's the most convenient line to handle—the most profitable—and the best known to the farmer. Now is the time to drop us a line and get the details of our dealer proposition. A postal card will put you in touch. Hitch up with a live wire! Connect with our order making, business building, selling campaign! Put on a line that's sold before you show it! Drop us that card right now.

Hunt-Helm-Ferris & Company

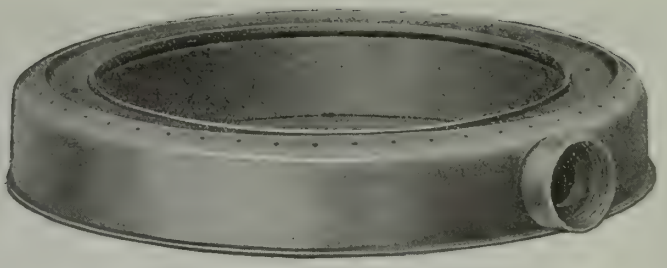
178 HUNT STREET HARVARD, ILLINOIS.

THE STAR LINE H H F & CO. GOODS

McKenzie Bros., Winnipeg, Man., Merchant's Hardware Specialties, Ltd., Calgary, Alta., Agents

29

The "Fountain" LAWN SPRINKLER



"A SPRINKLER That Every Household Can Afford To Buy"

Try it on your own lawn—Your customers will ask "where can I get one like it?"

It Really Imitates Nature

Made of brass, handsomely polished, thoroughly good and "looks it"



With Every Order of SIX SPRAYERS You Get a Very Attractive DISPLAY BOX

which makes selling easy—Your jobber has it, ask him and be sure to specify the "Marysville Fountain"—The original and only sprinkler with **The "Mist-Like Spray"**

The Standard Stamping Co.

No. 501 MAIN ST., MARYSVILLE, OHIO.

25% TRADE DISCOUNT

— OFF PRICE LIST "A-17" —

METAL CEILINGS & WALLS

WRITE US FOR THIS LIST

The Galt Art Metal Co., Limited (Dept "C")

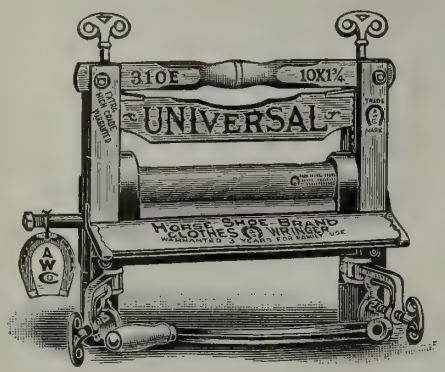
GALT, ONT.

NEW LINE

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs Enclosed Cog Wheels



Packed 3 in a case

PLAIN BEARINGS

No. 310E— - - - - Rolls, 10 x 1¾ inches
No. 311E— - - - - Rolls, 11 x 1¾ inches

STEEL BALL BEARINGS

No. 317E— - - - - Rolls, 10 x 1¾ inches
No. 318E— - - - - Rolls, 11 x 1¾ inches

SAME STYLE MADE IN FOLDING BENCH

SEND FOR CATALOGUE "F"

THE AMERICAN WRINGER COMPANY

99 CHAMBERS STREET, NEW YORK

CANE'S WASHBOARDS

Will Be a Great Advertisement for Your Business

The dealer who aims at giving satisfaction, is the man who will progress rapidly. The most valuable asset to your store is the talk of enthusiastic customers —these customers are not only the assurance of repeated orders, but help to bring you new customers.



"Cane's" Washboards

sell quickly and pay an **attractive profit.** They are backed by years of reliable and economical service and are **guaranteed** to satisfy in every respect.

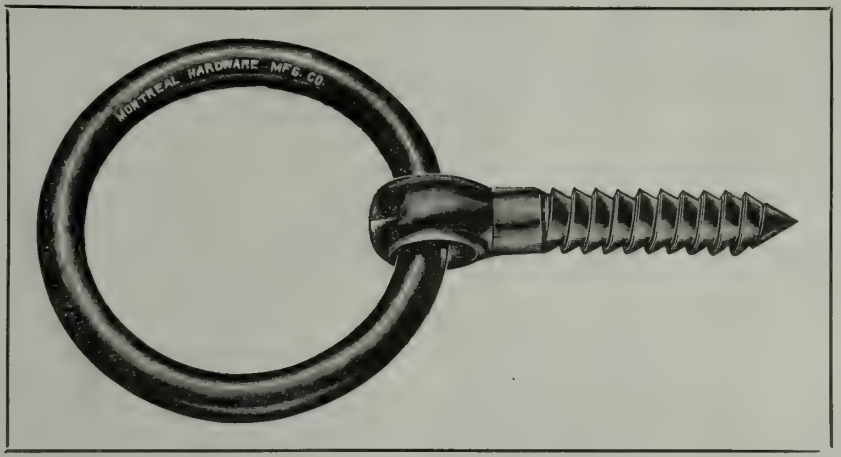
Don't fail to write for catalog on washboards and general wash day woodenware.

The Wm. Cane & Sons Co., Limited,

Newmarket, Ont.

HITCHING RINGS

HIGHEST QUALITY GOODS



LOWEST POSSIBLE PRICES

This is another of the M-H lines, guaranteed the same as the rest of our products to be of the finest material and finish.

Our catalog should be in your hands NOW—Send for a copy to-day.

THE MONTREAL HARDWARE MFG. CO., Limited

MONTREAL -:- -:- CANADA

Add This MEAT CHOPPER To Your Stock

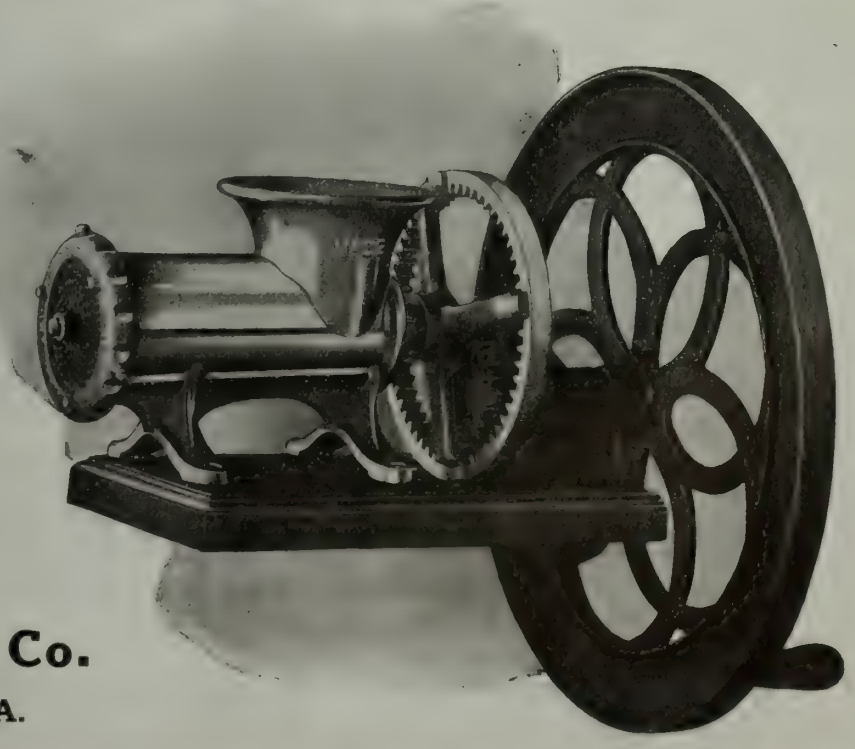
You Will Get Splendid RESULTS

Our Eclipse Double Gear Attachment has proved a great improvement on food choppers. It requires about one third as much power as an ordinary hand chopper, and being more compact and durable should last an age, with proper attention. Can be placed in a convenient position for operating, is easy to adjust and separate for cleaning. Constructed of the very best material and expert mechanics.

Display this chopper in your window and you will soon procure excellent results.

Write to-day for catalogue and prices.

We also manufacture **Refrigerator Door Fasteners, Refrigerator Hinges,** and various other articles that are a necessity to the butcher.



Bernard Gloekler Co.

PITTSBURGH, PA., U. S. A.

ALL YOUR CUSTOMERS WILL WANT THIS



Here Is What Has Been Needed to Make Perfect the Equipment of Fireless Cookers

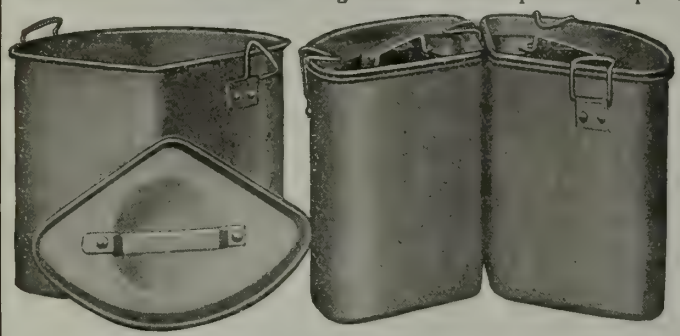
"IDEAL" TRIPLICATE PAILS OF PURE ALUMINUM

For cooking several things at one time in one compartment of a Fireless Cooker.

Freight Prepaid on First Order for one Dozen or More Sets

BIG DEMAND FOR THIS ARTICLE

TRIPLICATE PAILS OF ALUMINUM is what has been lacking to make the equipment of Fireless Cookers perfect. As always we lead with the latest and best cooking devices—things the people want. These pails are made from heavy seeets of PURE ALUMINUM, seamless and have self-locking covers. Each pail has capacity for two quarts. Three together 9½ inches in diameter. Same diameter as 8-qt. kettle.



Not only the IDEAL equipment for a Fireless Cooker (any make) but also splendid for cooking several things at one time over one burner of a GAS or OIL STOVE.

Prices: Retail $3.00 per set

Dealers $24.00 per Dozen Sets.

Made Exclusively by

THE TOLEDO COOKER CO., 1319 W. Bancroft St., TOLEDO, OHIO

LARGEST MANUFACTURERS OF COOKERS IN THE WORLD

SPECIAL OFFER COUPON FOR TRIPLICATE PAILS

TOLEDO COOKER CO., Toledo, Ohio:
I understand as a Special Introductory Offer to dealers on your Triplicate Pails of Pure Aluminum, you will PREPAY freight on first order for one dozen or more sets.

Send me .....doz. Sets
..... doz. "Lifters"
Name .....
Address .....

TERMS: 30 days, net; 2% cash, 10 days.



"IDEAL" Fireless Cook Stove

The Cooker with the "Water Seal" top. Pure aluminum lining; vulcanized solid oak outer casting.

Finest built, Best Cooking, Handsomest Cooker on the Market.

Send for our catalogues and prices on Steam and Fireless Cookers. Write to-day.

Dealers Can Reap Good Profits

BY SELLING

Rogers' Portland Cement

This is a cement upon which every architect can absolutely rely as it has proved its superior weather-resisting qualities by its past service.
ROGERS' PORTLAND CEMENT has great strength, sets evenly and is absolutely uniform in action.
All orders receive prompt attention. Our service is quick and efficient.

ALFRED ROGERS LIMITED

28 WEST KING STREET, TORONTO

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG

For Quick and Satisfactory Sales Try

"EMPIRE"

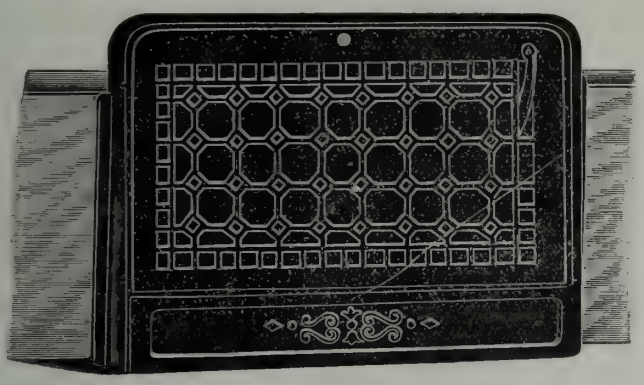
HOT AIR REGISTERS

These are two popular and very neat designs that are sure to attract those who are interested.

The "Empire Special" Register meets the demand for a register with a large opening. Has all the qualities that are required to assure the complete satisfaction of the user.



EMPIRE SPECIAL
New design, made in full sizes from 7 x 10 to 12 x 15



MOORISH DESIGN CAST REGISTER
Made in full sizes from 7 x 10 to 12 x 15

Made in Japanned, nickel-plated and oxidized

Write us to-day for full particulars, catalogue and discounts.

Others dealers are making good profits by handling this line—you can do the same. We guarantee to please you. *Do not Delay.*

THE

Canadian Heating & Ventilating Company, Limited

OWEN SOUND :: ONTARIO

Or The Canadian Heating and Ventilating Co. Branch:
521 Henry Avenue, Winnipeg, Man.



Here is YOUR Chance

to make your range department more profitable and more satisfactory.

"Happy Thought" Ranges

are known from one side of the continent to the other and recommended by every housewife who ever used them.

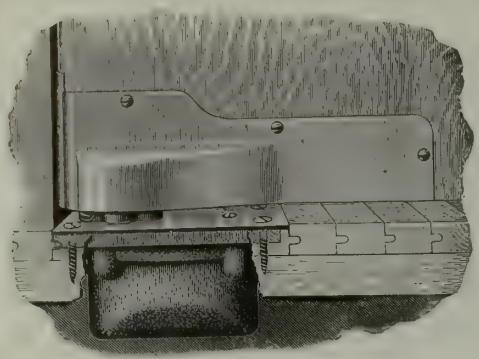
The **"HAPPY THOUGHT"** works equally well with coal or wood and gives a longer and more reliable service than any other.

This is not a claim, but a fact, and we can prove it.

Get a **"HAPPY THOUGHT"** Catalog at once. Each sale brings a good profit.

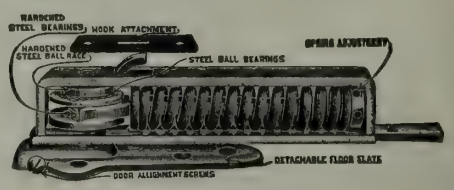
The William Buck Stove Co., Limited

Calgary Saskatoon Vancouver Brantford Montreal Winnipeg



Standard DOUBLE ACTING SPRING FLOOR HINGES

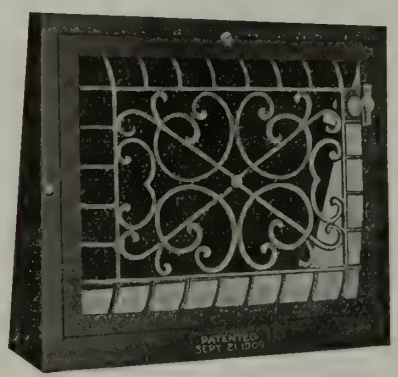
It is a door check and hinge combined.
It automatically closes the door without a slam.
It prevents children from being knocked down.
It prevents injury to hands if caught when door is closing.
It stops door exactly at center.
It holds door open automatically when desired.
It renders the action of door absolutely noiseless.
It will outwear three of the spring hinges now in common use.



REGULAR KIND

Patented—Canada, February 20, 1912.
" —United States, October 31, 1911.

THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

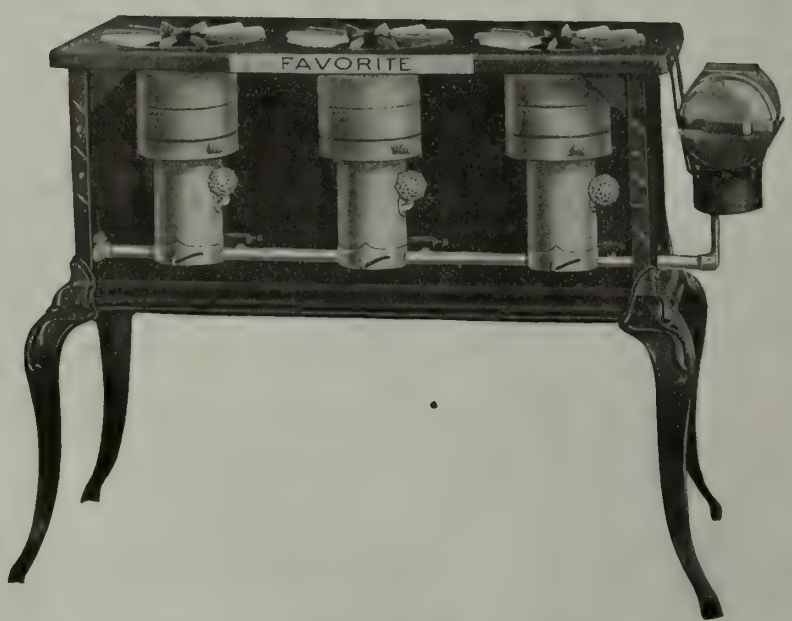
The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

"FAVORITE" Wick Oil Stoves



MAKE THESE YOUR LEADERS FOR SUMMER TRADE

We also carry a full line of

"WICKLESS" OIL STOVES

"FAVORITE" GASOLINE RANGES

JUNIOR GASOLINE STOVES AND PORTABLE OVENS

They solve the fuel problem and make summer cooking a pleasure.

WRITE FOR ILLUSTRATED CATALOGUE

FINDLAY BROS. CO., Limited, 260 Princess St. WINNIPEG

Factory: Carleton Place, Ont.

CANADIAN TUBE & IRON CO., LIMITED
Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR JOBBER FOR

TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES
Black and Galvanized
All Sizes.

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works: Lachine Canal



WANTED—Live Dealers

TO HANDLE OUR COPPER COVERED STEEL CENTRE LIGHTNING ROD

The Oldest Established Business of this kind in Canada.

Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

WRITE TO-DAY FOR SAMPLES AND FULL PARTICULARS

Hamilton Brass Manufacturing Co.
(Successors) Limited

Hamilton, ∴ ∴ Ontario

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

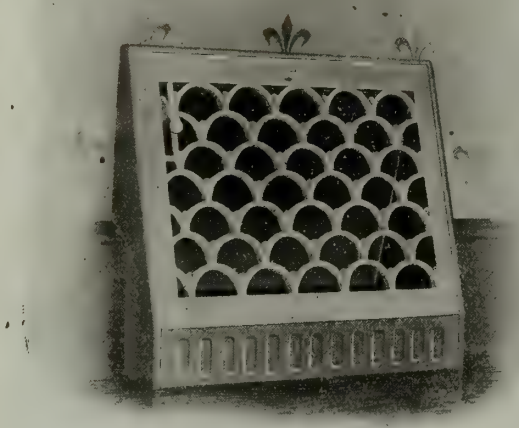
WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

THE DEFIANCE

THE MOST POWERFUL
REGISTER IN THE WORLD



Fits a stack head EIGHT INCHES deep, and accommodates either a 12 in. or a 14. in. supply pipe. Write for prices.

Canadian Ferrosteel Co., Limited

BRIDGEBURG, ONTARIO



No. 1186 Coal Grate

MANUFACTURED BY

The Ohio Foundry & Manufacturing Co.

STEUBENVILLE, OHIO, U.S.A.

Manufacturers of all styles of coal or gas burning fire-place goods, as well as andirons and wrought fire-place trimmings.

IMPERIAL --- STANDARD --- SCALES

400 Varieties Accurate, Durable, Well Finished

——— Send for the large 128 page catalog and prices, No. 66 ———

Butchers' Scales
Bathroom Scales
Confectioners' Scales
Dairy Scales
Druggists' Scales
Foundry Scales
Grain Warehouse Scales
Grain Elevator Scales
Grocers' Scales
Tea Scales

Platform Scales

All Capacities

300 Lbs. to 3000 Lbs.



Letter and Postal Scales
Railway Depot Scales
Railway Track Scales
Rolling Mill Scales
Salt, Meat and Fish Scales
Stock Scales
Steelyards
Weigh Beams
Union Scales
Etc.

The Burrow, Stewart & Milne Co., Limited

HEAD OFFICE AND WORKS: HAMILTON

Offices and Warehouses at Toronto, Montreal and Winnipeg



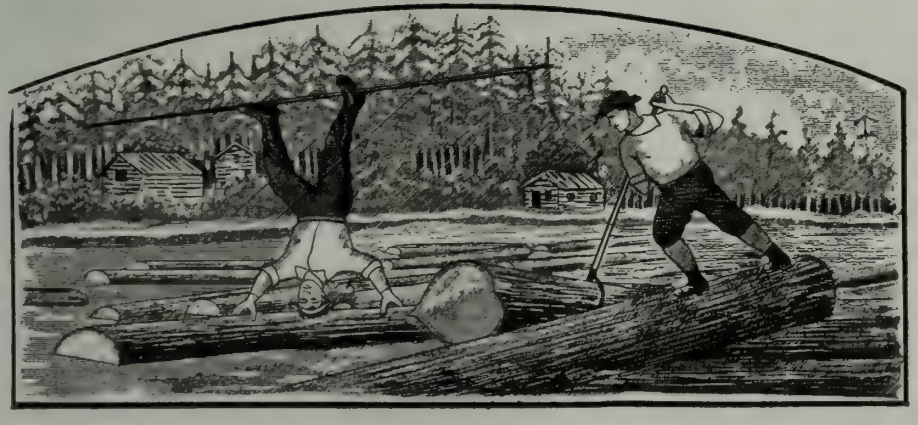


METALLIC CEILINGS FOR STORES

There is money for you in selling them, in erecting them and in selling the paint to finish them. Write for our Catalogue and go in for this line at once.

THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools. Light and Durable.

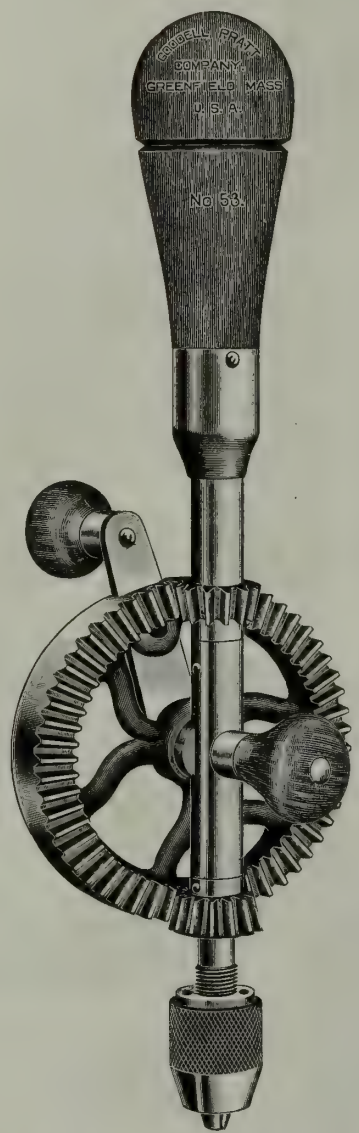
Send for Catalogue and Price List. **Long Distance Phone No. 87.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of Lumber Tools

PEMBROKE, ONT.

Goodell-Pratt's



HAND DRILLS

In the complete line, which comprises 12 styles there will be found many which will please your customers.

Cut shows our No. 53 with wide face for delicate work.

You should look into this line.

Goodell-Pratt Company

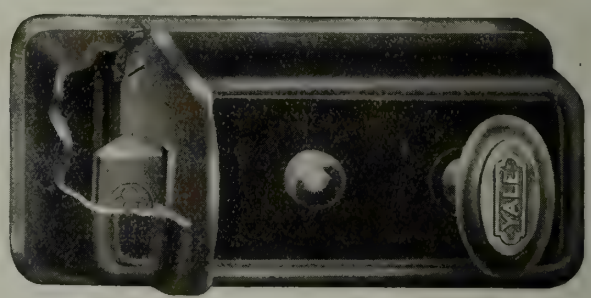
Toolsmiths

GREENFIELD, MASS., U.S.A.

YALE

No Locks are Yale Locks unless made by Yale & Towne

You will find that it pays you to carry a good assortment of Yale night-latches, because they give your customers security, while the name Yale always helps the standing of the store that carries Yale goods.



Yale Cylinder Night-latch No. 44

A combination night-latch and deadlock, offering in the most convenient form the highest security known.

Back up our Canadian magazine campaign with good store and newspaper advertising. We furnish free to dealers:

Window Displays	Newspaper Advertisements	Printed Matter
ready to install, that will actually sell goods.	ready to use for your own local paper.	for you to send to your prospective customers.

Dealers' Helps are shown and described in our booklet "Suggestions for Selling Yale Night-latches." Send for this and for our booklet, "Yale in Canada."

Canadian Yale & Towne Limited

Makers of YALE Products in Canada: Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works, St. Catharines, Ont.

C54-2

Free If You Are Not Satisfied

The New Preston O. G. Square Bead Eavestroughing

We have always claimed that our eavestroughing was the best on the market, but we have gone ahead and gotten out something that is far superior to our old make. Now we can claim that we can't be beat when it comes to our eavestrough.

Some time ago we advised all the trade that we were manufacturing O. G. Square Bead eavestroughing by machinery which assured absolute uniformity in shape, but it developed that our machinery was not heavy enough to produce as sharp a bead as we desired. We have now perfected and patented automatic steel dies to fit our large power press and we now guarantee a trough superior in shape, appearance and fit to any other on the market.

You can save time and solder in the erection of this eavetrough FOR EVERY PIECE IS EXACTLY THE SAME and fits snug and tight. There are more profits for you and more satisfaction if you use our make. See our special offer below and take advantage of it at once.

Cut out this ad. and mail it to us to-day with your order for 250 feet of our new O. G. S. B. Eavestrough and if it is not exactly as we represent it we will make you a present of it. This offer is good for thirty days.

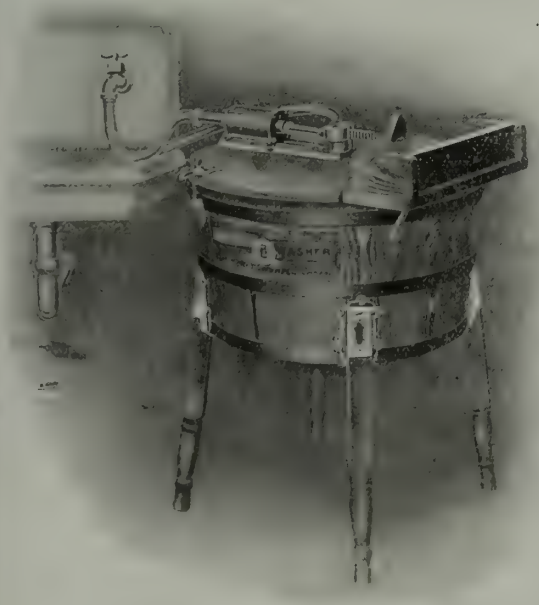
MENTION HARDWARE AND METAL

THE METAL SHINGLE & SIDING Co. LTD

PRESTON ONT. MONTREAL QUE.

HERE'S A COUPLE OF GOOD SELLERS

Made Right and Backed by C. D. Efficiency



Real Quality at the Right Price



MADE BY

Cummer-Dowswell, Limited

HAMILTON, CANADA

Agents:
W. L. Haldimand & Son, MONTREAL
H. F. Moulden & Son, WINNIPEG

Quality Goods for Business Builders

McClary's

1912 GAS RANGES

Our 1912 Series Gas Ranges embraces lines suitable for Palace or Cottage

In quality, style and finish, they outdistance all other Gas Ranges.

For economy of gas and labor they are unsurpassed.



Illustration shows
Style E. S. No. 256

New bright black enamel finish that lasts.

Specially selected, hammered blue finished steel oven doors.

Neat designs of nickel trimmings throughout.

White enamelled broiler pan and match trays.

The style and finish of this range makes selling easy.

The quality of the range, and its economical working, pleases users and brings new customers. That's the foundation of successful business building. It's quality that does it.

GET SAMPLES RIGHT AWAY

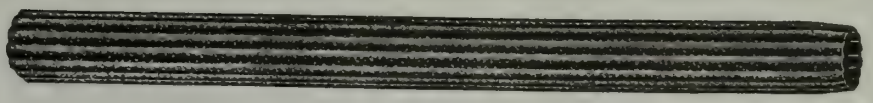
When you see the samples we'll get your stock order.

"McClary" on Goods is a Quality Name.

McClary's

McCLARY'S SHIP QUICK.

Toronto, Montreal, London, Vancouver, St. John, N.B.
Hamilton, Winnipeg, Calgary, Saskatoon



Our eavetrough and conductor pipe continue to be the easiest fitting to be found anywhere.

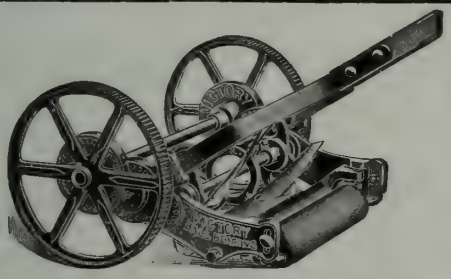
Corrugated iron, skylights, elbows, valleys and ridge roll, &c.



WHEELER & BAIN

THE QUICK SHIPPERS

TORONTO

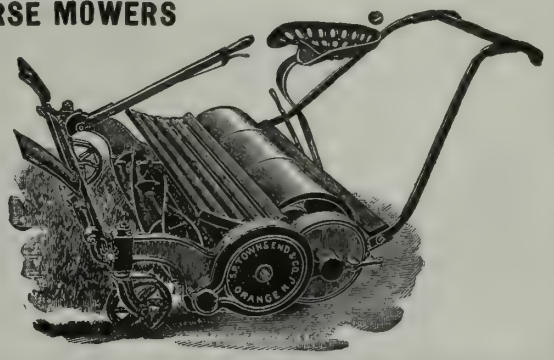


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

STILL'S

AXE HANDLES

Every dealer should get acquainted with STILL'S Axe Handles.

Progressive dealers all over the country are increasing their trade and profits by handling our QUICK SELLING SPECIALTY.

STILL'S AXE HANDLES REPRESENT ALL THAT IS BEST IN QUALITY OF MATERIALS, SKILLED WORKMANSHIP AND COMPLETE MANUFACTURING FACILITIES.

Meet the coming demand with a fair trial order. We assure satisfaction.

J. H. STILL MFG. CO., Ltd.

ST. THOMAS, - ONT.

"Kangaroo" Brand



TRADE MARK

Yes, my boy, glad to see you!

I have used and sold Sorby's Kangaroo brand tools for 35 years.

This is the style of welcome given to our representative from St. John to Victoria.

Robert Sorby & Sons, Ltd.

Sheffield

Canadian Representative:

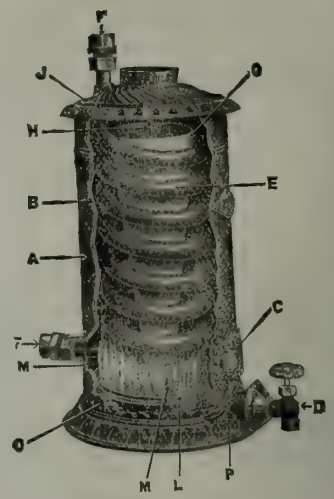
Geo. H. Saywell, 61-3 Albert St., Winnipeg

Local Agents at

Toronto, Calgary, Vancouver and Saskatoon.

NOW IS THE TIME TO FEATURE

WATER HEATERS



In many homes the water heater is connected to the furnace. The furnaces are now out for at least four months and gas heaters will be in great demand. Stock a few—display them in your window and will get splendid results.



The extreme simplicity, durability and low cost of operation make very strong selling points.

Act at once—stock at least a sample, and be prepared to meet the demand. **The profits are attractive—the heater absolutely guaranteed.**

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West, TORONTO

Manufacturers and Dealers in a Complete Line of Plumbing and Heating Supplies.

CAP  SET

SCREWS

NAMCO products are the result of years of experiment and experience, which has enabled us to maintain a high standard for quality and excellent service on standard and special milled work.

Cap and Set Screws with "V" or U.S.S. threads, A.L.A.M. Cap Screws, nuts, either plain or castellated, are carried in our standard stock, and can be had immediately in quantities.

CATALOG SENT FREE.

THE NATIONAL-ACME MANUFACTURING CO.

Montreal, Decourcelles, G.T.R. & St. Henri



GREENING'S

COW TIES

ARE THE

Lightest, Strongest and Best Chains on the market.
Made in six sizes and six styles.
Also Halter, Dog, Kennel, Tie Out and Trace Chains.

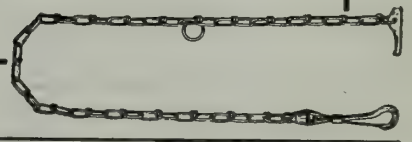
MANUFACTURED BY

The B. Greening Wire Co.

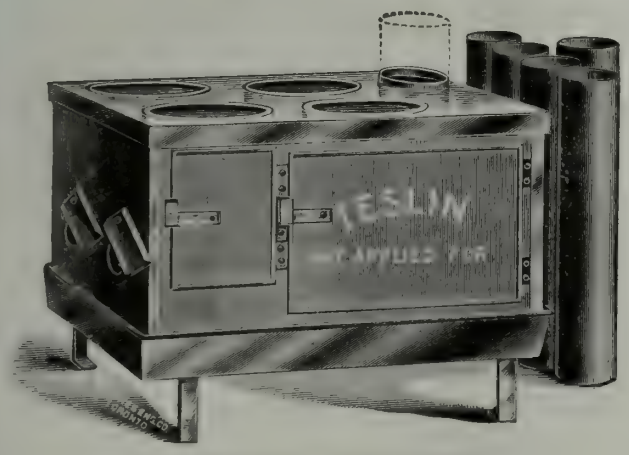
LIMITED

HAMILTON, Ont. - - - MONTREAL, Que.





McClary's McClary's



Cut of Four Hole "Teslin" Built Up.

ORDER NOW.

CAMP STOVES

Every Camping Party requires one or more of these, and the season is on.

Supply the prospective campers in your town.

IT'S A PROFITABLE LINE TO HANDLE.

Many styles and sizes; built-up or in knock-down form, with nestable pipe.

McClary's

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon

DISSTON
Quality Tells

There is something in the appearance of a well-finished, high-grade tool which carries to the mind an undefinable feeling of real value---a sense of efficiency and creates a desire for possession.

The demand for the DISSTON BRAND Saws, Tools and Files has been steadily increasing since 1840.

HENRY DISSTON & SONS
INCORPORATED
Keystone Saw, Tool, Steel & File Works
PHILADELPHIA, PA.

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

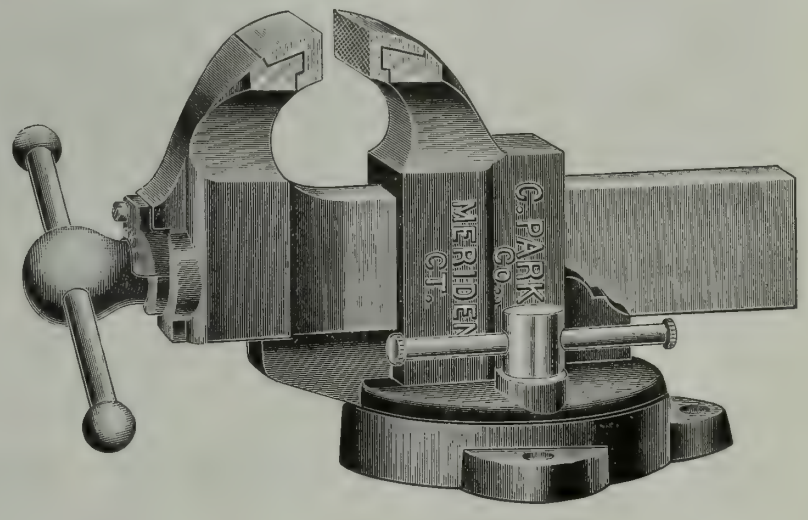
¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

PARKER'S VISES

NEW ECLIPSE SERIES

Made to supply the demand for a strictly high-grade Vise at a moderate price.



Distinctive Parker Features

First—The steel faces are milled and fitted to the jaws, and are renewable—distinctively "Parker."

Second—The saddle or screw governor, which has been so long recognized as highly important in the working of a vise—distinctively "Parker."

Third—The absolute fit of the jaws—distinctively "Parker."

Fourth—The screw and nut are carefully threaded, and the jaws make immediate response to the action of the screw—distinctively "Parker."

The swiveling device employed on this series is a patented feature, and is operative at any and all points, and is adjustable—that is, can be converted to the use of a left-hand workman. We challenge the world to show a more positive lock, or one more easily operated.

We guarantee this series against breakage caused from any defects in manufacture or materials used.

The ECLIPSE Series is the best value ever offered to the trade, and is the superior of any vise on the market with the exception of "Parker" best quality. Compare it in detail with the best of any other make, and be convinced.

Number	Width of Jaw	Vise Opens	Weight
203-3½	3½ inch.	5 inch.	42 lbs.
204-4	4 "	5 "	58 "
205-4½	4½ "	6½ "	76 "
206-5	5 "	7½ "	104 "

Wholesale Distributors

Caverhill Learmont & Co.

MONTREAL and WINNIPEG

The cut shows the George White & Sons Co.'s plant, London, Ontario, Note well the location. The plant stretches out along the G. T. railway track—it lies right in the very danger zone of flying sparks and hot cinders. But that doesn't worry the Company in the least, for every building connected with the plant is covered with Brantford Roofing—and "Flying Sparks" are no menace to a roof protected with Brantford Roofing.



Get our BIG Profit-Earning Proposition!

Now is YOUR time to get ready for a good roofing trade, and ***quicker sales*** and ***bigger profits*** can be realized by handling Brantford Roofing than would be possible with any other line. For Brantford Roofing is the ONE best roofing on the market. Made of long fibred wool completely saturated with pure Asphalt (a ***mineral fluid*** that cannot be materially affected by heat or water, wear or weather) in three different kinds—ASPHALT, RUBBER and CRYSTAL.

We have a big profit-earning proposition which is sure to interest you. Don't overlook it. Write to-day for full particulars—find out the reason why there's profit for the merchant handling

BRANTFORD ROOFING

made by the

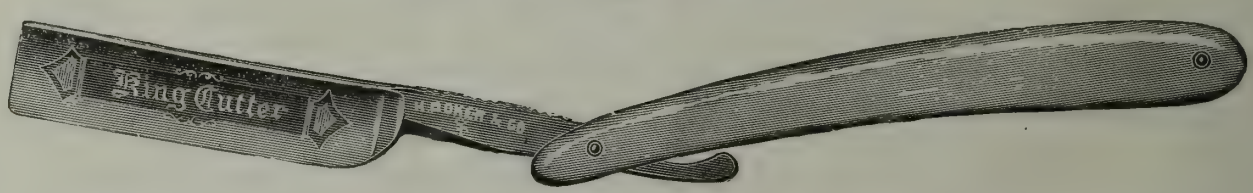
BRANTFORD ROOFING CO., LTD. -:- **Brantford, Canada**

EASTERN AGENTS—Branch office and warehouse, 9 Place D'Youville, Montreal, Que.
WESTERN CANADA—Warehouse, 117 Market Street, Winnipeg, Man.

H. BOKER & CO.'S

"TREE" BRAND CUTLERY

Noted For Their Superior Cutting Edge, Beautiful Finish and Lasting Qualities.



Every piece of cutlery that bears the famous "Tree" is warranted hand forged from highest quality steel. The hardening, tempering and honing is by our own process. That's why we guarantee the Quality—and we know that guarantee will never be called into action. The Merchant displaying a well chosen assortment of Tree Brand is reasonably sure of all year cutlery sales. Order of your Jobber.

For Sale by all Leading Wholesale Hardware Houses

"QUEEN'S HEAD"

Galvanized Iron

Its popularity never diminishes.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

INGOT METALS

Aluminum **Antimony**

Copper **Spelter**

Lead **Tin**

For Lowest Prices and Prompt Deliveries

Enquire from "The House for Metals."

A. C. LESLIE & CO., Limited

MONTREAL

CONNOR BALL BEARING WASHER

Get a Copy of Our New Catalog.

We have just issued a new catalog, illustrating and describing the Connor Line of Washing Machines and Wringers. Among other things, it gives complete particulars about the recent improved features that make the Connor Ball Bearing Washer an exceptionally good washing machine for the hardware dealer to handle. These improved features appeal to women and make the washer easy to sell. Just get a copy of our new catalog and learn what they are.



J. H. Connor & Son,

Limited,

Ottawa Ontario




DOMINION
LESS PRICE---MORE FORCE
AMMUNITION

What you want, PRICE and QUALITY

We Have Both { Lowest Price / Highest Quality

You Save Money by Using Dominion Cartridges.
You Save Cartridges, Shooting Your Game with the Dominion Make.

DOMINION CARTRIDGE CO., LIMITED
MONTREAL, QUE.




An Ad. for Ontario
ANTI-DUST
DISINFECTANT SWEEPING POWDER

is now handled by our Distributors for Ontario
the MacLaren Imperial Cheese Co, Limited
Toronto

ANTI-DUST possesses the extraordinary qualities of being a strong disinfectant, killing moths and desease germs and yet has a clean wholesome smell of pine trees. Its effect on carpets is remarkable. You should share in some of the record-making sales. Write the Imperial Cheese Co. Limited for details

SAPHO MFG CO, LIMITED MONTREAL P.Q.

Giving Displays a "Special Appeal"

Window Trims are Effective When They Have a Direct Interest for a Certain Class or Trade—Descriptions of Two Capable "Special Appeal" Windows — The Effectiveness of Publicity Displays Demonstrated.

By L. A. Phaneuf, Moose Jaw.

A business street is one long succession of store fronts, containing displays of goods. People hurry up and down the street, intent on their business, stopping only when they have occasion to do so or when their attention has been forcibly attracted. They look only at the window displays which have unusual attractiveness or which have a "special appeal."

By this I mean a "special appeal" for certain individuals. Some window displays appeal only to a limited class of people, but are very profitable. A display of paperhangers' tools, for instance, will be of interest only to men engaged in that trade, but it will result in many sales. It will be found more effective than a display made up of a great number of goods of all descriptions which will not have a direct appeal for anyone.

Sometimes window trims can be arranged which will appeal to everyone. Such displays, however, are generally of the class which can be termed "publicity windows"—motion devices, comic hardware millinery, and so on. These displays attract everyone, and although they do not in many cases advertise any special line of goods, they advertise the store. Publicity windows are well worth trying.

An Automobile Show.

As an example of what can be done in this line, the accompanying illustration shows a display of hardware automobiles which I arranged this spring. It drew immediate attention. There was a crowd in front of the store all the time and a great amount of discussion around town was created. The display work of arranging it was heavy, but the advertising that the store received more than repaid us for the time and expense involved.

This is the second of a series of articles by practical and successful hardware window dressers. Mr. Phaneuf is in the store of A. Latham, Moose Jaw, and displays shown appeared in the windows of Mr. Latham's store.

Some interesting phases of window dressing are discussed. Other points will be taken up in subsequent issues. —Editor.

It may be interesting to other window dressers to know the articles which entered into the composition of these four different "models."

Construction of Cars.

The car to the left is a "racer." The body was made of a bath tub, baby's size. A bushel measure represents the front, with a grater as machinery. Grindstones were used as wheels, and a door mat represents the back of the seat. The steering wheel is an asbestos mat on a big potato masher. The brakes are pokers and the horn is a funnel and force cup fixed on a pipe. The step is a square tin pan, and the tool box, a small money box. A dairy can was placed at the back to represent the gasoline tank, but this does not show in the picture.

Next in line is a delivery truck. The articles entering into its composition were as follows: Cooler, Humpty Dumpty egg box; lamps, bicycle lamps; wheels, kneading pan lids; windshields, door mat, wire; seat back, a different kind of steel door mat; seat, a cardboard box; carbon box, a round tin of carbide; steps, two round graters and a flat piece of iron; extension at the back, box 2½ by 2, full of wrapped parcels, small boxes and a half-bushel measure.

Car number three is a farmer's automobile, I.H.C. model, and the details are as follows: Wheels, bicycle wheels; front, bread box and coal sieve; horn, cow bell with hammer; windshield, two restaurant toasters; lamps, two Bob lanterns; mud guards, black iron; crank, grindstone's fixture crank; machinery in the bottom, two gasoline cans and axles going though a well bucket 24 inches long by 5 inches in diameter; steering wheel, a small strainer with handle fixed to a long egg beater; seats, bread boxes.

Car number four is a Russell model, made up as follows: Wheels, stove pipe elbows; cooler, a coal stove oven (two burners;) lamps, bicycle lamps; seats, wash boilers, with lids for backs; carbide box, half gallon milk can; mud guards, gun cases (canvas;) steps, bread pan; steering wheel, tin lid fixed to ship auger; brakes; wrenches (not vis-



A display of automobiles made from hardware articles by Mr. Phaneuf.

ible in picture, being on right side of the car.)

It will be noticed that in hardly any instance was the same article used for any purpose more than once.

Special Appeals.

Of course, window trims of that kind can be arranged only once in awhile. At other times, it is wise to arrange displays which have the "special appeal."

One of the best sellers we have ever had was the display of sporting goods shown in the accompanying illustration. This display was arranged after considerable thought as to what would appeal to the baseball "fan." In the centre a picture was suspended of last year's Moose Jaw team, winners of the Western Canada B. B. League pennant. The banners gave a distinctive touch of color. The background was of dark blue crepe, trimmed with white. The shields were made of common white cardboard.

This display had so distinct an appeal for the baseball enthusiast that it resulted in creating a lot of interest.

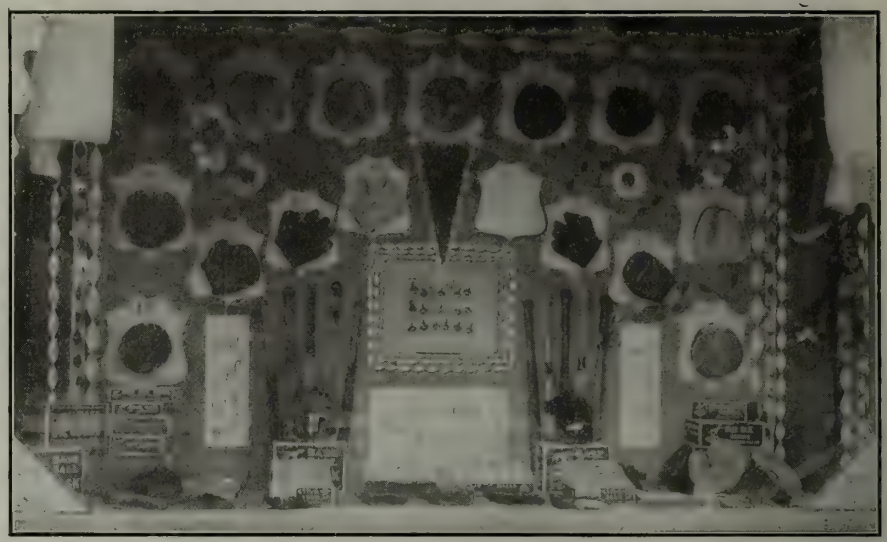
Directed to One Trade.

The third illustration shows a window which we used as a direct appeal to men engaged in one trade, blacksmithing. Again I endeavored to give it the "local color" which would appeal to the blacksmith and draw his attention to the display. A picture of a horse (drawn for this display by the window trimmer) made a suitable centre piece. The background was of dark green crepe paper, trimmed with light green.

The results again in this case were eminently satisfactory.

Both of these displays attracted considerable general attraction, but they had a particularly strong attraction for the people interested in the goods featured; the people who were likely to buy the goods.

The expense involved in these window trims was small. The price and show cards were all "home made" and the material used for the backgrounds is quite inexpensive.



A window with a "special appeal" for baseball enthusiasts, trimmed by Mr. Phaneuf.



A window display of blacksmiths' tools, trimmed by Mr. Phaneuf.

WATCH FOR IT.

Next week's issue of Hardware and Metal will contain an article on window dressing written by an Ontario hardwareman, who has a deserved reputation as a window trimmer. Many dealers believe that it is not necessary to pay much attention to store windows in small towns; that it is labor lost, in fact. This article will prove that such is not the case, and that the store window in a small town can be made a valuable asset.

TO BUILD STEAMERS.

At a meeting of the directors of the Canada Cement Company, Limited, held to-day, the Board authorized the secretary to give the following to the press:

The question of the quantity of cement on hand and the difficulties of transportation were gone into.

The official figures show that on June 12th, the Canada Cement Company had on hand 1,085,503 barrels of cement.

On the same date unfilled orders west of the Great Lakes amounted to 149,-214½ barrels, of which quantity 60,707 barrels were in transit.

On the same date the company was short 300 cars and their deliveries at the head of the lakes by boat were 182,-254 barrels less than the company had planned and was prepared to ship, this shortage being caused partly by the late opening of navigation, interruptions of the Cornwall Canal, the slow dispatch steamers have this year been receiving at the terminals and, by water, transportation companies not supplying a sufficient number of steamers.

Having in view the growth of the West and to assist the transportation companies, the board has authorized the building of four steamers for the company's use.

The consumption of cement in Canada for the year 1911 was 6,309,717 barrels. The capacity of the Canada Cement Company's present mills is 10,000,000 barrels per annum, which capacity is being increased as rapidly as the market justifies.

SAVING IN DUTY.

The change in tariff regulations recently put into effect, removes the duty on artificial abrasives. The charge refers only to the raw material and this makes a small saving in duty for manufacturers in this line. The change will not affect trade conditions in regard to abrasives in this country.

Two Million People in Canada Buy Tools

These are Needed in Every Household—They Save Money for the Owner, and Render Him Independent of Workmen, Who May Keep Him Waiting for Some Repair Work—The Great Building Activity Has Stirred up a New Demand for Tools—The Hardwareman's Part.

Roughly speaking, there are two classes of men who require carpenter's tools—carpenters and others. Perhaps some of the very well-to-do, who have chauffeurs, coachmen and valets dancing attendance upon them, may never feel the need of a screwdriver, a saw or a plane—but in Canada the number of these is not large. No, taking it by and large, every man sooner or later requires some tools, and when he does want them, he wants them badly, and wants them at once.

This being so, it will be seen that the number of people to whom tools may be sold is an exceedingly large one. If there are eight millions of people in Canada, one-fifth of these at least are grown men. That means that in the Dominion there are one million six hundred thousand purchasers of tools. One million six hundred thousand prospects. Of a surety the trade of these is worth securing.

No Closed Season for Sales.

There is one time when tools may be sold, and that is all the time. Never is there a closed season. Homes are open the year round. People move in all seasons. They need tools continually; and those who sell these, and who let people know that they have them for sale, are going to reap profits.

But while tools sell always, there are seasons which are better than others, and the present is one of these. Not only are many people in new homes now, but many new homes are being erected. For both tools are needed. It is doubtful if there ever was a new home which was perfect. A warped door sticks, a key won't fit the lock. There are bound to be such imperfections, which will need attention, and tools. Then the new houses in course of construction cause an even greater demand for tools. These new houses mean that many carpenters will be employed, and, where carpenters are working, there tools are selling. A good carpenter wants good tools, and he is going to get them. The dealer who shows such a class of goods gets the sales.

Many New Carpenters.

The present building boom has brought about one state of affairs which is not altogether satisfactory, but which the hardwareman may yet turn to his profit. So many buildings are being constructed that there are not enough thoroughly qualified journeymen to do the work. As a consequence, many who have served no apprenticeship are declaring themselves carpenters. They are not thoroughly competent, perhaps, but they are the best to be had, and contractors are employing them. These men must have tools, and here is the hardwareman's chance. He sells the tools. He sells first class tools, and gets a first class profit.

Mr. Asselin, of Leduc & Asselin, Montreal, expresses the present situation somewhat epigramatically. "Every man who has a saw and a hammer is a carpenter," he remarks.

There is undoubtedly something in this. But the hardwareman need not quarrel with the present situation. His part is to sell the saws and the hammers. If he gets the Jacks-of-all-trades, who are adopting carpentering for the time, to use good tools, he is doing his best to keep up the standard of work.

Householders' Need of Tools.

So much for the carpenters. The other great class — the householders—need carpenters' tools also. They have not any great jobs to rush for contractors, but they have many little repairs to make. They want to make these themselves for three reasons. First they do not have to wait on any man's convenience, but can do the thing at once. "Do it now," is a little more than a motto. It is a great desire which is felt by many, and by none more than the man who discovers some little thing which needs attention about his home.

Costly Labor and Tools.

A man wants to make these repairs himself also because there is inborn in most men a love of tools. A man looks with greater pride on a botch job which he has done himself than on a perfect job, paid for by him, but done by a cabinet maker.

But besides the desire for immediate service and the joy of accomplishment, men like to do repairs for themselves because thus they save money. These be expensive days, and the high cost of living does not all depend upon the cost of food stuff. Labor, too, is dearer, and the man who calls a plumber or a carpenter to his home to make some slight repairs, will find it necessary to pay out a very fair sum.

Where Tools Save Money.

Let a door be warped, so that it will not close—and how often this happens; let a key fail to fit the lock—and this is almost regular thing in a new home. What is needed? Why, a carpenter, some will say. Yes, he may be, but a few good tools would do just as well, and would mean a considerable money saving. A carpenter nowadays is not going to work for much less than 50 cents an hour. Doing such a job he will probably charge more, for it would necessarily mean a trip for him, and only part of a day's work. So two or three dollars will be required to get the work done. The initial cost of the tools needed to accomplish this work would be little if any more. A plane, a chisel—these would about do the work—and once bought they would be on hand for all future emergencies.

Tools Give Independence.

But greater than the money-saving made possible by the possession of a few tools, is the time-saving. This has been called a prodigal age. People are what the Americans call "good spenders"—meaning, of course, that they are free spenders. Many there are who would think little of paying out a few dollars to a carpenter. But they do object when they telephone for these workmen, and then wait hour upon hour for their coming. "These workmen are awfully independent nowadays" people remark. Then, if they think of it, they make themselves independent of the workingman by buying a few tools.

The great mission of the hardwareman is to make people think. He must bring forward his tools if he is to sell many. Carpenters need to be shown new lines to feel the need for these. Men generally need tools brought to their attention. The sight of these make them think of the work which the purchase of a few of these would render possible, and when that thought is once started on its way it ends only with the sale.

Dealers Give Testimony.

Hundreds of dealers have found this to be so. W. H. Smith, of the Central Hardware Company, Ottawa, declares that he can always stir up business in tools by a good window display. A trim in a Guelph hardware store had such an effect that 75 per cent. of the business done upon the Saturday that it was shown, was tools. Mr. Bedard, of Philbin & Co., Montreal, says he has found tools a line which not only sell themselves—if properly displayed—but which help to sell other goods.

This is the season for these goods. They should be given their regular turn in the windows.

HARDWARE AND METAL

(ESTABLISHED 1888.)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

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THE SUMMER SLUMP MYTH

Although the average business man is devoid of superstition, he still harbors a number of myths, and clings to them with singular tenacity. One of the most conspicuous and most dangerous is the Summer Slump Myth.

The idea has gone abroad that trade falls off during the summer months. Business men have accepted it with a credulity never displayed in regard to other matters. The manufacturer takes it for granted that the merchant will find trade dull and makes little effort to find a market for his goods. The merchant in turn, concludes that people are not going to buy as briskly as at other seasons, and "lets up" in his efforts. When men start to act on a false impression of this kind, they inevitably end up by creating the condition, the existence of which was a pure assumption on their part in the first place. When merchants make no effort to create business, the natural result is that business falls off.

The summer slump is a myth, purely and simply. It is a pernicious myth, for it does damage wherever it is accepted; and, unfortunately, its acceptance is pretty general. Although it is quite true that the summer sees a pretty general exodus to summer resorts and holiday points, statistics show that the number of residents who leave a town never exceeds 10 per cent. of the population at any time; and that is partly made up by the presence of visitors. Further than that, people are just as prone to spend their money during the summer months as at any other season of the year. They spend on pleasures and outings larger amounts than the difference between their regular purchases in summer and in brisker seasons. The merchant could divert a share of that promiscuous expenditure to himself if he would keep his store attractive and advertise regularly.

Another point which is generally lost sight of is that, to slacken efforts in the anticipation of meagre results, is to lose momentum. The athlete must keep in condition at all times whether he expects to have an opportunity to display his prowess or not. And it is the same with trade. The merchant who allows himself to drop out of the public sight finds it hard to get back again. He has lost momentum.

THE HARDWAREMAN AND WOMEN

There is an old French proverb which runs somewhat as follows: "Ce que femme veut, Dieu Veut." Meaning, of course, in the English with which the great majority of Canadians are more familiar, that what woman wishes God wishes. The saying is a lofty one, and doubtless more nearly true than it would be if referring to men. Certainly the proverb lays stress upon the importance of the women, and in this way gives food for thought to the hardwareman.

It is only of late that dealers have come to realize that they must appeal to women if they are to make the best of their opportunities. Perhaps Hardwaremen have been slower to recognize this than have merchants in other lines. They have continued to do a large business with the men—and always will continue so to do. They have not felt the falling off in men's buying, as have the other dealers; yet if they look about they must recognize that the great retail buyers of to-day are the women. The men are the earners, the women the distributors.

And this being so it is very evident that the hardware store should be made attractive to women. There should be no overlooking the men; but some attention can also be given the women. The many specialties now on the market make it more and more possible to interest them in the hardware store. Bring them in to buy some little thing and they will come later when they want something more costly. They will speak of the store to their husbands, and when these want a tool or a lawn mower they will likely go where their wives have gone. Undoubtedly, women have great influence, as well as great purchasing power, and it pays the hardwareman to get the benefit of both.

WORKING ON A SYSTEM

System is the secret of commercial efficiency.

The man who tries to "play the races" on a system finally gives up the task a wiser and a sadder man, but this is the single exception to prove the rule that everything must be done on a system if best results are desired. The biggest business organizations are nothing but marvellous systems into which each member of the organization fits, in his own particular niche. System governs nations, builds railroads and controls trade.

The man who does his work systematically and thoroughly (the two are almost synonymous terms) even though he may lack the brilliancy of his competitor, will win out if the latter combines inconsistency with his brilliancy and works on a haphazard plan.

System is needed in the handling of every branch of the retail business. In this issue an article appears outlining the methods which one hardwareman pursues in handling his advertising. He has a system of his own, which he adheres to closely with best results. What has been done in this instance is possible in every branch of business. The dealer must have a definite plan to follow.

HATS OFF TO CANADA

Perhaps at this time, when from Halifax to Vancouver is being celebrated Dominion Day, it may be pardonable to express pleasure at the mere fact of being Canadian. The Dominion is young, like the people living in it. Both land and people are unimpoverished; and for the people there is freedom of the best sort.

Comparisons, is is said, are always odious—that is to one side. Yet there are those who see fit to make comparisons just now. In the land to the south—and a great land it is—they see signs of disorder—of man turned

against man. There is an election coming, and the business of the nation is made to suffer.

But a few months ago there was an election in Canada —an election which all agreed was of great moment. Canada, some held, was at the parting of the ways. But the vote made little disturbance in business. The fateful day came and went, and business continued on the even tenor of its way.

Perhaps the Canadian people are less quick to move. Perhaps they have not been accustomed to stampedes every four years. However, that may be Canada is a good place to live in. It is good for manufacturers and business generally, and what is good for business is good for the people at large.

POINTED EDITORIALS

Hurrah for the electric fan, may it long revolve!

* * *

The fly multiplies fast, and man's swatting availeth little. Nevertheless, keep on swatting.

* * *

Have a system for everything but playing the races. As no sane man ever plays the races, have a system for everything.

* * *

The hardware dealer can sell plenty of goods during the summer if he goes about it the right way, and features the right goods.

* * *

It is said that the fly cannot live at an altitude greater than 40 feet. Those of us who work above this level will wish the flies were all aware of this.

* * *

They say that a woman is happy with a $50 wrap over her shoulders and a street car ticket tied up in the corner of her handkerchief. Yet the women are the big buyers of to-day.

* * *

Those orchards which have been sprayed with insecticides give promise of a fine fruit yield. Those which have been neglected are stripped of their leaves. The conclusion is obvious.

* * *

This weather brings the fly to the front, so the hardwaremen might well bring the window screens to the front.

* * *

The line of demarcation between the "stand-patter" and the "progressive" is closely drawn in other spheres as well as in American politics. There are "progressives" and "reactionaries" in the retail buisness. Which class do you belong to?

* * *

The fly and his second cousin, the mosquito, have many enemies and no friends. Nevertheless, they serve some useful purposes. Without the fiy and the mosquito, the hardwareman wouldn't sell as many window screens.

* * *

A German economist predicts a financial crisis somewhere between 1914 and 1917. It seems inevitable for "black" years to arrive at more or less regular intervals, but their recurrence could be prevented if financial and commercial interests combined to alleviate the conditions which make panics possible.

Gaining Daylight

IF there is anything in the old saying that "early to bed and early to rise, makes a man healthy, wealthy and wise," the people of Orillia, Ontario, should soon be enjoying health, wealth and wisdom unbounded. Beginning with this week, the native Orillians will go to bed an hour earlier and get up an hour ahead of the people in other parts of the country. They will have their meals an hour earlier, go to work that much ahead and quit with the same margin of time in their favor. The explanation of this state of affairs is that they are putting the clock an hour ahead.

The "Daylight Savings" bill, introduced into the British House of Commons, was not adopted, probably for the reason that John Bull has an ingrained dislike to making changes. He likes to think a long time over any measure which may upset some of his time-honored traditions or disturb the calm of established order with the turmoil of controversy. Now, the Daylight Savings Bill looked a little freakish, and—well, not exactly socialistic, but certainly very radical. To talk of changing the whole daily routine by which John Bull has directed his movements for so long, to get up an hour earlier, eat meals on the same advanced schedule and turn the day topsy-turvey generally; the idea rather upset him, and he discretly adopted, what a certain well-known Canadian statesman was wont to term "the masterly policy of inactivity." The nation did not seem to sense the truth that the day's work would not be disturbed in any sense of the word except that, on the occasion of the inauguration of the system, an hour would be lost.

The experiment at Orillia will be watched with close interest. The Orillians will rise when the people in neighboring towns are still asleep, go to work about the time that the benighted remainder of the country's population are beginning to think it time to roll out, and quit for the day with an hour's extra daylight ahead of them for recreation. It means that in Orillia the sun will go down when the clock points to 9 o'clock, instead of at 8. It means that there will be plenty of time for baseball and lacrosse games after supper.

The idea is full of possibilities for the retail merchant. The average storekeeper to-day knows little of the delights of recreation during the hours of daylight. The hardest worked of men, be sticks behind his desk or counter from early morning until 9 at night. When he finally does issue forth from his store, the daylight has gone.

If the daylight saving plan were to be generally adopted, the storekeeper would close up with the best part of the evening still ahead of him. He would still be able to remain open for the evening trade, and not sacrifice his leisure hours entirely to the dictates of business. Trade should not be interfered with in any degree. On the whole, the scheme looks to be one which the retail merchant should heartily support.

Advertising on a Well Defined Basis

The Retailer Should Have a Certain Policy and a Regular Routine to Conform to—The Use of Cuts and Prices Strongly Advised — Results Can be Traced Through Systematic Advertising.

By M. Canfield, Manager for J. R. Myers, Stratford.

SUMMED UP.

Advertise consistently and regularly.

Plan out your work ahead of time.

Do not crowd too much matter into the space. Make descriptions brief.

Use cuts always and quote the price of every article.

Advertising must be conducted on a well defined system.

Everything should be done in accordance with a fixed plan. The advertiser must know how much he is going to spend, how and when he is going to spend it, the style of advertising he intends to follow, how and when his copy it to be prepared and so on. It is only by such means that the best results can be obtained.

The advertising end of a progressive business is certainly a great study. I have never met two men who held the same views exactly on the problems of retail publicity but all business men—that is, all who are making a success of their business—admit that they must advertise in order to keep up with the times. The need of a definite policy and system is also generally conceded.

The system we have adopted here is based on close observation and study of results. We use a fifteen-inch space in the two local daily papers three times a week and in the weekly editions also. Monday, Wednesday and Saturday are the days usually chosen. The Monday and Wednesday issues are used for what might be termed general advertising. Seasonable goods are featured. The "Saturday Savings" idea is followed out in our Saturday advertisements. I do not stick to seasonable goods only in preparing the Saturday copy but often select articles, which promise to meet with a ready sale. As the advertisements appear simultaneously in the two newspapers, different copy with different cuts are used in each. This plan has this advantage. Many people take both papers and many more see both, so that they find a double array of articles advertised.

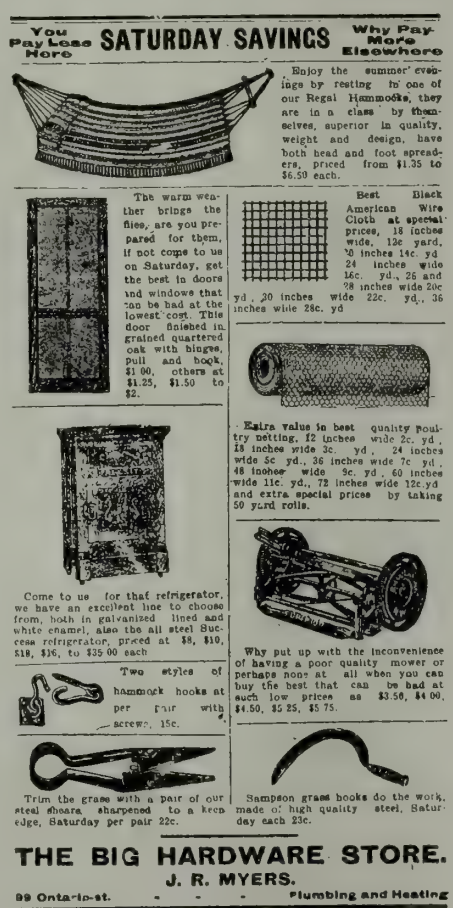
Preparing the Copy.

My plan for the preparation of copy is to get to work at the beginning of the week and map out what articles are to be advertised in each ad. . I go over the complete list of seasonable goods and pick out the lines to be featured. I also keep a close watch on the stock and endeavor to keep all lines moving. If certain goods are selling slowly, we advertise them and generally succeed in stirring up a demand. Articles of this latter class are used in our "Saturday Savings" advertisement.

By following this system, copy is always ready well ahead of time. There is no rush at the last moment. It is not possible to turn out consistently forceful copy unless sufficient time is given to the work. Thus the advertiser who works on a system is more likely to prepare effective ads. than the man who has no system whatever. The former is sure to have plenty of time to carefully plan out everything. The latter may turn out good advertisements sometimes but his work will not be consistent.

Not Too Long.

In my opinion, it is poor policy to have too much reading matter. Brevity



A recent ad. prepared by Mr. Canfield.

is the soul of advertising. There are few people who, in glancing over a paper, will take the time to read a lengthy advertisement right through. They will hunt for the facts and leave the rest unread. The advertiser has, therefore, just wasted the space which he devoted to lengthy descriptions and airy bombast. The best way is to fill the space with facts with just sufficient leavening of description to chain the attention and create an interest.

In the advertisements which we use on Mondays and Wednesdays, I explain the articles more fully than I do in the in the "Saturday Savings." In the latter, descriptions are "cut to the bone." I talk quality, first, last and always.

Always Gives Price.

One of the first rules to my mind, is to name the price of every article. Some may disagree with me on this point but experience with us has been that an advertisement without prices is practically worthless.

Now we come to the question of price inducements. We certainly do not believe in doing business for nothing and have never found it necessary to cut a price so low that there would be nothing in it. Still, we have found that shading the price a few cents is a mighty inducement People look for bargains nowadays and a reduction , no matter how small, appeals to them. We find that the business we do on the goods advertised more than makes up for the difference in the price.

More than that, we make many sales of a better quality article than the one advertised. People see the ad. and come to the store to buy a certain article. We show them something better at a higher price and demonstrate the superior qualities. We hammer the quality argument home and in a great many cases, the reduction merely serves as the stepping stone to the sale of a higher priced article People often come in to buy something they have seen in our ad.—a sickle, say, at 22 cents. They buy it and then we get them interested in other goods and secure additional sales.

Use Illustrations.

An advertisement without cuts showing the goods is in the same class as one without prices. Illustrations are the life of an advertisement. The eye is arrested by them more surely than by any

other means. We illustrate every article that we advertise.

Tracing Results.

When your advertising is done on a thoroughly systematic basis, it is possible to trace results. When a merchant uses the newspapers at irregular intervals, he may complain that he has not received results. The trouble is that he has no way of tracing them. But when you advertise regularly and consistently, the results soon show. It is a common occurrence to have people telephone us for articles they have seen in the paper or come to the store and ask to see the line; rather, it is a regular occurrence. Sometimes they come in with the article cut from the paper, or send in a child with the clipping. Further than that, we can tell by the stimulation in sales of goods which we have been featuring that our publicity campaign has been doing the work we had hoped for.

Price Problems---2. Cheapness of Stoves

The statement is made very frequently that hardware has not advanced as rapidly as other goods of late years, and certainly not in proportion to the increased cost of raw material and manufacture. This claim is borne out in some hardware lines at least.

Consider the stove. To-day the householder pays about twice as much for his food as he did twenty years ago. The beefsteak which once cost 12 cents, is now purchased for 24 or 27 cents. Chickens which graced every table more or less for Sunday dinner at the price of 40 cents a pair, are now bought by the well-to-do only at twenty cents a pound. It's the same all through the scale of foods. Necessities sell to-day at luxury prices, and luxuries have gone out of sight. But the price of the article, which serves to prepare the food, the stove, has not changed very materially. True, stoves cost more to-day than they did twenty years ago, but the advance does not exceed 20 per cent. in most lines. In many it is less.

Twenty years ago a good range could be bought for from $35 to $40, retail price. A range of corresponding grade sells to-day for about $47 to $50. The same ratio holds good pretty much all through. On some lines the advance has been very small. Box stoves, for instance, have not changed very much in price. There is not a very heavy call for them, and the models have not changed to any considerable extent. It costs a good deal more to turn them out now, however, and the price asked is only nominally larger than a couple of decades ago.

Great Improvements Made.

The advance in the price of stoves does not cover the improvements which have been effected, let alone the increased cost of manufacture.

The coal range to-day compared with that of twenty years ago is a vastly different article. It has been improved in every respect. The general plan has been changed, economical features have been introduced, experience has corrected old faults. The products of the foundries have been slowly improving year after year until the range of to-day, while probably not yet perfect, has many features about it which makes it very much more valuable than the article which was made twenty years ago.

The enumeration of a few details will demonstrate this truth. The old-time range had a certain amount of nickeled parts, but not nearly as much as the range turned out to-day—and that represents a big margin in the cost of production. The top castings were milled, but were finished with one process. As a result they were serviceable, but rough. To-day the lids and top castings are put through three processes, which result in the production of a material as smooth almost as glass and with the hardness of steel. Steel sheets in the old stoves were placed together, bolted and riveted. To-day this is done and a cement is added as well, which makes the joints perfectly solid. Ovens are made of steel and lined with asbestos.

Countless other improvements have been made, but the finished article costs the consumer only a few dollars more than it did twenty years ago.

The Cost of Manufacture.

The increase in manufacturing costs has been even more marked. Wages have advanced variously, but with consistent rapidity. It is probable that the average wage paid to the employe of the stove manufacturer to-day is 50 per cent. more. The cost of labor on some parts of the stove is easily twice as large as it was less than twenty years ago.

Other expenses have gone up by leaps and bounds. Factory maintenance costs more. Marketing the goods represents a much heavier charge than was formerly the case.

The raw material costs more, but not in the same proportion, perhaps. The pig iron used twenty years ago was imported largely from the Old Country. To-day the bulk is secured in Canada, and this has reduced transportation charges, so that the manufacturer pays not a great deal more for his iron than he did.

Get Better Value.

Taking it all in all, it is quite apparent that the purchaser of a stove to-day gets better value for his money than he did years ago. He pays a few dollars more, but he gets an article with the very latest improvements, which has cost probably 50 per cent. more to turn out than did the old-time stove.

This is a point which retailers should bear in mind. It is not an uncommon occurrence to have customers complain that "stoves cost too much nowadays." People grumble that "prices are away up." Give them the facts. They will then realize that, considering the shrinkage in the purchasing power of the dollar, they are getting a much cheaper stove than they did years ago.

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VISITORS THROW OUT HINTS.

Montreal.—Postponing the careful inspection of the factories and large industrial concerns until their return, the British manufacturers now touring Canada gave their attention to having a good time when they were in Montreal last Saturday. The visitors were received by His Royal Highness the Duke of Connaught. In carriages they were driven about the city. They were received by the Mayor and City Controllers. They were guests at a luncheon, and later at the lacrosse game played at the M.A.A.A. ground.

While there was little speaking at the luncheon, one or two significant things were said by those called upon by Mayor Lavallee and Mr. Vickers, of the British Vickers & Maxim firm, who acted as joint toastmasters.

Perhaps most significant was the remark of Mr. George Mason in proposing "The City of Montreal:" "We have come here," he said, "because we want to know you better and trade with you more. Not that we want to interfere with your Canadian interests and ambitions; but we have what you need —capital and labor—and as a result of this visit I hope we shall see more of both coming to Canada."

The Loss Which Slow Service Brings

People Who Are in a Hurry Become Annoyed When They Are Forced to Wait —Where Generous Treatment of Clerks Meant Hardship to Customers—A Sample Example—Even a Clerk Trying to do His Best May Make a Mistake.

Not long ago a well known and highly esteemed Toronto Divine publicly expressed his gladness that he was near the end of his days, because, as he said, he feared what the continual rush would bring people to. Many, unlike this minister, like the rush. They revel in it, and for a holiday, go to some place where the pace is even greater. But whether people like the rapid rate at which the world is moving, or whether they deplore it, none will deny the fact. Every one is in a hurry now-a-days. Even the hearses in the larger cities go on the run.

Where people are in a hurry, people are going to demand one thing above all others—prompt service. They have an appointment to keep, perhaps, and cannot afford to be delayed. If they enter a store for an article, and cannot get it at once, they will probably leave unserved. A humorist has remarked that there are only three classes of people on the American continent: Those who think they are in a hurry. Those who really are—and clerks. There is in this just the grain of truth which make so many facetious sayings worthy of consideration. Undoubtedly most people really are, or think they are, exceedingly busy; and equally undoubtedly there are clerks who dilly-dally, waiting on one customer where they might serve half a dozen.

Dealers Themselves Offend.

But the clerks are not the only offenders. Experience has shown that dealers themselves are responsible for much of the delay which is so disconcerting to customers. Dealers should make prompt service one of their great aims. It will draw people to their store as few other things will; yet dealers there are who either themselves cause delay, or who permit their clerks to do this.

Exactly what is meant may perhaps be best brought out by quoting two or three examples. True, examples they are, though the names of the dealers are not given. The pity is that instances are so very easy to find.

Recently the writer was in a hardware store in Ottawa. There were three clerks in the place, and the owner waited on people himself, when this was necessary. Indeed he was the best of the four.

Twelve O'clock Starts Trouble.

Several customers came in and were attended to promptly. Then the Twelve o'clock whistles began to blow. Without a moment's pause, two of the clerks walked into the dressing room, picked up their hats, and started for home. They were going for lunch, as was afterwards learned, the arrangement being that two should go from twelve to one, while the merchant himself, and one of the clerks, remained to wait upon all who should come to make a purchase.

Now, note what happened, and let it be remarked again that this is merely a report of an actual occurrence—doubtless one which had taken place many times before, and which may take place many times again.

The dealer—an exceedingly likeable man—has built up a large business with small contractors. These men are beginners in the business. They have not yet reached the position where they can simply oversee their work. They help with the building themselves. As a result their buying time is limited. Noon is one of the fine hours for this branch of their business.

Seven Customers—Two Clerks.

On the particular day in question, no less than four of these men entered the store within ten or fifteen minutes of one another. Another man came in with a broken lock which he had promised his wife he would get fixed at the noon hour. A woman wanted one of these little contrivances which enable soap to be dissolved rapidly in water for dish-washing. A small boy was there for a pound of nails.

Seven of them there were, all at the one time and the efforts of the dealer and his clerk to serve all would have been amusing had it not had a distressing side.

The clerk got the woman what she wanted, and then procured the nails for the boy. But this was not done in five minutes. The lady knew just what she was after. That was quickly given her, but she paused to talk about it. The clerk had to listen.

All Kept Waiting.

While he was doing this the dealer himself was trying to satisfy the four contractors, and the man with the broken lock. He told one contractor that he thought he had twenty bags of cement which he would let him have. Another he promised to give builders' hardware. Then he took the lock and started to see what was the matter with it. To the credit of the dealer be it said he mended that broken old fastener. But it took ten minutes, and the contractors were waiting for definite word. That they did not leave and make their purchases elsewhere may be attributed to the dealer's personal popularity. But they did not enjoy the wait. They were among the "really busy." Some of them wanted to get to their dinners, and others were anxious to get back to work.

To make things agreeable for his clerks the dealer was sacrificing the comfort of his customers. It would have been better for him to give his clerks an hour and a half starting at 1 o'clock, rather than an hour starting at twelve. The clerks would readily have seen his position and would have stayed for the twelve to one rush, but apparently the dealer did not like to ask them. He let his customers suffer delay instead.

Reputation for Slow Service.

In Montreal there is a hardware store which is numbered among the best in the city; but it has a reputation, an unenviable reputation for slow service. Only the other day a young man complained in this manner:

"I went there for a plane to-day," he said. "I picked one out all right and then the clerk said it was the sample. I had seen, and that he would send up stairs and get a duplicate out of stock. He went off. I saw him talk to one or two customers for a moment, then while he was waiting for the plane to come down the basket contrivance they have, he started talking to another clerk. I must have waited ten minutes. Any way I know I was sore and I won't go there again."

Another true instance this, and the remarks of the young man are about those which would come from many others. People, to-day, hate to be kept waiting. They want what they want when they want it.

Still Another Case in Point.

Another instance which comes to mind is that of bad salesmanship rather than bad system. Entering another Montreal store an elderly man expressed a desire for a chisel. Evidently he was a carpenter, for he made a minute examination of each pattern shown him, testing its edge and asking some questions. The clerk turned from him on several occasions, speaking to another customer and going after something for him. After a few moments the customer who was second was getting more of the clerk's at-

(Continued on page 41)

Keeping Open Nights Meant Less Efficiency

A Dealer of Eastern Ontario Found This to be the Case, and so Determined to Close—The Change Has Proved Beneficial, Not Only in the Store, But in the Tinshop—Farmers Objected at First,But Were Led to See Reason—Trouble Came From an Unexpected Source—Members of Labor Unions Proved the Ones Who Wanted Other People to Have Long Hours.

Among the things which militate against efficiency in the hardware store must be noted the tendency to keep open at nights. In cities this is little done—except, of course, at such special seasons as Christmas—but in the towns many stores make it a practice to keep open at least three or four nights in the week. Some dealers think they gain business in this way. Others claim that there is no real benefit, but that the volume of business, instead of being confined to the hours between seven in the morning and six at night, is spread over a wider stretch—sometimes far into the night.

Probably at one time or another every dealer in the small city or town has kept open in the evenings. But a change is coming about. Merchants are now opposing such a system. They are arranging to have their business hours shorter.

Reduce Staff's Efficiency.

A certain Eastern Ontario dealer is one of those who has become thoroughly sickened with the old practice of keeping open every evening. It was not only that he objected to being thus confined, but he discovered that the long hours were reducing the efficiency of his staff.

"Yes," said the dealer, speaking on this subject, "I used to keep open until 9.30 at night. We would not all be here every evening, but it meant working nights several times in the week, and I began to see that this was having a poor effect. After a night's work the clerks would come down in the morning without much ginger. They did not seem to have the joy in their work that they should have, and that they have now.

Changed in Tinshop, Too.

"It was this which led me to change, and when we decided to change we decided to have a change in the tinshop as well as the store. There the men had been working overtime regularly. They did not object to this, since they got overtime for every extra hour worked. Nevertheless, this continual extra work was reducing their efficiency. I began to see that. Why, now, working from 7 a.m. until 6 p.m., we do as much as we used to working those hours, and then from 7.15 to 9.15 at night.

"Of course, you will understand that there are times when work has to be rushed. Then we ask the tinsmiths to come back in the evening. They are quite willing to do this, too, and when they do come back they accomplish a lot, for their efficiency has not been reduced by continual long hours."

How About the Farmers?

There are those who believe they would lose the custom of the farmers if they gave up keeping open nights. Listen to what this dealer has to say on this subject, as the result of his experience:

"The farmers did complain when we first made the change," he remarked in reply to a query. "They thought we should be ready to stay open any length of time for their accommodation. But we simply told them that we could not do this. One man objected violently, but I pointed out that he was willing to leave his work in time to drive in to town and get his mail, and that he could leave his work to get his hardware just as well.

In Cases of Emergency.

"Of course," continued the dealer, "there may be accidents happen on the farm. A binder may break. Something may go wrong with a windmill or a pump. There are a number of such possibilities. Now, it might be a hardship to a farmer if he could not get the parts needed to make repairs promptly. I have told my customers from the farm that they can come to the house in any such emergency and I'll get them what they need. This is not a very large place. All the farmers know where I live, and where some of the boys live, too. They know that we won't see them stuck. But they know, too, that we won't stay open every night in the week any more. That doesn't only mean the loss of time at home, but I have found it to mean the loss of good business energy."

It might be thought that the farmers would be the ones who would take the greatest exception to the early closing decision. In this instance, however, such has not proved to be the case. The greatest objection has come from the mechanics.

Everything Organized.

"This town," said the dealer, "is a hive for labor unions. Everything is organized. These men combine to ask better hours of their employers, and yet they have been the worst in the locality for late buying. Some of them have complained to me that my hardware store was closed when they went home at nights.

"The head of one of these unions objected to my closing up at nights," said the dealer. "I told him why I had done this, and he agreed it was reasonable. But the very next Saturday night this man came into the store shortly after 10 o'clock—we still keep open Saturday night, you know. Well, he examined a new line of tools, and bought several. He delayed, and was still there at 11 o'clock. That man is a good buyer. As a matter of fact so are all these mechanics, but I thought I would put the case to him.

Carrying War Into Africa.

" 'Now,' I said, 'what would you say if the railway wanted you to work overtime without any extra pay?'

"The man thought, and then admitted he would object.

" 'Well,' I said, 'that is what you are asking us to do. You have been downtown all night, but just come in here as we are on the point of closing up. You've kept us all at it an hour longer than we should be.' "

The man, according to the dealer, seemed to see the force of the argument. Perhaps he mentioned it to his fellows. In any case, the late buying has largely stopped. Not the buying, mind you. These men did not take offence. They were fair-minded enough to see the force of the dealer's argument. And that, it appears, is the way shoppers in all districts would regard the determination to close at six or seven

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TO ERECT NEW FACTORY.

The Duff Manufacturing Co., of Pittsburg, Pa., manufacturers of Barrett Lifting Jacks, have purchased five acres of ground on Preble Ave., Northside, Pittsburg, on the lines of the Pennsylvania and B & O. Railroads, and will start at once the erection of a new factory, which will be the largest in the world devoted exclusively to the manufacture of lifting jacks. The new site of the Duff Manufacturing Company's factory, and the new site of the Pittsburg Screw and Bolt Co., occupy the Riter Conley Company's property and adjacent acreage, totaling about 12 acres

Complete Course of Sheet Metal Work

By L. W. KOSER

Prob. 20, plate 20, gives the development of a handle some time used on coal scuttles, etc. The principle of developing is the same as the gore piece of a three-piece elbow and needs no further explanation than that shown by the drawing.

Prob. 21 shows the development of a scale scoop.

Fig. 1 represents the scoop. The curved line ABC is drawn as explained for prob. 16.

Carry a light or dotted line horizontally from B and intersect this at S by a line extended from AD.

At any convenient place lay out the long horizontal line PR.

Set the space SB of Fig. 1 on this line, as shown by PY, Fig. 3.

Drop a vertical line YM, making it vertical to BD of Fig. 1, and carry a line from M to the point P.

Draw in this space ½ of the scoop, as shown by the line VY.

With any convenient point on the line PR for centre, as O, and with a radius equal to BD of Fig. 1, draw the circle Fig. 2.

Divide this off into equal spaces, and subdivide the top parts, making them about one-half the width of the others, the reason for this being that the greater slant of the pattern is at the sides, and consequently the spaces require to be closer together. The same result is arrived at by dividing the circle into smaller spaces, but this makes more lines to handle in developing the pattern.

Having divided the spaces and numbered same, we will now carry horizontal lines to the vertical line YM, and from thence toward the point P, until they meet the profile line VY; then drop them vertically to the slant line PM.

Set the point of the compass at P, and the lead at M, and describe the arc NM, on which lay off the stretchout of Fig. 2, at the same as it is spaced thereon.

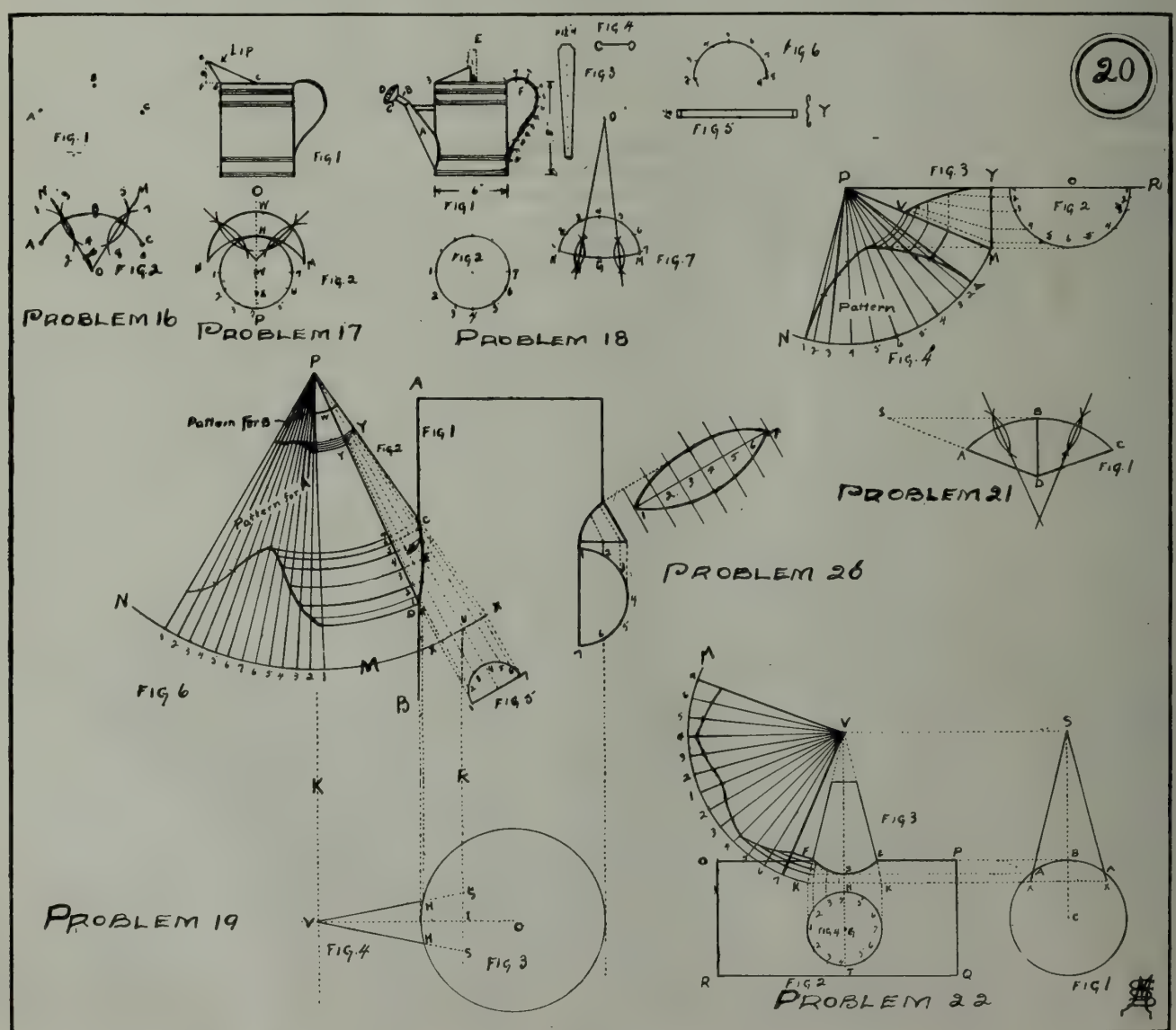
Draw lines into the centre P, with P as a centre, swing an arc from the points on the line PM, and the pattern will be developed. Allow for flanges.

Prob. 22 represents a cone, joining a large pipe.

Fig. 1 is first drawn to find how far the sides of the cone come down on the sides of the pipe. Then draw the outline OPRQ, representing the sides of the pipe.

Then draw the cone VKK, meeting the top of the pipe at FE.

We now carry a line across from A, Fig. 1, and where it meets the centre line of the cone Fig. 2, as S will be



the deepest part of the mitre line. Draw the mitre line FSE.

Draw a plan of the base of the cone Fig. 4, and divide it off into equal spaces.

Project lines from these points up to the base line KK, then towards the centre V, until they meet the mitre line FSE. Then carry them across horizontally to the line VK on the side it is desired to draw the pattern.

Set the point of the compass at V and the lead at K, and describe the arc KM, on which lay out the stretchout of Fig. 4, and draw lines in the centre V.

Then with the lead on each line of the points on the line VK, swing an arc cutting the corresponding line.

If it be desired to cut the cone off at the top as at the lines shown, then swing an arc from this point.

Hardware Letter Box

Tie Counters.

Jas. Flett, Wiarton, Ont.—"Who are the manufacturers of tie counters for loaders?"

Benton Tie Register Co., Boston, Mass. —Ed.

Marine Glue.

W. Hanna & Co., Port Carling, Ont.—"Kindly give us name of manufacturer of marine glue for putting canvas on bottom of boats."

Canadian Anilines & Chemicals, Ltd., Bd. of Trade Bldg., Toronto.—Ed.

Oil Refineries.

J. J. Heinrichs, Osler, Sask.—"Kindly give me names of some oil refining firms."

British American Oil Co., Toronto; Queen City Oil Co., Toronto; McColl Bros., Montreal.—Ed.

Lawn Mower Grinders.

The Lakefield Hardware Co., Lakefield, Ont.—"Can you give me name and address of firm manufacturing lawn mower grinders?"

R. Woon & Son, Oshawa, Ont.—Ed.

Fire Escapes.

J. A. Elwes, Paisley, Ont.—"Kindly give me names of firms manufacturing fire escapes."

The Geo. B. Meadows Wire Iron & Brass Co., 479 Wellington St. W., Toronto; C. A. Hutchinson & Co., Montreal, Que.; McGregor & McIntyre, Ltd., Toronto; John Watson & Son, Montreal; Dennis Wire & Iron Works, London, Ont.; Canada Foundry Co., Toronto.—Ed.

Tiles and Mantles.

Brocklebanks, Ltd., Arthur, Ont. — "Can you give us names of manufacturers of tiles and mantles for fireplaces?"

Barton Netting Co., Windsor, Ont.; Garth Company, Craig Street, Montreal. —Ed.

Coal Chutes.

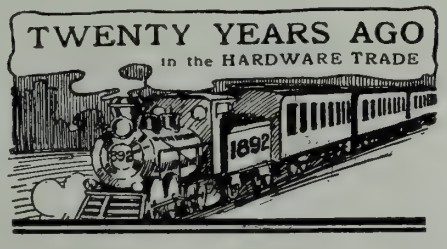
Wm. Black, Durham, Ont.—"Will you kindly favor me with names of Canadian firms manufacturing coal chutes?"

D. J. Barker & Co., Picton, Ont.; Galt Stove & Furnace Co., Galt, Ont.—Ed.

Electric Batteries.

G. N. Bourque, East Sherbrooke. — "Can you inform me what firms manufacture Electric Batteries, for mining work?"

Canadian Carbon Co. of Winnipeg, Ltd., Winnipeg, Man.; Canadian Carbon Co., 96 King Street West, Toronto; Canadian National Carbon Co., Paton Road and G.T.R., Toronto; Canadian General Electric Co., Toronto.—Ed.



The following items were taken from the issue of July 2, 1892:

"Though flies have not been numerous this summer, the sale of wire cloth and window and door screens has been unusually large."

Editor's Note.—If flies were "not numerous" twenty years ago, people were greatly blessed then. Despite the activities of the "Swat the fly" campaign, the fly of to-day continues to increase and multiply and, if what the doctors say is true, to breed and spread more disease than any other factor.

* * *

"Mr. Doherty of the Doherty Manufacturing Co., Sarnia, Ont., has been granted a patent from the United States patent office for a hot water boiler."

Editor's Note.—The Doherty Manufacturing Co. are to-day among the well known Canadian stove manufacturing firms.

* * *

A description appears of a new addition to the offices and plant of the Kemp Manufacturing Co., Toronto. The business was started six years previous and developed rapidly."

Editor's Note.—The Kemp Manufacturing Co. is now the Sheet Metal Products Co., the change in name having been effected nearly two years ago. The plant has been very largely increased, and the scope of the business widened in the twenty years which have elapsed since the additions described were made.

* * *

"James Walker, Jr., and David Walker have formed a partnership as hardware merchants, under the name of James Walker & Co."

Editor's Note. — The James Walker hardware store is to-day one of the largest and best known in Montreal.

* * *

"J. D. Rockefeller, the New York millionaire oil man, was in Montreal last week with his family."

Editor's Note.—The wording of this note indicates the difference of the standing that "John D." enjoys to-day and his rating at that time. He was not then the preeminent figure that he is to-day. Twenty years ago, he was a "millionaire oil man." To-day he is a multimillionaire, perhaps even a billionaire, and "the" oil magnate.

* * *

"The merchants of Hamilton are up in arms at an order issued to the police by the chief constable to the effect that all projecting signs are to be removed without delay."

Editor's Note.—The projecting sign is still a source of much agitation. It has been abolished in some cities, but in other places it still flourishes.

THE LOSS WHICH SLOW SERVICE BRINGS.

(Concluded from page 38)

tention than was the customer who had been first. Scriptural that may have been, but it was not good business, for it made the first customer annoyed. He made his purchase, but left the store in an unhappy frame of mind, and that is a worse thing for the dealer than for the customer.

This is a difficult question. The clerk undoubtedly was trying to give his best service. He did not want to keep the second customer waiting, and so gave him attention. But he did not keep both customers interested as well as he might, and so neither were thoroughly pleased.

It is a vital question this. The greatest thing the dealer can give is service. Perhaps it is the greatest thing which any one can give. Anyway, dealers are largely judged according to the service they render; and service does not only include the selling of satisfactory goods. It means also a satisfactory way of selling them.

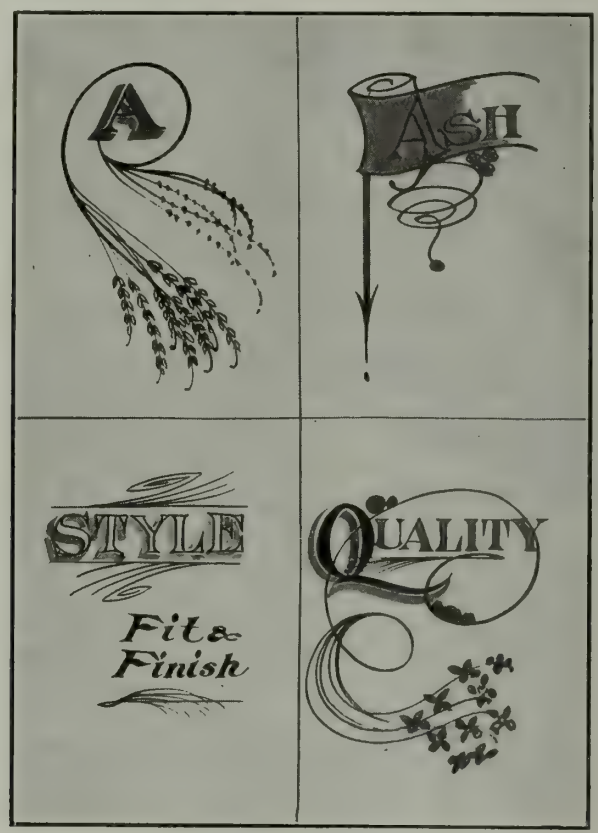
Lesson 17--Complete Course in Cardwriting

Demonstrating the Old Outline Roman as Used Previous to the Introduction of the Square End Brush and Still Used to Some Extent Where a Filled-in Letter is Preferable.

(By J. C. Edwards. Copyright Canada, 1911.)

Before the square end brush was introduced into cardwriting the brush outline letter was almost exclusively used in all the different styles from the heavy block to the dainty, fine, line script.

To-day it is seldom used, only for very fine work, where speed is no object.



Suggestions for show card illumination, executed with a small brush and made effective by the use of colors.

The Various Treatments.

The outline letter is treated in various ways, according to the effect desired. One style is outlining and filling in with the solid color, as is shown in the plate in black.

The colored letter with the black outline gives a desirable effect when used as a heading such as shown in the card, "An Easter Novelty." Another style is the bare outlined letter such as the P, R, S, T, U, V, W and X. This style, when shaded, as the word "style," in the small card, gives a pleasing touch to a showcard.

Care to be Taken.

In executing this letter, care must be exercised in always making a uniform stroke and never over-running, thus cutting off the spur, as has been done in some of the letters to demonstrate. Letters such as B, D, K and P show this, making it necessary then to cut the vertical lines short before the spur is reached, or as is shown in letter A, end or begin the stroke with the spur curve. Practice, of course, will teach you the best way to work up these details.

A Uniform Letter Face.

Another thing necessary when the letter is to show the outline, is to always leave a uniform space between the lines, i.e., the face of the letter. To do this it may be wise to outline the letter in pencil first before the brush or square pen is applied. It may also be advisable to use the T square to make sure the strokes are perfect. However, this is not necessary, if the letter is filled in solid the same as the outline.

The Pen or Brush to Use

In making a letter about 1½ inches high, a soennecken pen should be used that would give a stroke about 1-16 of an inch, or if a brush be used, which is preferable in most cases, a No 3 or 4 red sable square end brush drawn down to a nice, small, square point, is the best. Some writers, however, use a red sable pointed brush, but it is difficult to bring a stroke to a square end when it is necessary. The brush used in the accompanying plate, as well as in the cards, was the former, and may be procured at any shop where the regulation size (No. 7) is kept. (Ask for No. 3 or 4 red sable in albata with square end).

To Fill in With Color.

As is shown in the plate, a very good effect is obtained by filling in the face of the letter on the wide strokes with color. This may be done in two different ways. One way is, first, to do the whole letter in the color, then make the outline in whatever color is desired, of course, being careful that the outline does not mix with the filler causing an endless amount of trouble. The outline should always be darker than the centre. The other way is to make the outline first, then run in the color afterwards. If letterine be used to make the outline, it is almost sure to dissolve into the color, so we advise using black Indian ink (waterproof) for the outline—on sale at all stationery stores.

Brush Stroke Decoration.

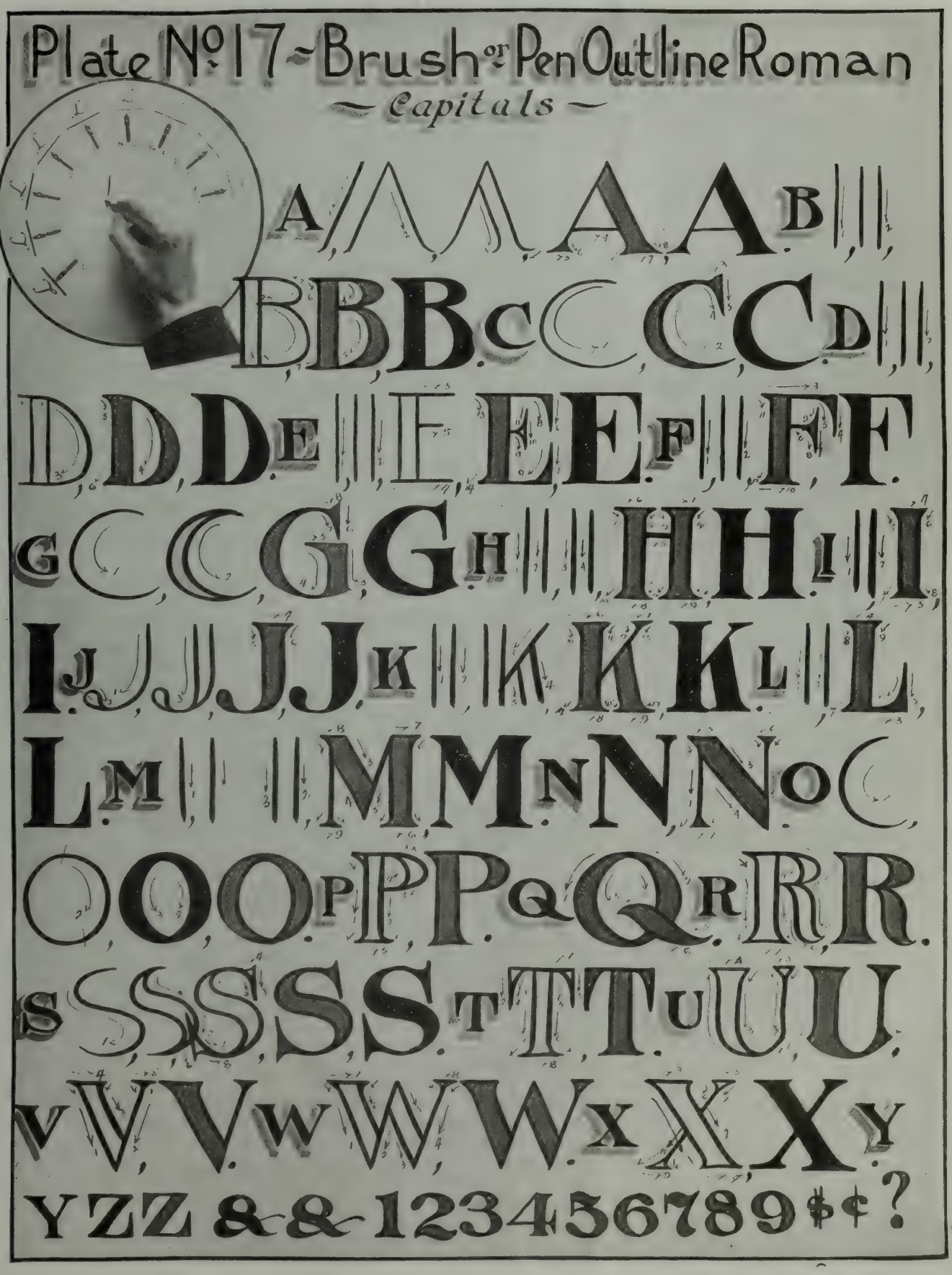
Practice with the brush the free hand scrolls and curves shown, and it will enable you to do some rather effective stunts in decorating a card. Practice will do anything. Always take a good sweep when practising, and don't be afraid to move quickly, for in speed your success lies when it comes to making scrolls. Get some old cardboard and practice till you become efficient.

Novelty Decorations.

The simple novelty decoration shown in the four small cards illustrated were done with the No. 4 brush used in lettering the plate and cards.

These scrolls and curves are easily made, and when applied in some dainty shade (not black) to a card gives a very pleasing change. Say, for instance, you take the ribbon design and make an outline of purple and fill it in with mauve, which is obtained by adding white to the purple. The letters should be outlined after, if they are to be left with the mauve centre, but if a white centre is desired, which we think would improve it, they should be outlined before the

(Continued on page 44)



This plate illustrates the brush or pen outline Roman letter used especially for fancy headlines.

Progressive Hardware Retailing

Fort William Firm Inaugurate Cash System With a Big Sale—Featuring Fishing Tackle—Held a Successful Demonstration—Maritime Merchants Conduct a "Swat the Fly" Campaign.

INAUGURATE CASH SYSTEM.

Fort William, Ont.—Gerry Bros., proprietors of the "Big Corner Hardware Store" have started to do business on the cash basis. They are now holding an "inauguration sale" of eight days' duration, and are offering a 10 per cent. discount on all lines of goods during that time.

In a large advertisement in the daily papers, they state: "No more bookkeeping, no more collectors, no more bad debts. And, in the face of these savings in running expenses, we can offer our patrons more value than under the charge account system, now out of date in all regulated modern business concerns." The 10 per cent. discount is offered on everything in the store to "commemorate this far-reaching event."

As an evidence of the change they have made in their methods of store management, the firm have adopted the advertising slogan—"Better service—more value—less expense."

SWAT THE FLY CAMPAIGN.

St. John, N.B.—Now that the season for featuring sales of articles to be used as wedding gifts is drawing to a close for the present at least, hardware dealers whose policy is activity and wide-awakeness, are beginning to dwell upon the importance of householders, and business people being fully equipped with window screens and screen doors. Dealers in various centres of the province, in Fredericton, Moncton, Chatham, St. John, and elsewhere are joining in the campaign against the spreader of danger and disease, the fly, and the results are already noticeable for there has been a heavy demand for screen doors, window screens, and the stock wire screenery for the making of them. "Swat the fly" signs are prominently displayed in several of the windows and pamphlets are exhibited quoting eminent and learned professors to the effect that the most common cause of typhoid at this period of the year, is the ordinary, little harmless-looking housefly. These arguments, the fact that the insect breeds in piles of waste and filth, that it is a spreader of disease, that it comes direct from the refuse on public dumps to the homes, and dining-rooms of families, are all advanced in the ad. matter and selling chat of the clerks and dealers in pushing the sale of screen doors and window screens, and their efforts have thus far been decidedly successful. The local press is aiding in the campaign against the fly, and is publishing matter advocating the protection of the homes against its coming, much of it being written by the local preventative officer of the board of health. Is it any wonder after all this that the demand for the articles in question is steadily increasing?

SUCCESSFUL DEMONSTRATION.

New Liskeard, Ont.—The varnish and stain demonstration held by Magladery Bros. proved a success, big crowds attending on each of the three days that it was conducted. The event was advertised extensively and effectively.

Catalogues and Booklets

The Saw in History.

The June issue of the "Disston Crucible" has an interesting article on "The saw in history." It tells of the earliest kind of saws made in primitive days and leads up to the finished article which is turned out to-day.

Peanut Roasters.

Very handsomely gotten up is the catalogue No. 39 recently issued by the Kingery Manufacturing Co., Cincinnati. It is printed on heavily coated paper, the sheets being large size and rendered attractive by the colored cuts and drawings. Among the lines shown are peanut roasters and popcorn poppers, from the smallest "push carts" to the largest and most elaborate combination and rotary machine. The various types of engines are also shown.

Mechanical Rubber Goods.

The Canadian Consolidated Rubber Co., Montreal, have issued the first of a series of catalogues on their mechanical rubber goods. It is marked catalogue "A." Subsequent issues will run from "B" to "F" and will deal with the many lines of rubber goods made by the company. The catalogue now out contains references to power transmission belting, frictioned surface belting, stitched, conveyor and elevator belting, endless thresher belts; band saw bands; rubber hose, steam hose, air drill, pneumatic tool, brewers', water, garden, suction, acid and coke hose, dredging sleeves, coverings for hose, chemical hose, fire hose, hose fittings, packing, tubing, gaskets, rubber covered rolls, and many other lines. It is well illustrated and very attractive in appearance. The cover is embossed and printed in three colors.

LESSON XVII.—SHOW CARD WRITING.

(Concluded from page 43)

mauve is added to the background. Experience is a good teacher—try it.

An Odd Touch.

An effect seldom used, but very effective, is the one shown in the Easter card.

The lettering is made first, then by the aid of a mechanical device known as a ruling pen, the lines of white or any other light shade may be made across the face of the letter. Fasten the card firmly on a drawing board with thumb tacks at the angle desired, and by the aid of the T-square, which is held firmly by the left hand against the edge of the board, making parallel lines at intervals, giving a broken or gray effect.

This is the first introduction in the course of the drawing boards and thumb tacks and ruling pen, and except for such work as the above mentioned they are seldom used, and these are substitutes, thus avoiding the necessity of buying them, although thumb tacks are inexpensive and obtainable at all book stores.

In the Easter card shown the decorations are pasted on and colored with transparent water colors.

For further information re pens, outfits, etc., write to the editor, The Canadian Grocer, 143 University Avenue, Toronto.

Forest, Ont.—Albert Bell, who has been with the Arcade Hardware for the past five years, has severed his connection and gone to Brigden to take charge of Armstrong's hardware store.

Current News of Hardware Trade

Moves to Montreal.

Montreal.—Arthur D. Brown, who was some time ago appointed sales manager for A. Ramsay & Son, moved last week from his old headquarters in Toronto to Montreal.

Store Wall Gave Way.

One of the walls of Philbin & Co.'s store, Montreal, gave way this week, it having been weakened by the tearing down of the wall next door. Little damage was done to the inside of the store.

Fire at Varnish Works.

Toronto, Ont.—A spectacular blaze occurred at Harland & Sons' varnish works, at Eastern Avenue and McGee Streets, yesterday afternoon, when an oil shed in rear of the premises suddenly took fire from spontaneous combustion. The fire brigade had a hard job to confine the blaze to the shed, which was burnt completely to the ground. Damage estimated at $600 was done.

Geo. W. Brown Injured.

St. Thomas, June 24. — George W. Brown, hardware merchant of this city, and Mrs. Brown were injured Sunday afternoon when their horse ran away near Yarmouth Centre, as Mr. Brown was in the act of putting on the bridle. Mr. Brown was knocked down and run over, and Mrs. Brown was thrown out of the buggy and dragged some distance. Neither was seriously hurt, but it will be some time before Mrs. Brown can be moved to her home.

Meeting of Creditors.

Toronto, Ont.—A meeting of the creditors of the Independent Glass Producers, Ltd., was held at the offices of Jenkins & Hardy, Toronto Street. The appointment of James Hardy as assignee was confirmed. The statement showed assets of $170,565.54, consisting of real estate, buildings, accounts receivable and stock in trade, with liabilities (without taking into account the capital stock of the company)), of $95,087.30, and indirect liabilities $10,521.86. The business will be wound up.

Store Was Flooded.

Toronto, Ont. — Somewhere between the hours of Saturday evening and Monday morning the faucets of a large automatic water-tower on the fifth floor of Aikenhead's hardware establishment, Temperance street, became unloosed and the water stored up there as an emergency against fire began to pour forth in slow steady streams. All day yesterday it is believed the flood continued, and the waters sweeping the ceiling splashed from floor to floor until the whole western wall laden with merchandise was saturated.

Hardwaremen Elected.

St. John, N. B.—Two local hardware dealers have been honored in the provincial elections conducted here this



Hon. John E. Wilson, M.P.P.

week in being chosen to represent the city at Fredericton in the local legislature, with the title of M.P.P. They are Philip Grannan, of Main Street, North End, and John E. Wilson, of Sydney Street. Both are representative citizens, who have always taken an active interest in public questions, and the magnificent vote they polled is evidence of their recognized worth. Mr. Grannan, while last man of the four out of eight elected, polled a splendid vote, having a large majority numbering several



Philip Grannan, M.P.P.

hundred, over his nearest competitor, while Mr. Wilson led the ticket by a handsome majority. He was recently distinguished by the Government by being made a member of the executive without portfolio, and is now the Hon. John E. Wilson, M.P.P.

New Retail Firms.

Wilcox, Sask.—H. Cox is starting in the tinsmithing business here.

Leask, Sask.—A handsome store has been started here by R. & A. E. Mansell.

Saskatoon. Sask.—The Canada Plumbing Co., have started in business here.

Calgary, Alta.—Williamson & Turnbull are starting in the tinsmithing business here.

Edmonton, Alta.—McArthur & Perry, heating and sanitary engineers, have commenced business here.

Business Changes.

Rapid City, Man.—R. Forrester, hardware dealer, has removed to Lockwood.

Wawanesa, Man.—Couking & Co., hardware dealers, have been succeeded by W. S. Peters.

Pennant, Sask.—B. M. Hill, hardware dealer, has been succeeded by Honey Bros.

Medicine Hat, Alta. — W. Emson, hardware dealer, has sold his property at Moose Jaw and is opening in business here at the corner of South Railway Street and Columbia Ave.

North Edmonton, Alta.—Wilson & Co. have taken over the hardware and furniture business of How Bros.

Elmvale.—Geo. E. Roe has purchased the hardware business of J. L. Thompson. A new stock is being secured.

Kamloops, B. C.—Frank Rushton is retiring from business and is clearing out his entire stock.

Blaine Lake, Sask.—M. S. Stephens has sold his hardware and implement business to R. W. Pozer.

Pennant, Sask.—B. M. Hill, hardware dealer, has been succeeded by Honey Bros.

Delisle, Sask. — Delisle Bros., hardware and implement dealers, have sold their Netherhill branch to H. R. Johnston.

Ridpath, Sask. — J. W. Hagyard & Son, hardware dealers, have been succeeded by J. R. Watson.

Personal Notes.

Ottawa, Ont.—A. Newlander, of the Capital Hardware Co., Bank Street, has gone on a trip to the old country. He will visit his native town in Germany.

C. C. Ballantyne, vice president of the Sherwin-Williams Paint Co., of Canada, sailed last Friday for England, where he will spend several weeks.

P. Pritzker is leaving on a six months' trip to the Coast in the interests of the National Electric Heating Co., Toronto. Mr. Pritzker will call at all the principal places throughout the West.

Montreal.—R. W. Ellery of the Ellery Twist Drill Co., Portsmouth, N. H., visited the Montreal trade during the week.

Weekly Market Report --- Metals

METAL NOTES

Lead sheets have been advanced in price. The scarcity in lead has been relieved somewhat this week.

Further advances in copper are predicted.

A brisk tone all around is noted.

MONTREAL.

Montreal, June 27.—It is a strange week which does not see some changes on the metal market. Certainly of late there has been no reason to complain of monotony. Locally the metals do not rise and fall with quite as great frequency as on the primary market, but still changes come quite fast enough to suit the majority of buyers.

This week the only movement which will affect the moderate sized buyers is that of lead. The pig, which fell for a day or two, has more than recovered what was lost. Indeed, the metal is at a new high level. It has not been found necessary to advance the local quotations for the pig, but sheets have been raised 25 cents a cwt.

Copper, too, continues high. There seems nothing to look for but a higher market.

Husbanding Supplies.

Tin presents a somewhat peculiar position. The market is rising. Manufacturers are known not to have tremendous supplies, yet they are not buying largely. It would seem they are husbanding their supplies hoping for a better market.

Stocks are in better shape than they have been for some time, and here is cause for great rejoicing. Lead, which has been the scarce metal, is more plentiful now. Some shipments have reached Canada, and while much of this supply was immediately shipped to the buyers, yet some remained to meet the regular daily demand.

Iron presents a somewhat peculiar situation, both as regards stock and price. On the primary market it has been advancing. Indeed, it is higher now than it has been for a long time. So rapidly did it rise that some Canadian buyers, who had secured supplies at a good price, determined to sell these to the British steel mills rather than bring them out to Montreal. They could make more by taking advantage of the English rise than by bringing the iron across to the Dominion.

Advance in Lead Sheets.

Lead.—The changes here reported locally are:—

Sheets, 2½ pounds per square foot, $5.50; an advance of 25 cents.

Sheets, 3 to 6 pounds per square foot, $5.75; an advance of 25 cents.

Since the pig has advanced so rapidly on the primary market to-day, it would seem that a higher level for this is quite likely to be made locally within a fortnight.

Spelter—This metal is high now. It was quoted $6.75, East St. Louis, to exceedingly large buyers, but some of these, when they came to order, found that they had to pay $7. This market, too, seems to be tending upwards.

Strike Makes Little Stir.

Tin.—The metal is peculiar. The strike in London has not made the difference which might have been expected. Tin has dropped even in face of the difficulty in securing shipments. Of late it has risen again, but the future is a little uncertain. East Indian supplies are now being sent to Continental ports, instead of to London. The shipments will, therefore, reach this continent all right after a little time. It is the immediate supplies which are difficult to secure.

TORONTO.

Toronto, June 27.—The metal situation presents some points of undoubted interest. The upward trend has been maintained for the most part, and there appears to be every reason to believe that this condition will be maintained. Quite a few buyers are showing inclination to hold off, presumably in the belief that lower prices will be reached after a while. They are buying in very small quantities and getting along from hand to mouth.

Despite this tendency, the volume of trade continues exceptionally active. The consumption in some metals is described as "enormous" by one man. The industrial activity has resulted in a general demand for all metals and, as the need is imperative, most buyers accept the prevailing quotations without demur.

Tin—The situation in tin is a little easier. The price has not changed, being still at 50 cents, but the London market has weakened a little. It is not thought here that the permanent position of the metal has been weakened by recent developments, which are accepted as temporary fluctuations. Demand for tin is good. Regarding tin, the American Metal Market says:—

"The foreign market continues entirely a strike market, varying with the forced purchases of dealers who have been unable to land their tin, and it would seem useless to try to forecast what the immediate future will develop. That the largest port in the world should have been tied up with a strike so long seems perfectly remarkable. The mail advices that reached us dated June 14th, report that at that time there were nearly 3,000 tons of tin in vessels at London docks that could not be unloaded, and about 500 tons in warehouse, and latest cable advices give no indications that the strike is any nearer being settled."

More Lead in Sight.

Lead—Greater strength has been shown in lead. Sheets have been advanced 25 cents a cwt., and further advances may come shortly. The scarcity has been relieved somewhat, although stocks here are still very small.

Copper to Advance.

Copper—It is predicted that copper will advance again shortly. Certainly the demand is very heavy and stocks are none too good. It is interesting to note a report on the London market which states that, "The statistical situation and outlook could hardly be better, but the technical position of our market is one of some danger, because everybody seems to be committed on the 'bull' side, and there is an absolute absence of a 'bear' account. If, therefore, any unexpected bad feature arose, we might see a very sharp fall in prices, as there would be no buyers and all sellers. This position will doubtless be taken advantage of at a suitable moment by interested parties." There is no speculative interest here. The advance in copper has been due to the gains in consumption over production.

Spelter—More interest is being shown in spelter. Business has been brisker, and there is some talk of impending advances.

WINNIPEG.

Winnipeg, June 24.—A general advance of all products in which lead is a factor is to be recorded this week. Shot, solder, white lead and pig lead have all gone up. Shortage of stocks at the centres of production are given as the reason of this steady advance in lead. There is no change in the sheet metal situation here and the trade is hampered by the difficulty of securing a sufficiency of raw material.

Bridge and ironworks are very busy locally meeting the extraordinary Western demand for structural material both for steel frame and reinforced concrete buildings. Reinforced concrete is evidently growing in favor among builders of large edifices for business purposes.

Weekly Market Report --- Hardware

DEMAND IMPROVES

The warm weather has brought a marked improvement in the demand for hardware. Business is brisk in all lines, farm tools coming to the front.

An advance of 5 per cent. has been made on brass and bronze lock sets and hardware.

MONTREAL.

Montreal, June 27.—Here,as in almost all other lines, the change from the cold damp weather to warm summer days has brought about a revival of business. Lines which have lain quiet are now moving well, and for goods which have been selling in spite of the weather there has now come an increased demand beause of it.

Prices are still creating interest—not that there have been any changes, but that some of these are expected. Builders' hardware—which has for some time been manufactured at greater cost than usual, owing to the high cost of copper—is still said to be on the point of rising. Such an advance has not yet been reported here, but it may come. The continued rise of copper would make this seem likely.

Preserving Season Coming.

Household Goods.—For these the demand has been good, and good it continues. Not only are general kitchen utensils now selling, but the dealers are laying in stocks of preserving kettles—which will shortly be needed now. A fortnight more and the sale of strawberries for preserving will be on. Then will be the time for the dealers to make the profit that there is from these goods.

Seasonable Goods.—While lawn mowers have been selling well, owing to the fine lawns which the rainy weather has brought along, there was a remarkable slowness with regard to the sale of hose and sprinklers. The warm weather of the past few days has, however, brought a great change. Lawns will suffer now if they are not watered, and hose, sprinklers, and watering cans will sell rapidly.

Heavy Hardware. — There is more talk of a further advance in iron pipe and bar iron. This rise might come any day.

Big Trade in Builders' Hardware.

Builders' Hardware.—Outside of the expected advance in price the interest in this class of goods is the heavy ordering. The rush of building has created a great demand. Contractors are buying largely, and there is a tremendous amount of what might be called smaller ordering, householders buying a few fittings for the improvement of their home. This business, coming to the hardwaremen so early, has been responsible for many supplementary orders reaching the jobbers and the manufacturers.

Sporting Goods.—Your real enthusiast is going to play his favorite game whatever the weather. Nevertheless the coming of good weather does bring with it an increased demand. Hot days like the present make people more anxious to make that long-talked of fishing expedition. They will, therefore, buy the rod and tackle necessary. Tennis and golf are growing in popularity with the grass. New rackets and clubs are being purchased—and balls without number. The same is true of baseball. The game has been played, it is true, but this kind of weather makes people think that they will not do with their old equipment after all, but will buy the new glove or mask for which they have longed.

TORONTO.

Toronto, June 27.—The situation here reflects a splendid degree of activity. The market has been active right along, despite the handicap of bad weather, but now that warm weather seems to have arrived at last, business shows marked improvement.

The fly in the ointment is the transportation congestion which is still hampering the wholesaler. It is hard to get supplies in and harder still to get orders out. Shortages have developed off and on this season in certain lines, but the fault has been, not with the manufacturer, but with the railroads. The manufacturers have kept well abreast of the demand, but slackness in delivery has caused the trouble. One jobber states that a consignment of goods billed for Toronto, which left an American centre on May 13, has not yet been received. This is not an isolated case by any means.

Seasonable Goods—The demand has fallen off somewhat, as the retailers are now pretty well stocked. Although repeat orders have not started to come in yet to any extent, this has been a great year for screen doors. Sales have exceeded other years very considerably. It has also been a great year for lawn mowers. The wet weather has made the grass grow, and mowers have been very much in demand. To counteract this, however, it has not been a good year for hose, the wet weather being again the reason.

Household Goods—The demand is now setting strongly toward preserving kettles and saucepans. There is still a big demand for refrigerators and ice cream freezers. Goods for camping purposes are also very much in demand.

Farm Tools the Feature.

Farm Tools—The big feature of trade this week has been the call for farm tools of all descriptions. Hay rakes, forks, etc., have been bulking largely in the orders. There has also been a big call for dairy products, such as cream separators, strainers and milk parts. The harvest tool trade will continue strong until the late summer.

Brass Ware Up.

Builders' Hardware—An advance of 5 per cent. on brass and bronze lock sets and hardware has been announced. This has been expected for some time, as the cost of raw material has been very much higher this year.

The demand for builders' hardware is growing all the time. In view of the wide scope of building operations, it is confidently asserted that the demand will break all records this year.

Heavy Hardware—There is a good demand in all lines with prices firm. Supplies are said to be quite sufficient.

Sporting Goods—The demand is large in all lines of sporting goods. The bad weather up to date has interfered somewhat with the sale of canoes, paddles and such goods. It has caused the tennis players to hold back, and has resulted in a real loss in the trade in golf, tennis, and baseball balls.

WINNIPEG.

Winnipeg, June 24.—The demand for builders' hardware still continues brisk both in Winnipeg and Western cities and towns, and the volume of building permits is steadily growing, permits issued in Winnipeg are near the eleven million mark.

Exceptionally hot weather during the past week has given a fresh impetus to camp outfits and gas and oil cooking apparatus. There is also a fair movement in summer sporting goods.

Farmers are now buying all supplies needed for the season's improvements in building, fencing and so on, and country dealers will plan extensive orders along these lines during the next two weeks unless there should be a radical change in crop conditions which at present are most satisfactory. Rain would, however, be welcome at once and serious injury would result from its long absence.

Stoves, Furnaces and Accessories

A Satisfactory Arrangement of Stove Stock

Dealer in Ontario Town Has Bulk of Stock on Upper Floor, But Keeps a Few Samples on Main Floor at Rear—This Arrangement Combines Advantages of Other Plans and Does Away With Objections.

The question of the proper location of the stove department in the hardware store has often been debated. There has been a tendency of late years to put the stoves on the floor above the main store, and dealers report that the results have been quite satisfactory. They state that they have found it possible for the first time to display the stock properly. The burden of salesmanship has been lightened by the fact that the stock is isolated, and it is possible to talk to the customer freely and to demonstrate the goods without interruption.

Others claim that there is one serious disadvantage. The stock is not in sight and sales are lost on that account. "Have the stoves in full view on the ground floor, and you will have a chance to canvass five customers to every three who will climb to the next floor," states one dealer.

A hardwareman in a middling sized Ontario town has hit upon an arrangement which, he believes, combines the advantages of both plans, and does away with the objections. The way he has arranged his stock is shown in the accompanying illustration.

At the rear of the store the floor is raised. To the left on the raised area is the office, to the right is the stairway leading to the floor above. Between is a space of about 16 feet, which he has used to display some five of his most attractive stoves. The rear section of the next floor—the space adjoining the head of the stairs—is the stove department proper and there the bulk of the stock is kept. The dealer in question explains his arrangement in a letter to Hardware and Metal as follows:

"When people come into the store, they cannot help but see the stoves which are placed immediately to the front of the raised part of the store. If they are interested in stoves, they immediately repair to that part of the establishment. This partial display of stock is quite as effective, we believe, as keeping the whole stock on the main floor. It advertises the fact that we handle the stoves. Now for the 'exclusive' advantages of this plan.

"We always take a stove customer and show them these lines first. But, as every stove salesman knows, you can be more sure of your sale if you can get the customer away to a quiet part of the store where it is possible to look over the stock and discuss the matter at length and without interruption or restraint. That is where the advantage of the upper floor department comes in. After a brief inspection of the main floor stock, we invariably inform the customer that our main stock is upstairs, and invite them to pay a visit



Plan showing the arrangement of stove stock which Ontario dealer has adopted.

of inspection. The stairs are only a few feet away—it is not even necessary to step off the raised floor—and in practically every case the customer goes along. The view of the complete stock above is most convincing and, when a sale is lost, it is due to that fact that the customer is not yet quite ready to buy or to lack of persuasive power on the part of the salesman.

"On the upper floor we have plenty of space and can show a more complete assortment than would be possible on the main floor, no matter how capacious the establishment might be. Every line that we handle is shown. Further than that, we have enough space to show the stock right. Each stove and range is so placed that it is possible to walk around it and inspect it from every angle. It is possible to keep them free from obstruction, and, being off the main floor, it is much easier to keep them bright and dustless. The stoves show to much better advantage.

"I really believe that we make at least 25 per cent. more sales than we would if the department were on the main floor. Our business has increased since we put this arrangement into effect.

"Finally, the presence of the hoist at the rear of the store does away with any difficulty in handling the stock. Stoves can be changed from one floor to the other in a few minutes, and without much effort.

A Good Arrangement.

This arrangement has undoubtedly many good points, and is worth consideration. It is, in a sense, a compromise between the use of either floor exclusively, and it does away with the disadvantages which attach to the exclusive use of either floor.

FEATURING FISHING TACKLE.

New Liskeard. — "Taylor's News" which is published "every once in a while" by the Geo. Taylor Hardware Co., contains the following reference to the stock of fishing tackle that they carry.

"The expressman has just dumped another big parcel of all kinds of fishing tackle into our store. We have found in the parcel a lot of specialties—in the fishing line—that should appeal to all kinds of anglers. These goods are the kind continually in demand among the good fishermen who do real fishing and therefore they should appeal to you. Don't forget that the bass season is on the very verge of opening. Get out early and make a good catch. Our line of tackle will help you to catch the limit. We've studied this question, because we too, profess to be fishermen of no mean class, and consequently we feel confident in recommending the lines we sell.

"If you are going to do any brook trout fishing we have a bait carrier that will save you a lot of trouble. It's small, and convenient; will hold water and pins to the belt. It's easy to carry and will save a lot of extra walking for bait. What's more, they only cost 25c. Get one.

Weekly Market Report---Stoves

STOVE MARKET BRISK.

The stove market is quite brisk for this time of year. Immediate demand is very heavy and some manufacturers think that the inauguration of the fall rush will find stocks higher than desirable. This, however, is largely conjectural at this stage.

Booking for the fall is reported to be good.

MONTREAL.

Montreal, June 27.—At last summer has come. The warm weather has already done something to create a more seasonable demand(but there has been trade lost which is not likely to be regained. The season's business is not behind that of 1911. In truth it is ahead, but not so much ahead as would have been, had the weather proved more favorable.

A strange demand has been felt for refrigerators. This indeed is the one line which the weather does not seem to have affected, and it is the line which one would naturally have thought would be the most harmed. Generally large refrigerator sales are reported; one concern stating that the sales to date this summer are more than fifty per cent. in advance of those made all last year.

Just why this should be is not easily understood. Last June it was practically impossible to get along without a refrigerator. The early weeks of this June, on the other hand, were quite cool, yet they saw a greater demand than was noticed in the same period last year. The general desire of the people to have more comfort undoubtedly has something to do with this demand; but there is another thing which must be considered. The total demand for refrigerators this year, may not be so much in excess of the demand felt last year as would at first appear. Perhaps the demand has just been shifted—some who met part of this last year, being practically out of business now.

The manufacturers, at the first of the season, determined not to make some of the cheaper lines. So, when agents who in the past have sold cheap refrigerators largely, wrote asking a repetition of their previous year's order the manufacturers refused to fill these, quoting a higher price at which they would sell the refrigerators. The agents apparently thought this was by way of being a bluff. They held off, then sent their order again; but again were told to pay a higher price to get the goods.

Generally business is fair, and showing a tendency to improve. Especially has there been a growth in the demand for corrugated iron for roofing. Those supplying this line have been hard put to it to fill orders.

Summer Goods. — Ice cream freezers have already begun to move faster. This weather was what they needed. The same is true of watering pots. There have been more of these sold in the last few days than in any week to date. It would seem the call for this class of goods will continue.

Gas Stoves.—A steady demand is continuing. This is rather an off season, the early demand being satisfied and the new houses not being yet completed, still orders show a good call.

Record Season Expected.

Ranges and Furnaces. — Ranges are being sold to the dealers who are preparing for the heavy demand which will come in August. Furnaces are going to the contractors. The number that these are needing so early in the season is surprising. It begins to appear that there may be difficulty in filling orders at a later date.

Indications also are that the call for radiators will be greater even than it was last year, and last year broke the record.

TORONTO.

Toronto, June 27.—Stove manufacturers are pleased with the turn in the weather. It has meant more business for them. The dealers could not realize that the fall was coming until the summer had really arrived. Now that the warm weather has arrived, the hardwareman will begin to look forward to the next season. And that means he will begin to order his fall stock of stoves.

Many have already done so. Some manufacturers state that the amount of booking for fall already done is well in excess of past years; others state that it is at least good. All agree that in some lines, furnaces, for instance, the booking has been very much heavier.

Immediate shipments show an even more pronounced improvement over last year. "We are not getting stocked up to meet the fall trade as well as we should," states one manufacturer. "In fact, we hardly seem to be able to gain at all. The stoves are shipped out almost as soon as they are made."

This is a phase of the situation worth considering. If all manufacturers are finding the present demand equally heavy, it is certain that the fall rush will find stocks lower than is usual or safe. It is, of course, purely conjectural as yet but some of the manufacturers are anticipating that they will have a brisk time filling their orders when the fall business starts.

Demand Revived.

Gas Stoves.—There had been some falling in the demand for gas stoves noted in the past two weeks, but the warmer weather has brought the trade along again with a rush. People who had been leaving off their purchases until the last possible moment are now eager to buy and the hardwaremen are finding the demand to be very heavy. As a result, sorting orders—all for immediate delivery—are reaching the manufacturers. The gas stove trade has broken all records this year with a thoroughness which leaves no doubt as to the permanence of the demand.

Oil Stoves.—There is a large demand still for oil stoves. The trade is well distributed.

A Steady Business.

Ranges.—The cold range sells steadily, if not spectacularly. The manufacturers report that they are securing orders right along for small quantities— one, two, or three, seldom more in any one order. The orders come from all sections.

Big Interest in Furnaces.

Furnaces.— Considerable interest is being shown in furnaces. There is more work in sight than ever before this year and the furnacemen are sure of a busy fall. As a result, they are starting to place their orders well in advance and, in many instances, are starting work earlier than usual in order to get as much out of the way as possible before the fall rush starts. A record demand for furnaces is anticipated.

WINNIPEG.

Winnipeg, June 24.—The extremely hot weather of the past few days has stimulated sales of gas and oil cook stoves which were quiet for a couple of weeks previously. All who have the means will now spend week ends out of the city and those who heretofore delayed about furnishing are now on the rush to get furnishings for kitchens and outdoor cooking.

Business in kitchen ranges and heaters is slow as might be expected, but there is already a good enquiry for more extensive heating plant, hot air, steam and hot water. This enquiry spells good demand when the building season is a little further advanced.

Methods of Retailing Paints and Varnishes

Continuous Campaigns Most Successful

Hardwaremen Should Feature Paint From Early Spring to Late Fall—The Systematic Methods of Peart Bros., Regina —One Window Given Over Entirely to Paint—Displays are Changed Every Fortnight.

The importance of featuring paint right through the summer months cannot be overestimated.

From early spring to late fall, there is a consistent demand for paint and all specialties pertaining thereto. Some are inclined to think that, after the spring rush is over, the paint trade is "all in" for the rest of the year. This idea is quite erroneous. The demand continues strong through the summer and is revived most vigorously in the fall. In fact, the fall is being recognized as the best time of the year for painting in many respects. Climatic conditions are then well nigh perfect.

It follows that the dealer who desires to make the most of this steady demand must continue to feature paint. He must see to it that customers are steadily and continuously impressed with the fact that his store carries a full stock and is the place of all places for the purchase of paint. To do this, he will find it necessary to keep his stock pretty well to the front of the store, and to have it well assorted and attractively arranged. A certain amount of advertising will be necessary and a great deal of window display work will be indispensable.

Have a Schedule.

Window displays of paint products should be arranged at regular intervals. The best plan to pursue is to have a schedule, arranging the times at which the different lines are to be featured in window displays.

One Window for Paint.

One of the best arrangements possible is that followed by the Peart Bros. Hardware Co., Regina. Their store has four display windows, and during the summer season one of these is set aside for the display of paints exclusively. Thus the stock is kept in the public eye continuously. The results have fully justified the measure.

Peart Bros. believe in arranging their paint displays on a systematic basis. The window is changed every fortnight and, as far as possible, each display is arranged on an original plan, so that it will be distinctly different from all which went before. This insures a large degree of attention. Sameness in the displays would become monotonous and the interest of the public would soon wane.

As far as possible, each display is made up of one line. First, house paint will be featured; then varnish stain, then barn paint, and so on. They believe that it pays to make each display exclusively of one line, as it is then possible to show a complete assortment.

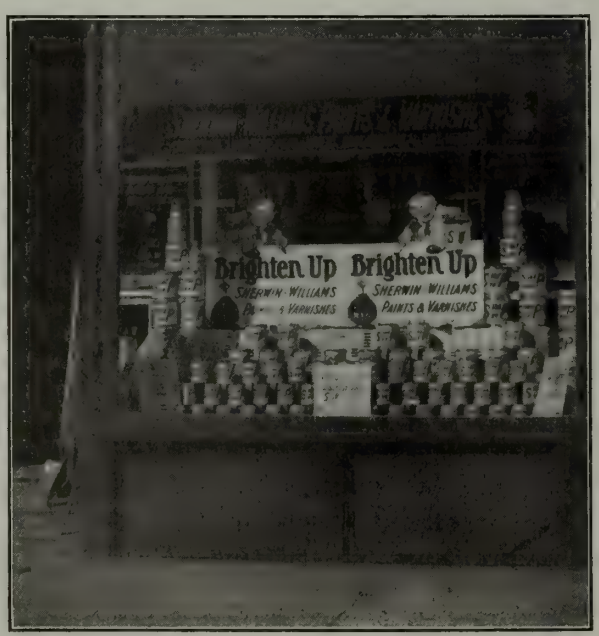
An Effective Window.

The accompanying illustration is of a recent display in Peart Bros. store. The lay-out was quite simple. A stand of two steps was utilized. The floor of the window was filled with quart cans, the first step with half-gallon cans and the second step with gallon cans. The background was covered with lithographs and hangers. The general effect was good, and considerable business resulted from this display.

Advertise Well.

Peart Bros. believe in pushing the sale of ready prepared paints most thoroughly. They devote considerable space to advertising their stocks, and have worked up a big connection in various ways.

The systematic methods of the firm in question might well be emulated by



A CONTINUOUS WINDOW CAMPAIGN

In the article above, mention is made of the continuous campaign conducted by the Peart Bros. Co., of Regina, to quicken the sale of paint. During the active season, which means from early spring to late fall, one of the four display windows in their store is set aside for paint. The trims are changed every two weeks and, as far as possible, each display is made an exclusive one. Only one line of paint is shown—house paint the first time, carriage paint next, and so on. A system of this kind is found to yield results.

The accompanying illustration is typical of the displays which appear in the windows of Peart Bros. store. The arrangement is simple, but striking, and possesses a high degree of selling force.

System is Needed.

other dealers. It is by such methods that the best results are obtained.

Many dealers dress their store windows with paint stock, but make the mistake of leaving the display in too long. Goods in a store window soon become dusty. A display which is left in more than two weeks begins to present an appearance which can best be described as antiquated. Passers-by do not waste any time on such windows.

Regular Rotation.

Other dealers still, do not use their goods for window display purposes in regular rotation. Thus, some lines get more than their share of attention, and others get none at all. Paint is generally in the latter class. The writer was talking to a hardwareman the other day who confessed that he had not put paints in his windows this season. "There are so many other lines to feature," he explained, "and I guess I never thought of paint." His sales had been "fair," he said. He was lucky that he was able to say that.

Continued and systematic attention to the featuring of the paint stock, beginning in early spring and not ending until late fall, is required if the hardwareman desires to get the best profits possible out of his paint department.

Spraying Would Have Saved Apple Crop

Caterpillars Have Ravaged Orchards Which Were Not Treated and Have Left Those Which Were Cared for Unharmed—Hardwaremen Must Arouse Farmers to the Need of Spraying.

The destruction done by caterpillars in certain parts of the Dominion this year has been tremendous. In Quebec it is said that the apple crop has been almost ruined. The juicy Fameuse, which has made the old province famous, is to be scarce; and all because proper precautions were not taken to guard against the pests which this year more than any other have attacked the orchards.

It is too late to do much against these pests now. The caterpillars, it is said, have done their work, and are leaving the upper branches of the trees to form cocoons on the tree trunks. Nothing can be done to remedy the damage; but something can be done to guard against similar damage next year.

In the first place, cocoons may be destroyed, so that the caterpillar's reproduction will be curtailed. But, perhaps, even more good may be done, as far as the hardwareman is concerned at least, by considering just what has happened, and by preparing to induce the farmers to guard against any return of such a state of affairs. Now is the time information is being brought out regarding this plague. Now, therefore, is the time for the hardwaremen to note what is said; to note the declaration of the scientists that spraying saves the trees; and prepare to build up a large trade in insecticide for next year. The farmers are vitally interested in this question. They will be interested to hear any new information which their hardware dealer may be able to give them. If he shows them he has some knowledge of their needs they will buy their supplies from him.

The following extract from a Montreal paper dealing with this subject is worthy of careful consideration: Wherever modern spraying methods have not been practised the orchards have suffered severely, while many of them have been as completely denuded of leaves as though a fire had gone through them. This, it is stated by experts, while it may not cause permanent damage to the trees, will almost certainly greatly reduce the crop, while the upsetting of ordinary leaving conditions, and the extra demands on the trees to turn out a fresh supply of leaves after the caterpillars have finished their work will probably seriously affect next season's crop. The caterpillars have now, it is said by scientists, nearly finished their destructive feeding, and are gradually working down the tree trunks, when they will in a few weeks develop into moths.

Of still greater importance, as showing the value of spraying, is the statement of a man skilled in fruit growing:

One Orchard Healthy, Another Sick.

"Never before," said Peter Reid, secretary of the Pomological and Fruit Growing Society of the province of Quebec, "has the value of scientific spraying been shown as this year. If the provincial demonstration orchards conducted under this society's auspices, had never yet shown the absolute profit of spraying they have demonstrated it now to a certainty.

"There are five orchards of two acres each of which has been established for demonstration purposes by the Provincial Government, and these are under the supervision of our society, with the work being done by experts. On all of these the regular course of spraying has been carried out this spring. On none of these orchards has so much as a leaf been lost through the plague of caterpillars. And at the same time orchards immediately adjoining them have scarcely a leaf left.

"I recently visited the demonstration orchard at Abbotsford, and also the large orchard of Mr. C. P. Byers, president of the Abbotsford Co-Operative Fruit Growers, who is working his orchard on the principles laid down by our society, and it was a real pleasure to drive through it. In no part of the orchard could the work of the caterpillars be observed, and the trees were in the best of health. Other orchards in the same vicinity looked as though a fire had passed through them and scorched every leaf off."

Must Arouse Farmers.

"If these sprayings had been generally used," said Mr. Reid, "not only would the present plague of caterpillars have been averted, but a much more serious result on the apple crop of the province would have been avoided."

There is no real difference in opinion. One and all agree that spraying saves the crops. Many farmers have realized this and have bought the mixtures which are now to be secured so readily. But some there are who are slow to take action. They do not seem awake to the damage these pests do. They need stirring up. Even after the terrible example of this year they will yet need stirring up. That is what the Hardwareman must prepare to do. That is what he must keep continually before him. He must arouse the farmers so that next year they will buy insecticides early and will take steps to protect their trees.

NEXT WEEK'S FEATURES.

Next week's issue of Hardware and Metal will contain an article on sporting goods, illustrated by a picture of a unique sporting goods display in a British Columbia store. "Swat the Fly" will be the theme of another article. This issue will be one of particular interest. Watch for it.

WILL MAKE NAILS NOW.

Mr. J. H. Plummer announced recently that the Dominion Steel Corporation will be ready in a few days to start the manufacture of nails. By putting the wire rods through this finishing process the task of competing with duty-free wire rods from the United States is overcome, as nails come under the protection of the present tariff.

Paint and the City Beautiful Movement

The Best Results Could be Obtained if Civic Committees Would Educate the Public to Exercise the Lawn Mower, Wield the Rake and Replenish the Paint Can—The Holding of Paint Weeks Advocated.

Every place now has its "city beautiful" movement.

It began, as far as can be traced, about fifteen years ago. People had always appreciated the fact that tumbledown fence corners, unkempt lawns and delapidated houses seriously marred the general appearance. It did not appeal to them, however, that any way could be found to improve matters. All attempts at civic beautification took the form of erecting monuments and laying out parks.

Then the thought began to take shape in the minds of certain progressive persons that the way to beautify a city or town was not to lay out a square here and there and put thousands of dollars into bronze statues for a few street corners, so much as to raise the standard of the whole city. They concluded that pretty homes, well laid down streets and neat boulevards were the only features which could make a city beautiful.

From this thought the impression developed that the appearance of a place depended upon the individual efforts of the citizens rather than upon the liberal expenditures of the city fathers. A new sense of responsibility began to spring up. Men realized that they owed it to their neighbors and to the city as well as to themselves to keep their lawns well trimmed and their homes spick and span generally. Civic pride spurred on the procrastinating householder to exercise the lawnmower, wield the rake and replenish the paint can.

The result was an improvement in most cities. Committees were formed, composed for the most part of ladies, with the avowed purpose of furthering the work. Elaborate campaigns were launched. Prizes were offered for the best kept properties. The newspapers took up the cry and stridently urged on all and sundry the necessity of subscribing their best efforts to the work.

Only a Beginning.

Nevertheless, the movement has not passed the swaddling clothes stage. Even in the cities where the agitation has been most persistent and the results most striking, it is plainly apparent that only a beginning has been made. No chain is stronger than its weakest link and no city can really claim the title of "beautiful" until all the unsightly features have been eliminated.

Some of the bad features.

There are so many unsightly features which can be found in any city that it would take a long time to enumerate them all. There is one drawback with which it is desired particularly to deal, viz., the small use made of paint. Walk along any city street, no matter how exclusive and aristocratic, and note the houses. Nine out of ten will show the need of paint. A great many will present that weather-beaten, washed-out appearance which bespeaks years of neglect. Contrast the appearance of the majority of them with the few houses scattered here and there which have been blessed with a new coat of paint. The newly painted house looks bright, new, attractive. It stands out from the rest like a bright colored canary in a flock of sad-feathered swallows. Just imagine a whole street with newly applied paint; then imagine a city made up of just such streets. Surely, the culmination of the city beautiful movement would be reached.

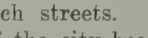
Of course, the possibilities of paint as an agent of beautification do not stop there. While the front fence has become more or less a thing of the past, there are quite a few to be found. In the course of an hour's walk, you may run across half a dozen fences of the old-fashioned kind. It is doubtful if any of them will be in good condition, and paint will be chiefly conspicuous by its absence. The effect of this is bad enough to offset all that the neighbors may be doing for the improvement of their lawns and boulevards. One blot on the landscape in the shape of a tumbledown, lackpaint fence will destroy the whole effect.

The modern fence, the low, iron variety, is creeping into favor very rapidly. People who have well-kept lawns put up iron fences to protect them; and then forget to paint the fence. As a certain philosopher of the vernacular puts it: "Wot's the use?" The good appearance of the lawn is counteracted by the unkempt look of the fence. Paint is the solution, the one sure, cheap remedy for such incongruities.

All of which goes to show that paint is the strongest ally that the advocates of the beautiful movement have. If they would start a paint campaign, they would soon have tangible results to show for their labors. A paint propaganda prosecuted for a month in any reasonably prosperous community would cause the whole place to blossom out in colors as gay as the face of Nature in springtime. The old town wouldn't know itself. And the good work would not stop there. The brightness acquired by wholesale painting would get men fitted with the desire for attractive homes. They would take a renewed interest in the lawn and would prefer pushing the lawn mower up and down to discussing the big league averages with the man next door. The movement would spread. It might even reach the most unreachable of all, the small boy, and teach him to stop cutting the corners of lawns, whittling his initials on fence posts and running through hedges. It might, we say. No rash predictions are made in regard to the small boy.

Hold Paint Week.

It would be a good thing for every municipality if a paint week were held each year. The setting aside of one week when all property owners who possessed the spark of civic patriotism would be expected to hie themselves to the hardware store and purchase paint, would be a step in the right direction.



AN ADVANCE MADE.

Cleveland, O., June 27. — The Iron Trade Review to-day will say:

Effective June 26, the leading interest announced an advance in plates, shapes and bars of $1 a ton, and a large independent producer announces that he will make a similar advance on July 1. As a result, consumers have been hurrying to cover their requirements through the fourth quarter, and in some instances, requests have been made to accept tonnage into next year. The mills, however, are not inclined to book so far into the future and none of these contracts were accepted. That the spring buying movement developed as the result of the urgent needs of consumers for material, and was not the result of the low prices then prevailing, is indicated by these advances and the heavy specifications that are being received for all products. In the East, an order has been booked for 3,500 tons of plates on the basis of $1.30, Pittsburgh. Deliveries are deferred from four to six weeks and on plates and shapes two months is demanded by some of the mills. As a result, the output of steel car works has been reduced, and every effort is being made to place orders for plates and shapes with Eastern mills by car manufacturers in the middle West.

The pig iron market is firm but quiet, although some fairly large orders have been placed by eastern cast iron pipe manufacturers.

Wise Dealers Handle the ML Line Because They are Honest Goods That Build Trade.

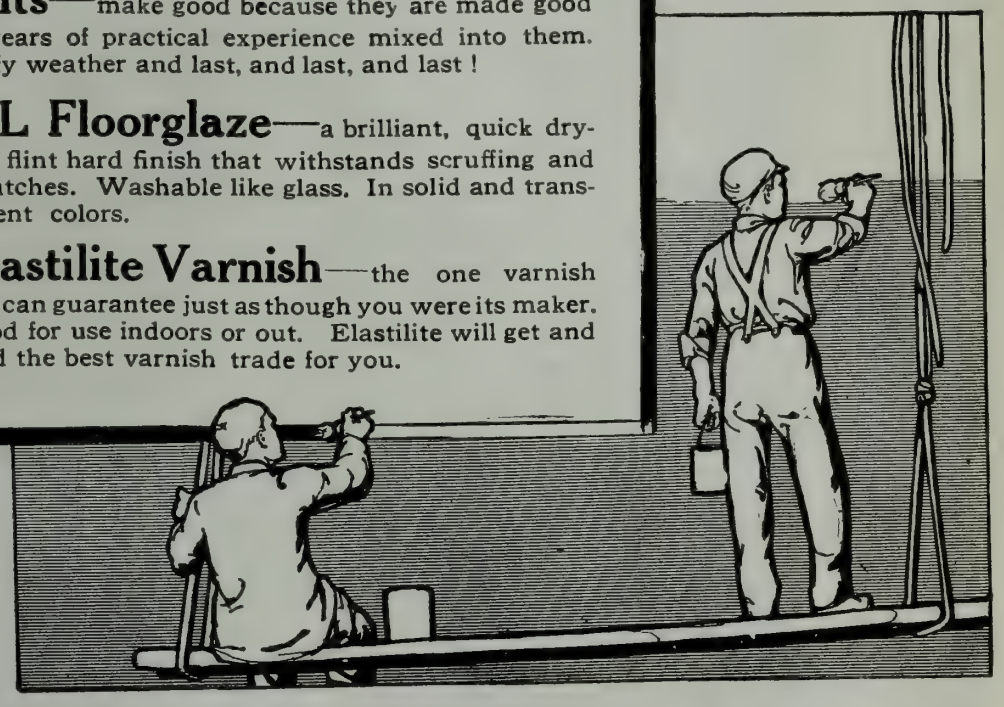
Our New ML DECORATIVE AID DEPT. Helps You to Get Trade.

ML Paints—make good because they are made good—there's 19 years of practical experience mixed into them. ML Paints defy weather and last, and last, and last!

ML Floorglaze—a brilliant, quick drying, flint hard finish that withstands scruffing and scratches. Washable like glass. In solid and transparent colors.

Elastilite Varnish—the one varnish you can guarantee just as though you were its maker. Good for use indoors or out. Elastilite will get and hold the best varnish trade for you.

GET OUR HELP
Our Decorative Aid Dept. answers your problems in house decoration and painting with free color suggestions, estimates, stencil designs, etc. Stencils sold. You get the right goods in the right shades for best effects in any house. Send for Booklet.



SAMPLES FROM

The Imperial Varnish & Color Co., Limited,

6-24 Morse St., Toronto
108 Princess St., Winnipeg
364 Water St., Vancouver

JUDGMENT BEFORE TRIAL

Since the days of Magna Charta judgment has never preceded trial.

To judge the merit or demerit of a paint, it is necessary to know what results are attainable with the use of the paint,

As paint is made to preserve, to protect and to beautify—painting tests should be the basis of your comparisons.

Tell the salesman (with the pleasing story) to show his goods and prove to you what his paint will do.

After the trial render your judgment. That paint which possesses finest texture, easiest working qualities, most uniform covering, farthest spreading and greatest durability, is the paint that will receive your favorable verdict.

Lowe Brothers' "High Standard" Liquid Paint will welcome your judgment "after" trial.

Lyon-Monkhouse Limited
171 James Street
Winnipeg, Man.

Lowe Brothers LIMITED

TORONTO
Dayton New York
Kansas City
Boston Chicago

Weekly Market Report --- Paints

PAINT NOTES.

White lead is very scarce, and further advances are not unexpected.

Linseed oil continues firm and none too plentiful.

Advances have been declared in gasoline and benzine.

Business generally is reported to be very brisk.

MONTREAL.

Montreal, June 27.—Still white lead is causing the greatest interest of all the paint products. This is true not only because of its rapid advance and possible —indeed probable—future advance; but also because of the large amount of orders now on hand. Many dealers have contracted for their lead. They are now naturally holding the manufacturers to their contract. Perfectly justifiable this, but there is a tendency of the manufacturers to laugh at themselves.

"We stand to lose everything and win nothing," one remarked. "We take a contract for lead, and if lead falls the customer demands the better price or cancels his order. Of course, we could demand the contract price, but this would not be good policy. When lead advances, as it has recently, every contract is taken. That is what is keeping us so busy now. Those who have contracts are demanding delivery, and those who have not are ordering to get in before the prices go still higher."

The Glass Situation.

The glass situation is still causing some uneasiness, though it is not thought now that there will be any real shortage. An advance in price may be necessary—such a thing has already been discussed by the local handlers—but this will be because the Belgian prices have been raised, and not because the supply is exceedingly low.

The call for mixed paint has continued large. All the cold unseasonable weather seemed to do but little harm. If the weather had been more favorable, and the demand had been larger, the manufacturers would be further behind with orders than they now are.

Linseed.—While there have not been any changes in quotations during the week, the linseed situation is yet causing considerable interest. Supplies are not large. The paint manufacturers are not at all anxious to sell their oil. They prefer to husband their supply in case the crushers may not be able to supply all that will be needed later. As yet there is little indication as to what the flax crops will be. The only thing which seems certain is that the demand for the flax will be greater than ever.

Pig Makes New High Level.

White Lead.—To-day pig lead took another advance, it now having reached a new high level. Of course the price of white lead is dependent entirely upon the cost of the pig. It therefore would seem that another advance toward the eight cent lead which has been predicted may be expected. Manufacturers, however, are anxious to prevent the rises coming too rapidly. They have considered the subject, and have determined that nothing in the nature of an advance shall be made immediately. Yet there is only one indication from the present situation. It is that white lead will yet go higher.

Paint.—The continuance of the heavy demand is the feature here—this and the fact that prices have not been advanced despite advances in the price of products from which the paint is made. It is still said that a rise is to be expected, but such a movement will hardly come in the immediate future.

TORONTO.

Toronto, June 27.—Although the activity in the paint and oil market is not quite as pronounced as it was, there is still a healthy tone to trade. The manufacturers and jobbers report that they have as many orders as they can conveniently handle — in some lines, white lead, for instance, more.

The outstanding feature of the market is the scarcity of white lead. It is felt in all branches of trade—corroder, grinder, jobber and retailer are alike short. There is no white lead in sight just at present here. Some of the jobbers are behind with their orders and in a few cases stocks have been cleaned right out. The consumption has been remarkably heavy.

Oil Remains Firm.

Linseed Oil.—The scarcity of linseed oil has passed. Stocks are now larger, due probably to the fact that the demand from the retail trade has abated somewhat. The price is firm, however, at $1.08 for raw and $1.11 for boiled. It is not anticipated that there will be any reduction in price until well into September at least.

Turpentine. — There has been no change in turpentine, the price quoted locally being 68 cents. This commodity has shown some weakness on the primary market. Demand here is fairly good.

Lead is Scarce.

White Lead. — As explained above, white lead is very scarce. The situation locally is causing some uneasiness, particularly as the retailers are traveling on light stocks and are looking for fresh supplies.

Under the circumstances, it is a certainty that the price will not weaken. It is taken for granted, in fact, that there will be further advances, though just when the next increase is to be expected cannot be said.

Glass.—The glass market is more active and orders are now being placed. Although there is some tendency shown to stiffen prices, it is not general, and it is impossible to say what turn future developments will take.

Putty.—The demand for putty is good. Prices are as follows:—Standard bulk in casks, $2.40; in 100-lb. drums, $2.55; in 25-lb. drums, $2.65; bladder in barrels, $2.80. Pure putty prices are as follows: Bulk in casks, $3; in 100-lb. drums, $3.40; in 25-lb. drums, $3.50; bladder in barrels, $3.40.

Advances Here.

The price of benzine has been advanced 3 cents and gasoline has gone up a similar amount. These increases are due partly to the large consumption.

Prepared Paint.—There is some talk still of an advance in the price of prepared paint. The situation with regard to white lead and linseed oil lends substance to this rumor, but nothing definite has been done.

WINNIPEG.

Winnipeg, June 24.—The advance in white lead has been followed by an advance in paints of all kinds in which it is a factor in composition.

The local trade is exceedingly brisk and painters and decorators have more work ahead than there seems possibility of their accomplishing. There is also a good country business, especially in roof paints for barns, etc.

Oil and turpentine are unchanged. The area under flax in the West is large this year and with a good harvest flax seed should be plentiful at a reasonable price. There has been a slight weakening of flax prices both at Winnipeg and Duluth during the past week.

There is a steady trade in lubricating oils and advance orders for harvest and threshing supplies are already coming to hand.

Dependon——Light Hard Oil Finish.

Everlastic——Quick-drying Floor Varnish.

Gold Medal——Inside and Outside Varnish.

—These three varnishes meet all the regular demands of your trade—simplify your varnish stock—increase your varnish profit.

If any part of your house or your customer's house, is in need of varnishing, the requirement is met by one of these three B-H Varnish Specialties—Gold Medal, Everlastic, Dependon.

GOLD MEDAL.—If the front door, porch, ceiling of bathroom wants brightening, Gold Medal, Inside and Outside Varnish, gives pleasing results with its easy flowing action, and will protect the exposed surface with a durable coating, which will fight the effects of moisture and changing temperature.

DEPENDON.—If the furniture, wall, inside door, or any interior work, of either hard or soft wood, is in need of finishing or renovating, Dependon dries free from tack in a few hours, and can be polished, if desired, in twelve, stands hard wear and dries with a brilliant lustre.

EVERLASTIC Quick-drying Floor Varnish has these special qualities. It dries hard and makes a very durable coating. It is elastic and tough. It does not show heel marks nor scratches easily. It dries quickly. Has a fine lustre, and can be walked on the next day after application.

These varnishes are sold in beautiful, lithographed gallon, half-gallon, quart, pint, and half-pint cans, imperial measure. The packages make a most attractive store display. Handsome lithographed illustrated signs will accompany your order.

Write for favorable quotations. Address our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb..8 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 20	2 20
Heads, per 100 lb.	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1¼ in.	9 50	9 00
" " 2 "	8 25	8 50
" " 2¼ "	10 50	10 00
" " 3 "	12 00	12 10
" " 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 26
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb.	0 25
Tubing, iron pipe size, 1 inch base	0 25

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per	100 lb.
Casting ingot		$19 00
Cut lengths, round bars, ½ to 2 in.		26 00
Plain sheets, 14 oz., 14x48 inches, 14x60 inches		28 00
Copper sheet, tinned, 14x60, 14 oz.		29 00
Copper sheet, planished, 14x60, base		36 00
Brazier', insheets, 6x4		28 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto
Canadian foundry, No. 1		19 50
Canadian foundry, No. 2		19 00
Middlesboro, No. 3 pig iron	18 00	19 00
Summerlee, No. 3 pig iron	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (8oo)		35 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles $ base	2 50	2 50
Common bar, per 100 lb.	1 90	2 05
Forged iron, per 100 lb.	2 05	2 20
Refined iron, per 100 lb.	2 15	2 30
Horseshoe iron, per 100 lb.	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

Cold Rolled Shafting.

3-16 to 11-16 inch		0 06
¾ to 1 7-16 inch		0 05½
1 7-16 to 3 inch		0 65

Montreal, 25 and 2, Toronto, 30.

BLACK SHEETS

	Montreal.	Toronto
10 gauge	2 30	2 50
12 gauge	2 30	2 55
14 gauge	2 20	2 35
17 gauge	2 20	2 45
18 gauge	2 20	2 45
20 gauge	2 20	2 45
22 gauge	2 25	2 55
24 gauge	2 25	2 55
26 gauge	2 35	2 65
28 gauge	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
20x28x80	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 gauge, per square	5 00
26 gauge, per square	3 85
28 gauge, per square	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—	
22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	345
26 gauge, American	3 85	3 50
28 gauge, (26 English)	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜-inch	$ 5 50	66 p.c.	51 p.c.
½-inch	8 50	71 p.c.	60 p.c.
¾-inch	11 50	75 p.c.	65 p.c.
1-inch	16 50	75 p.c.	65 p.c.
1¼-inch	22 50	75 p.c.	65 p.c.
1½-inch	27 00	75 p.c.	65 p.c.
2-inch	36 00	76½p.c.	66½p.c.
2½-inch	57 50	76½p.c.	66½p.c.
3-inch	75 50	76½p.c.	66½p.c.
3½-inch	95 00	75 p.c.	65 p.c.
4-inch	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70, 7 and 8 in. pipe, 50 p.c.
Light pipe, 60, fittings, 70 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00.

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15x24, $2; 18x30, $2.35; 18x36, $3.50.

HEATING APPARATUS

Hot Water Boilers—47 and 15 p.c.
Hot Water Radiators—45 and 15 p.c.
Steam Radiators—46 and 15 per cent.
Wall Radiators—40 and 15 per cent.
Specials—25 p.c.

OLD MATERIAL

Dealers' buying prices:

	Montreal	Toronto
Heavy ocpper and wire, lb.	0 11	0 11¼
Light copper bottoms	0 09	0 09¾
Heavy red brass	0 10	0 10½
Heavy yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	0 02	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal
Domestic (Trail) pig, 110 lbs	5 25
Imported pig, per 100 lb.	5 25
Bar pig, per 100 lbs.	5 50
Sheets, 2½ lb. sq. ft., by roll	5 50
Sheets, 3 to 6 lb., ft.	5 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE.

Lead Pipe and Waste, 15 per cent.
Caulking lead, 4¾c. per pound.
Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal.	Toronto
Bar, half-and-half, guarant'd	0 27	0 27½
Wiping	0 24	0 25

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks	8 50	8 50

SPELTER.

Foreign, per 100 lb.	7 50	7 25

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lb...$52 00 $50 00
Redipped Charcoal Plates—Tinned M L S, Famous (equal Bradley)

	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I. X., 14x20 base	5 50
I. X. X., 14x20 base	6 50

Bright Cokes

Bessemer Steel— I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne

Dean or J. G. Grade— I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade— XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 00
XX, 14x65, 50 sheet bxs.)	

Tinned Sheets.

72x30 up to 24 gauge, case lots	8 00	7 35
72x30 up to 26 gauge, case lots		7 85

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.
High Carbon, No. 9, $2.00 in cars.

Fine Steel Wire.
Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c.; oiling, 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

Hay Wire in Coils.
$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

Galvanized Wire.
From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

Poultry Netting.
2-in. mesh, 19 w.g., 60 and 2½ p.c. off.
Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

Smooth Steel Wire.
No. 0-9 gauge, $2.25 base; No. 10 gauge, 5c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c for coppering and $2 for tinning.
Extra net per 100 lbs.—Oiled wire 10c, spring wire $1.25, bright soft drawn 15c, charcoal (extra quality) $1.25, packed in casks or cases 15c, bagging and paperings 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks, 50c, in ½-lb. hanks, 75c., in ¼-lb. hanks, $1.

Wire Cloth.
Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

Wire Fencing.

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

Wire Rope.
Galvanized. 1st grade. 6 strands. 24 wires, ⅜, $5: 1 inch, $16.80.
Black. 1st grade. 6 strands. 19 wires. ¾, $5. 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized	2 80
Plain	2 50

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

Beeswax.

Per lb.	0 40

Chemicals.

In cases per lb.	
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05¼
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

Colors in Oil.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow, pure	0 13
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb. irons	0 06

Enamels.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 00
Anchor Floorlustre	1 80

Glue.

	Per lb.
French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" solder sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c, ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

Paris Green.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18¼	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20¾
" ½-lb. "	0 22½	0 22¾
Tins, 1-lb., 100 in case	0 21½	0 21¾

Paris White.

In bbls.	0 90

Pigments.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

Prepared Paints.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 70
Ramsay's paints, Thistle	1 40
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	
Jamieson's Crown and Anchor brand	1 60

Plaster of Paris.

Per barrel	0 90

Pine Tar.

Half-pint tins, per dozen	0 60

Putty.

	Standard
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders, in bbls.	2 75

Red Dry Lead.

Genuine, 560 lb. casks, per cwt	4 75	5 75
Genuine, 100 lb. kegs "	5 25	6 50
No. 1 casks, per 100 lbs	4 25	4 25
No. 1 kegs, per 100 lbs	4 75	4 75

Shingle Stains.

In 5-gallon buckets	0 75

Turpentine and Oil.

	Montreal	Toronto
Can. Prime white petroleum, gal.	0 14	0 12
U.S. Water white "	0 15½	0 13½
U.S. Pratt's astral "	0 19	0 15½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal. single bbls		0 15½
Pure Turpentine, single bbls	0 70	0 69
Wood Turpentine		0 60
Turpentine, second run		0 60
Linseed Oil " Raw	1 00	1 08
" " boiled	1 03	1 11
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

Varnishes.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" Union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps, brown japan		1 00
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75

In every part of the Dominion live, wide-awake Hardwaremen are increasing their profits and selling satisfaction by featuring "MINERVA" Paints—the famous British Brand—The "MINERVA" Line always opens up clean-cut, fresh and reliable—its reputation for quality is unrivalled. Are you making the most of your paint department? The "MINERVA" Proposition is the surest road to success.

Full Imperial Measure in Every Can.

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(CANADA), LIMITED.
377-387 CARLAW AVENUE, TORONTO
Established in England in 1834

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Steel Tanks and Self-Measuring Pumps for Paint Oils

They avoid all the loss and inconvenience sustained under the old method. The steel tanks are air-tight and will not permit the oil to gum or stick. The pumps measure the oil according to the Imperial Standard, directly into the customer's can. They count the gallons pumped and compute the charge for fractional gallons.

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Geo. Ecclestone,
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Manville Hardware Company,
Prince Albert, Sask.

J. H. Ashdown,
Calgary, Alta.

Arthur Latham,
Moose Jaw, Sask.

Cochrane Hardware Company
Toronto

Peart Bros.
Regina, Sask.

Crystal Damar 2 50
No. 1 " 2 25
Pure asphaltum 1 40
Oilcloth 1 50
Lightning dryer 0 85
Elastilite varnish 2 25
Copaline varnish 2 25
Granitine floor finish 2 25
Jamieson's floor enamel 1 75
Sherwin-Williams kopal varnish. 2 50
Canada Paint Co.'s sun varnish. 2 25
"Kyanize" Interior Finish 2 40
"Flint-Lac," coach 1 80
B.H. Ltd. "Gold Medal," in cases 2 25
Dependon Lt. H. Oil Finish.... 1 55
Everlastic Floor 2 65
Flattine floor finish 3 00
Elastica exterior finish 4 25
Stovepipe varnish, ½ pints, per gross 8 00
Pure white shellac varnish, in barrels 1 75
Pure orange shellac varnish, in barrels 1 60
No. 1 orange shellac varnish, in barrels 1 30

Window Glass.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 25 p.c.
Montreal prices, no discount.

Size United Inches	Star
Under 26	$ 3 05
26 to 40	3 25
41 to 50	3 65
51 to 60	3 90
61 to 70	4 15

White Lead Ground in Oil.

	Montreal Per 100 lb.	Toronto
"Anchor." pure	7 40	7 55
Brandram's B.B. Genuine..	8 40	8 55
C.P.C. decorators, pure ..	7 40	7 40
Crown and Anchor, pure..	7 40	7 55
Elephant Genuine	7 65	7 80
Essex Genuine (Windsor)..	....	7 15
Island City Decorators' pure	7 40	7 55
Lily Pure	7 40	7 55
Moore's Pure White Lead.	....	7 55
Monarch (Windsor)	....	7 65
Munro's Select Flake White	7 65	7 80
Purity, C.O. Co.'s, Ltd.....	....	7 25
Ramsay's Pure Lead	7 40	7 55
Ramsay's Exterior	7 15	7 30
Sterling Pure	....	7 55
Tiger Pure	7 40	7 55

Western Schedule.
Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

White Zinc (Dry)
Extra Red Seal, V.M. 0 07½

White Zinc in Oil.
Pure, in 25-lb. irons 0 10
No. 1 " " 0 07
No. 2 " " 0 06¾

Whiting.
Plain, in bbls 0 70
Gilders bolted in barrels 1 00

HARDWARE.

Adzes.
Carpenters', per doz. 12 50 14 00
Plain ship " 18 00 22 00

Axles and Hatchets.
Single bit, per doz. 6 00 9 00
Double bit " 10 00 12 00
Bench Axes 6 75 10 00
Broad Axes 22 75 25 00
Hunters' Axes 5 00 6 00
"Boys" Axes 5 75 6 50
Lathing hatchets 4 70 10 00
Shingle hatchets 1 45 6 75
Claw hatchets 1 70 5 00
Barrell hatchets 5 50 6 85

Anvils.
Buckworth, per lb. 0 10¼

Ammunition.
"Dominion" Rim Fire Cartridges and C.B. caps, 60, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.
"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.
Ordinary drop shot, AAA to dust, $7.50 per 100 lbs. Discount 25 per cent.; cash discount, 2 per cent. 30 days; net extras as follows, subject to cash discount only; Chilled, 40c; buck and seal, 80c; no. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

Augers and Bits.
Ford's auger bits ..... 30 and 10
Irwin's auger 47½
Gilmour's auger 60
Rockford auger ..... 50 and 10
Gilmour's car 47½
Clark's expansive 40
Jennings' Gen. auger, net list.
Tobin High Speed Bits, 50 and 10.
Tobin Never Choke, 60 and 10.

Barn Door Hangers.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00

Double strap hangers, dozen sets 6 50
Standard jointed hangers, dozen sets 6 45
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 6 25
Storm King rail 4 25
Crown 4 85
Crescent 6 50
Sovereign 7 25
Chicago Friction, Oscillating and Twin Hangers, 5 per cent. Big
Steel, track, 1 x 3-16 in. (100 ft.). 3 25

Barn Door Latches.
Challenge, dozen 2 25
Defiance, dozen 2 75
Gem, dozen 7 50

Bells.
Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

Belting.
Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 3 in., 60, 10, 10 and 10.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 80c; cut laces, 85c.

Bird Cages.
Brass and Japanned, 40 p.c.

Bolts and Nuts. Per cent.
Carriage Bolts, common, new, $1 list.
Carriage Bolts, ⅜ and smaller 70
Carriage Bolts, 7-16 and up
Carriage Bolts, Norway Iron ($3 list) 60
Machine Bolts, ⅜ and less.. 60, 10 & 10
Machine Bolts, 7-16 and up.. 60
Plough Bolts ..... 55, 5 & 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, ⅜ and less ..... 60 and 10
Sleigh Shoe Bolts, 7-16 and larger ..... 55 and 05
Coach Screw, new list 7
Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts, 80.

Building Paper, etc.
Tarred Slater's paper, per roll.... 0 70
O. K. paper, No. 1, per roll 0 75
O. K. paper, No. 2, per roll 0 70
Plain Fibre, No. 1, per 400 ft. roll 0 45
Plain Fibre, No. 2, " 0 27
Tarred Fibre, No. 1, per 400 ft. roll 0 55
Tarred Fibre, No. 2 " .. 0 35
Tarred Fibre Cyclone, 25 lb., per roll 0 55
Dry Cyclone, 15 lbs. 0 45
Plain Surprise, per roll 0 40
Resin sized Fibre, per roll 0 40
Asbestos building paper, per 100 lbs. 4 00
Heavy straw, plain and tarred, per ton 37 50
Carpet Felt, per 100 lbs. 2 50
Tarred wool roofing felt, per 100 lb 1 80
Pitch, Boston or Sydney, per 100 lbs. 0 70
Pitch, Scotch, per 100 lbs. 0 65
Heavy Fibre, 32' & 60', per 100 lb. 3 00
2 Ply Ready Roofing, per sq..... 0 70
3 Ply Ready Roofing, per sq. 0 95
2 Ply complete, per roll 1 15
3 Ply complete, per roll 1 35
Liquid Roofing Cement, brls., per gal. 0 15
Liquid tins Cement 0 20
Crude Coal Tar, per barrel 3 50
Refined Coal Tar, tins, per doz... 1 25
Refined Coal Tar, per barrel 4 50
Shingle varnish, per barrel 4 50
Caps, per lb. 0 06
Nails, per lb. 0 05
Mop cotton, per lb. 0 15

Butts.
Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent.

Cement and Firebrick.
Canadian Portland, bags, per bbl. 1 55 1 70
White Bros. English 2 00 2 05
"Lafarge" cement, in wood. 3 40
Fire brick, Scotch, per 1,000 23 00 28 00
" English 17 00 21 00
" American, low... 23 00 25 00
" " high.... 27 50 35 00
Fire clay (Scotch), net ton.. .... 5 50

Chalk and Pencils.
Carpenters Colored, per gross 0 65 0 80
" lead pencils, p. gr 2 40 6 75

Chisels.
Cold chisels, 5 x 6 in., doz..... 2 20
Bevel edge, 1 inch, doz. 2 50

Chain.
Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.
Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

Churns.
No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

Clamps.
Malleable swivel head, 4 in. 2 50
" adjustable, 4 in. 7 50
Carpenters, 3 feet 3 50

Conductor Pipe.
2 inch, in 10 foot lengths 3 30
3 " " " 4 00
4 " " " 5 25
5 " " " 7 25
6 " " " 8 80

Cotter Pins.
Cotter pins, 90 p.c. Montreal.

Copper and Nickel Ware.
Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 42½ p.c.
Copper pitts, 27½ per cent.
Foundry goods, hollow ware, 45 p.c.

Door Knobs.
Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

Door Sets.
Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

Door Hangers (Parlor)
Single sets, each (Easy brand) 1 80
Double sets, each 3 25
Unbreakable rail, 100 feet 5 00

Door Springs.
Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

Draw Knives.
Carpenters 6 inch, doz. 5 25
Folding handles, 8 inch, doz. 1 80

Drills.
Bit stock drills, 2-32 in., doz. 0 67

Escutcheon Pins.
Steel, discount 50 per cent.
Brass, 55 per cent.

Eavetroughs.
8 inch in 100 foot lengths 2 90
10 " " " 3 15
12 " " " 3 63
15 " " " 5 25
Add extra 10c per 100 ft. O.G. Round Bead Trough.

Factory Milk Cans.
Milk cans and pails, 35 p.c.
Hand delivery and creamery cans, 40 p.c.
Railways cans, 45 p.c.
Cream cans, 40 p.c.
Creamery trimmings, 75 and 12½ p.c.

Faucets.
Common, cork-lined, 35 per cent
Farrier Knives.
Buckworth, 50 p.c.

Files and Rasps. Per cent.
Disston's ..... 70 and 10
Great Western, American .... 70 and 10
Kearney & Foot, Arcade .... 70 and 10
J. Barton Smith, Eagle .... 70 and 10
McClellan, Globe ..... 70 and 10
Black Diamond ..... 60 and 10
Delta Files 60
Nicholson 62 2-3
Jowett's (English list) 27½
Spear & Jackson (English list) 35

Forges.
Blacksmiths portable, 135 lbs. 9 85

Galvanized Ware.
Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

Grindstones.
Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

Hammers.
Tack, iron, doz. 0 35
Ladies claw, handled, doz. 0 60
Adze eye nail hammer, 10 oz., doz. 1 25
" hickory handle, 1 lb., doz. 6 25
" straight claw, 1 lb., doz. 7 00
Farriers hammers, 10 oz., doz.... 5 50
Tinners setting, ½ lb., doz. 4 50
Machinists, ½ lb., doz. 3 20
Sledge, Canadian, 5 lbs. and over. 0 06
Sledge, Masons, 5 lbs. and over. 0 06
Sledge, Napping, up to 2 lbs..... 0 06

Harvest Tools.
50 and 5 per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

Halters (Snap and Ring).
Jute Rope, ⅜-inch, per gross..... 8 00
" " ½-inch, per gross 10 50
" " ⅝-inch, per gross 13 50
Leather, 1-inch, per doz. 4 00
Leather, 1¼-inch, per doz. 5 20
Web 2 45

Sisal Halters (Snap and Ring).
⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

Hinges.
Blind, discount 50 per cent.
Heavy T and strap, 4-in., 100 lb. net 7 25
Heavy T and strap, 5-in., 100 lb. net 7 00
Heavy T and strap, 6-in., 100 lb. net 6 75
Heavy T and strap, 8-in., 100 lb. net 6 50
Heavy T and strap, 10-in. and larger 6 25
Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in., per 100 lb. 4 00
over 12 in., per 100 lb. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

Hinges (Spring)
Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro., $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

Hooks.
Wrought iron hooks and staples—
¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 & 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

Horse Nails.
M.R.M. cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

Horseshoes.
Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $5.75. F.O.B. Montreal.
Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

Horse Weights.
Taylor-Forbes, 4¼c.

Ice Cream Freezers.
White Mountain, 5c per lb.

Knives.
Hay knives, net list.
Clauss, 50 and 25 per cent.

Kitchen Enameled Ware.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial, and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 40 per cent.

Kitchen Sundries.
Asbestos mats, 50 p.c.
Can openers, per doz. 0 40 0 75
Mincing knives, per doz. 0 50 0 90
Potato mashers, wire, per doz. 0 50 0 70
" wood, per doz. 0 50 0 80
Vegetable slicers, per doz. 2 25
Universal meat chopper, No. 1 .... 1 15
Enterprise chopper, each 1 50
Spiders and fry pans, 50 and 5 per cent.
Star A1 chopper, 5 to 32 ... 1 35 4 10
" 100 to 108.... 1 35 2 00
Kitchen hooks, bright 0 60
Toasters, 50 per cent.
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

Ladders.
3 to 6 feet, 12c per foot; 7 to 1 ft., 15c.
Extension ladders, 15c per foot up.

Lanterns.
Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast, per doz. 6 75
Lift Tubular and Hinge Plain, per doz. 5 00
Japanning, 50c per dozen extra.
Prism globes, per dozen, $1.20.
Lamp wick, 50 per cent.

Lawn Hose.
Competition grade lawn hose, 10 and 5.

Lawn Mowers.
D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $5.25; 8-inch wheel, 3 knives, 12 in. sizes, $5.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

Locks and Keys.
Canadian, 45 and 10 per cent.

BLACK DIAMOND
ALEX·McARTHUR & CO·
LIMITED.
MONTREAL.
REGISTERED TRADE MARK

WRITE US AT ONCE.

Black Diamond TARRED FELT

is a necessary for every up-to-date house, because it keeps the house warm in winter and cool in summer.

It is made of the highest grade material and guaranteed to last as long as the house on which it is used.

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GLASS
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THE TORONTO PLATE GLASS IMPORTING CO., Limited

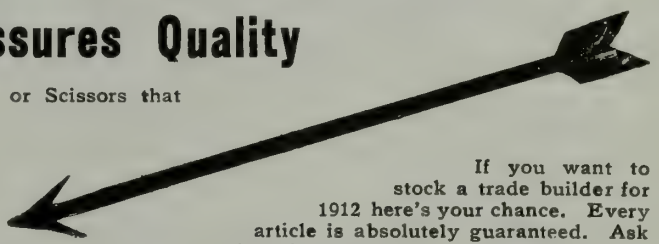
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY TORONTO

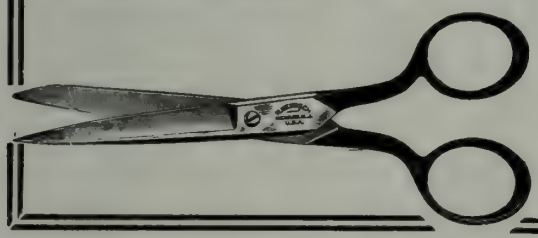
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when it is applied to Tailor Shears, Tinners' Snips, Shears or Scissors that are manufactured by us.

85 years of practical experience in their manufacture accou nts for their superiority over other makes.



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"WORLD" BABBITT METAL

FOR GENERAL MACHINE SHOP, MILL OR FOUNDRY USE
or any place where a good metal is required.

25c. net per lb. Freight paid on 100. lb lots to your nearest railway station.

We know "World" Brand to be a good Babbitt and will give you satisfaction, even if you are paying a higher price.

T. McAVITY & SONS, Limited
ST. JOHN, N. B. and WINNIPEG

HARDWARE AND METAL

Lumbermen's Supplies.

Cant hooks, dozen, from 12 00
Axes, dozen, from 6 50
Axe handles, dozen, from 1 15
Cross cut saws, per foot 0 25 0 43
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

Mallets.

Tinsmiths', 2½x5½ in., per doz.. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

Mats.

Wire door mats, standard, 16x24, doz. 9 00

Metal Polish.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

Miners Supplies.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lb., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

Mops and Ironing Boards.

Mops, per doz. 1 20 1 50
Folding ironing boards 16 25 18 00

Nails.

	Wire
1—1½ inch	3 35
1¼ inch	3 00
1½—1¾ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 3 85

Oakum.

Plumbers....per 100 lb. 4 50

Oilers.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
¼inc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

Plated Goods.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

Pieced Ware.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

Planes.

Wood bench, Canadian, 40, American, 25 per cent.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

Pliers and Nippers.

Button's genuine, 37½ to 40 per cent.

Plough Lines.

Russian snap .....per gross 30 00
Indian snap ..... " 25 00

Pumps.

Berg's wing pump, 75 per cent.

Razors.

	per doz.
Boker's	7 50 11 00
Boker's King Cutter	.... 15 00
Henckel's	7 50 20 00
Gillette Safety, each	.... 3 75

Star Safety Razor, 33 1-3 p.c.

Rope and Twine.

Sisal rope	0 08½
Pure Manila Rope	0 10½
"British" Manilla	0 09
Cotton, 3-16 inch and larger.....	0 24

Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.
Jute, ⅝ and upwards, 9c; under ⅝, 9½c.
Lath yarn, single 0 08
Lath yarn, double 0 08¾
Sisel bed cord, 48 feet, per doz.. 0 65
Sisel bed cord, 60 feet, per doz. 0 80
Sisel bed cord, 72 feet, per doz. 0 95
Cotton clothes line, 18 per cent. off.
Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply twine... 0 26
" " 4-ply twine... 0 30
Mattress twine, per lb. 0 45
Staging " " 0 35

Refrigerators.

Sanderson-Harold, 40 per cent.
Galvanized, 45 per cent.

Rivets and Burrs.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.
Copper Burrs only, 22½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned Rivets, net extra, 3c per lb.
Coppered Rivets, net extra, 2½c per lb.

Rivet Sets.

Canadian, 35 to 37½ per cent.

Rules.

Boxwood, No. 68, 2 foot, doz.....	1 15
Ivory, No. 1282, 2 foot, each	3 50

Sad Irons.

Mrs. Potts, No. 55, polished, per set	0 80
Mrs. Potts, No. 50, nickel-plated, per set	0 85
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

Sand and Emery Paper.

Sand and emery paper, 40 per cent.

Sash Weights.

Sectional, 1 lb. each, per 100 lb... 2 25
Sectional, ½ lb., each, per 100 lbs 2 40
Solid, 3 to 30 lbs. 1 55

Sash Cord.

No. 8, per lb. 0 33

Saws.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

Saw Sets.

Canadian discount, 40 per cent.

Screen Doors and Windows.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

Scales.

Gurney Standard, 35; Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45, Weigh Beams, 30.

Scythe Snaths.

Canadian, 40 per cent.

Screws.	Per cent.
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

Screws (Machine).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

Screw Drivers.

Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per doz. 16 80

Scissors and Shears.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

Shelf Brackets.

No. 140, 65 and 10 per cent.

Skates and Hockey Sticks.

Starr skates, 37½ per cent.
Boker, hockey, 30c upwards; spring
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

Shovels and Spades.

Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.

Scoops.

Grade 1, 2, 3, 50 and 5 per cent. off.
Grade 4, 50 per cent. off.

Squares.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $3 85

Snaps.

Harness, 25 per cent.

Soldering Irons.

Base, per lb., 28 cents.

Stamped Ware.

Plain, 75 and 12½ per cent.
Retinned, 75 and 5 per cent.
Tinners' trimmings, 75 and 5 p.c.

Sap Spouts.

Bronzed iron with hooks, per 1,000 7 50
Eureka tinned steel, hooks, per 1,000 ..... 8 00

Staples.

Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 0 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

Stable Fittings.

Dennis Wire & Iron Co., 33 1-3 p.c.

Stove Boards.

Lithographed, 60 and 10.

Stovepipes.

5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

Stovepipe Elbows.

5 and 6-inch, common, per doz... 1 22
7-inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, 70 per cent.

Stocks and Dies.

No. 20 Beaver Die Stock 18 75

Stones—Oil and Scythe.

Washita .....per lb.	0 25	0 37
Hindostan	0 06	0 10
" slip ..... "	0 18	0 20
" Axe ..... "	....	0 10
Deer Creek ..... "	....	0 10
Deerlick ..... "	....	0 25
" Axe ..... "	....	0 15
Lily white ..... "	....	0 42
Arkansas ..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe .....per gross	3 50	5 00

Tacks, Brads, Etc.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

Tape Lines.

Universal, ass skin, No. 714, 66 ft., doz. 3 60
Lufkins, linen, No. 404, 66 ft., ea. 0 94
" steel, No. 264, 66 ft., each 3 50
Chesterman's linen, No. 1823, 66 ft. each 1 10
Chesterman's Metallic, No. 1821.. 1 95
" Steel, No. 1849, 50 ft.. ....

Trowels.

Disston's, 40 per cent.

Thermometers.

Tin case and dairy, 75 to 75 and 10 p.c.

Tinners' Snips.

Discount 35 per cent.

Tinners' Trimmings.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

Traps (Steel Game).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

Traps (Rat and Mouse).

	Doz.
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" Rat	0 90
Blizzard Mouse Traps	0 45
" Rat Traps	0 90
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

Vises.

Per pound 0 12 0 12¾
Hinged pipe vise, 25 lbs.... .... 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

Washing Machines.

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer...	180 00

20 per cent.

Wringers.

Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 inch	60 60
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

Wheelbarrows.

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

Whiffletrees.

Tubular steel whiffletrees, 28 in...	0 70
" " " 34 in...	1 00
" " " 36 in...	1 25
" " neckyokes, 36 in....	1 05
" " doubletrees, 40 in..	0 95
" " lumbermens, 44 in..	1 15

Wood Handles.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 30 per cent.

Wrenches.

Agricultural, 67½ per cent.

Wrought Iron Washers.

Canadian, 50 per cent.

WINNIPEG HARDWARE QUOTATIONS.

Ax Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

Augur Bits—"Irwin" bits, 47½; other lines, 70 and 10 per cent.

Barb Wire—Lyman 4 pt., $1.85 f.o.b. Fort William; $2.26 per spool of 80 rods f.o.b. Winnipeg; Guidden 2 pt., $1.75 f.o.b. Fort William; $2.12 per spool of 80 rods f.o.b. Winnipeg; Baker 2 pt., $1.73 f.o.b. Winnipeg; Waukegan 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool f.o.b. Winnipeg; Alberta 2 pt., $1.73 f.o.b. Fort William, $2.05 per spool f.o.b. Winnipeg; American special, 2 pt., $1.45 f.o.b. Fort William; $1.73 per spool f.o.b. Winnipeg; plain twist, $2.80 f.o.b. Fort William, $3.20 per 100 lb., f.o.b. Winnipeg; coil spring wire, No. 9, $2.07 per 100 lbs., Fort William; $2.50 at Winnipeg.

Bolts—Carriage, ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—$3.15 per keg base. Wire nails, base, $2.80 Winnipeg; $2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.
Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates—Half-polish, 6 and 7-inch, $3.40; 8-inch, $3.60; full polish, 6 and 7-inch, $4.25; 8-inch, $4.50.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware—37½ per cent.

Grindstones—Per 100 lb., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

Harvest Tools—50, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, Black—¼, $2.25; ⅜, $2.30; ½, $3.10; ¾, $3.65; 1, $5.30; 1¼, $7.; 1½, $8.60; 2, $10.90; 2½, $17.40; 3, $22.85; 3½, $30; 4, $34.35; 4½, $38.80; 5, $43.30; 6, $56.10.

Galvanized—¼, $3.10; ⅜, $3.20; ½, $4.10; ¾, $4.90; 1, $7.05; 1¼, $9.60; 1½, $11.50; 2, $14.80.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—67½ per cent.

Pig Lead—$6. Lead Pipe—$6.05.

Lead Waste—$7.00.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8¾; Pure Manila, 10½c; British Manila, 9c; lath yarn, 9¼c.

Staples—Bright wire, $2.50 f.o.b. Fort William; $2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 6 per cent.; all other grades, 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $32 per cwt.

Screws—Bright iron round head, 82½ and 10 p.c.; flat head, 87½ and 10 per cent.; round head, brass, 72½ and 10 per cent.; flat head, brass, 77½ and 10 per cent.; coach, 65 per cent.

Staples—Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

Linseed Oil—Raw, per gal., $1.05; boiled, per gal., $1.08.

Turpentine—Per gal., barrel lots, 80c.

Dry Colors—White lead in ton lots, decorators' pure $7.50; decorators' special, $7; in small lots advance price 25 cents per cwt.; red lead, kegs, $6.50; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3c, 3½c; English purple oxides, in casks, 3½c; less quantities, 4c per lb.

Putty—Casks, $2.90 per cwt.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

Paris Green—22 cents per 112-lb. drums.

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(A SHORT STORY)

Some time ago a Hardware merchant from one of the Maritime Provinces, who was on a pleasure trip through the West, met a fellow dealer who had recently opened a large store, in one of our Far Western Cities.

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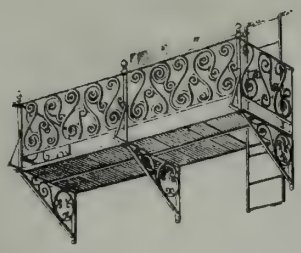
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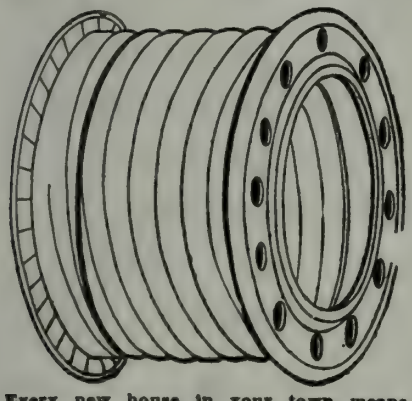
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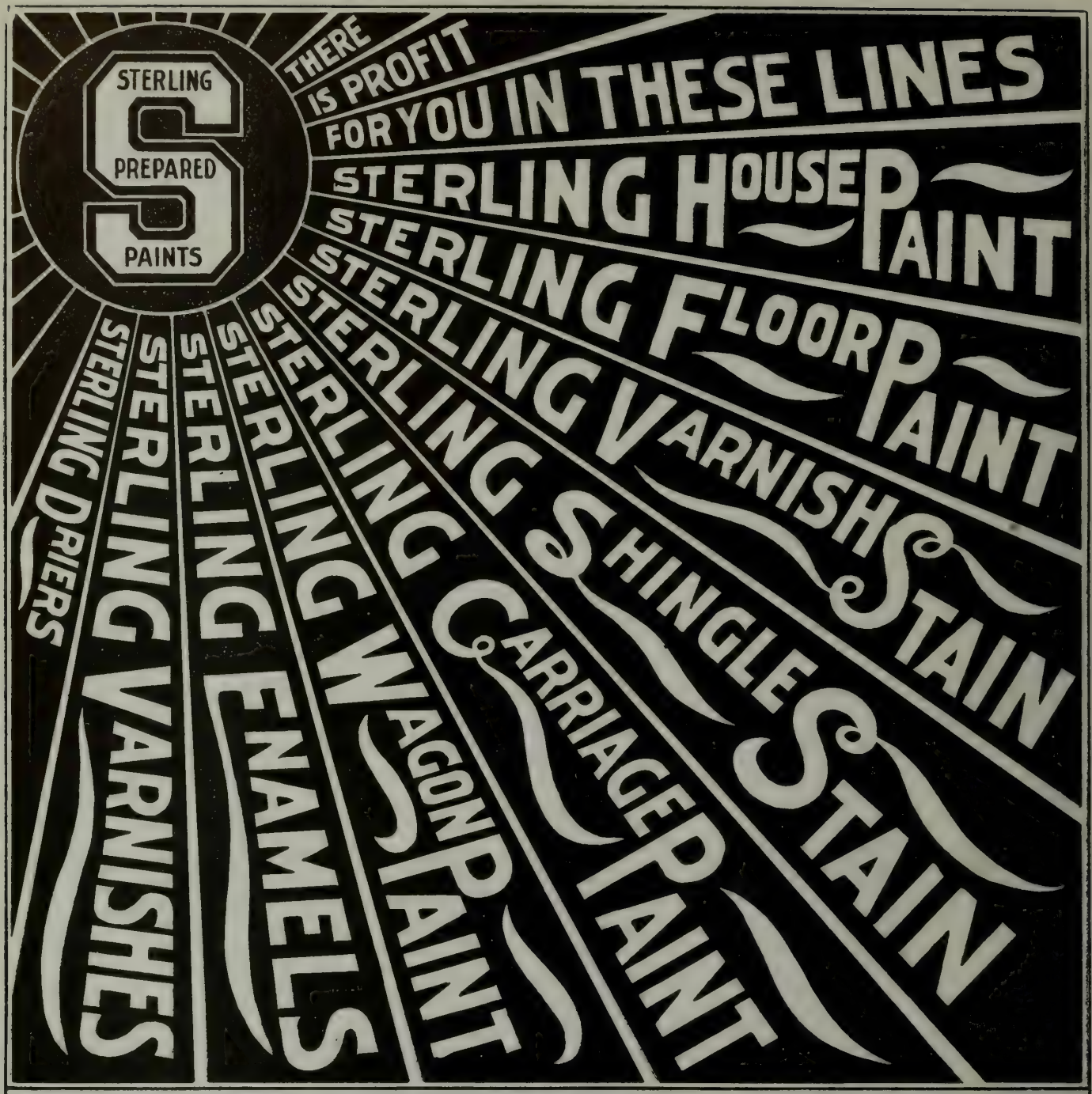
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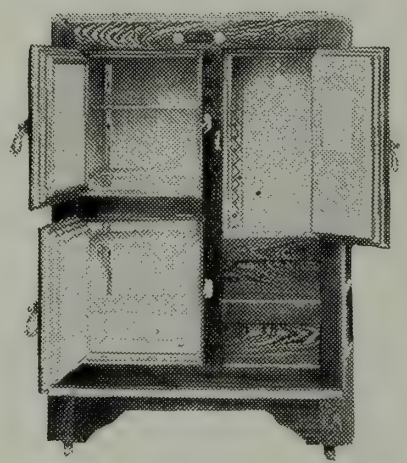
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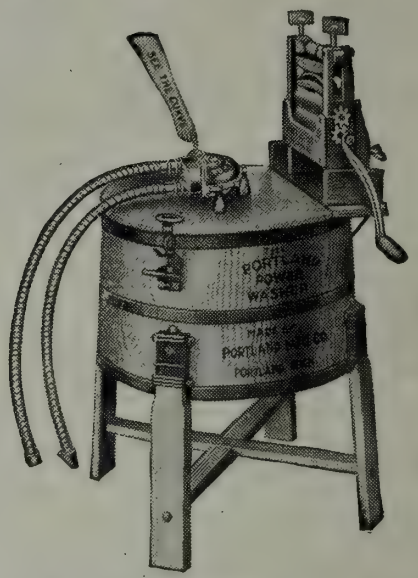
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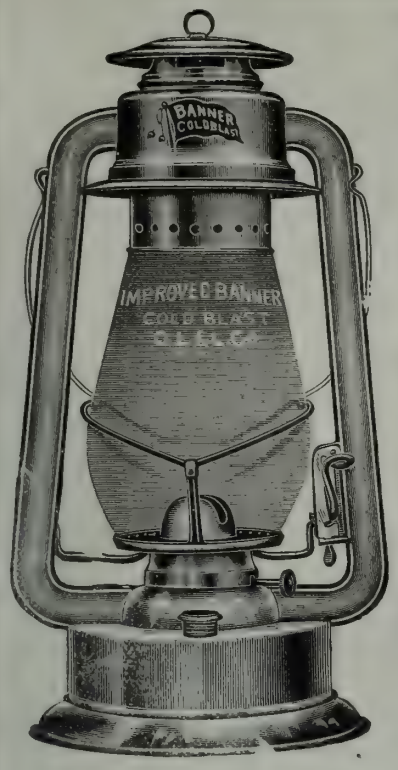
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COLD BLAST LANTERN

The "special occasion" lantern.



Used at socials, etc., as it will not soil delicate clothing.

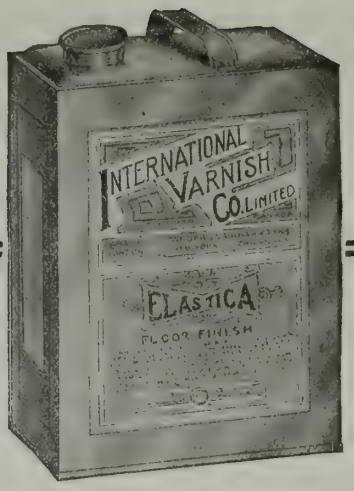
Leakproof,
☐ Windproof

Nickel Plated or Solid Brass

Ontario Lantern & Lamp Co.
LIMITED

Hamilton - - Ontario

Branches:
MONTREAL, P.O., 30 St. Dizier Street
WINNIPEG, MAN., 56 Albert Street



Don't omit to point out to your customers that every can of

INTERNATIONAL
VARNISH AND VARNISH SPECIALTIES

contains Full Imperial Measure—not wine or short measure.

It is a selling point of exceptional value.

And always bear in mind that "INTERNATIONAL" Products are the standard of excellence the world over—they are just as good as skill, selected materials and over 40 years' experience in varnish making can make them.

Get details of our proposition.
It is a real money maker.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

Canadian Factory of Standard Varnish Works

NEW YORK CHICAGO LONDON
BERLIN BRUSSELS MELBOURNE

Largest in the world and first to establish definite standards of quality

L85

D. PERES' Barrel Brand RAZORS



BARBERS KING

Are favored by Barbers and Gentlemen who look for quality. Best line for dealers to handle with a big profit.

BIG STOCK ON HAND ORDER NOW

Canadian Agents: GREEFF-BREDT & CO., TORONTO Western Office: Feilman, Gibson & Jardine, 222 Portage Ave., Winnipeg. Montreal Office: H. J. Stafford, 426 King's Hall

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

LONDON BARS : IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.
LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg

If You sell one FORD BIT EXTENSION You'll sell more



We say this with outmost confidence, and we unhesitatingly make this statement because we know just why you will sell more if you will but show a man the Ford's qualities.

The FORD'S Bit Extension is new; is remarkably simple in construction; embodies all the best points of other makes; has several exclusive features; and is entirely devoid of any of the clumsy, awkward features that have made former extensions so unsatisfactory.

Simplicity is the Keynote

throughout the FORD'S construction. It is easy to adjust, easy to work, and cannot get out of order, as there are no breakable parts. This latter feature gives the extension exceptional strength as well.

Electricians who are now using it give their highest endorsement and say it is unquestionably the most practical ever produced.

If you are the first in your territory to introduce Ford's New Bit Extension you will surely gain new customers who will be steady, satisfied buyers.

Will you write us for new circulars describing in detail this latest FORD Triumph?

Ford Auger Bit Co.
HOLYOKE, MASS.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

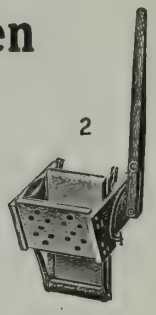
General Offices

43 EXCHANGE PLACE

NEW YORK CITY

Look For This Trade Mark Then Buy The "White" Mop Wringer









WHITE MOP WRINGER CO.
FULTONVILLE, N.Y.



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to th Admiralty and War Office



Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Our new Catalogue, 1911 edition, fully illustrated, mailed free on Application to wholesale Hardware Merchants.

Enthusiasm

To sell goods and make profit you must develop this quality. Home made goods always did make you feel that way. That is why so many hardwaremen throughout Western Canada are selling our

METAL CEILINGS, SHINGLES, SIDINGS AND CORRUGATED IRON

and making nice profits.
They have seen them made. They know they are right. They can get them in a hurry.
All these things will be at your service when you hook up with us.

WRITE TO-DAY.

Winnipeg Ceiling and Roofing Co.

P.O. Box 2186 H. Winnipeg, Man.

Is This Worth Selling?

Our Up-to-date RESTAURANT URNS

are so simple, so attractive and so convenient that they sell rapidly at all times.

Many live dealers are selling them and netting big profits. Why don't you? The highest class restaurants and hotels buy them on sight, and are always satisfied.

We guarantee our urns to give the best of service and command the best trade.

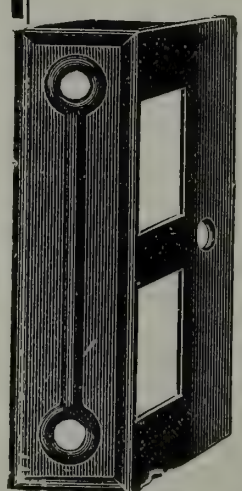
Try them once and you will come again.

Write To-day.

THE BUFFALO MFG. CO., Buffalo, N.Y.

Canadian Representative
H. F. McIntosh & Co.,
28 Toronto St., Toronto





National Steel Rim Locks

STRONGEST AND SAFEST

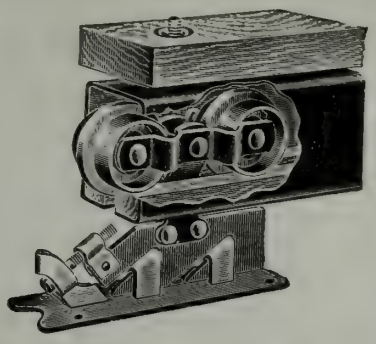
Made of the highest quality steel, the "National" is the most durable rim lock made and is the lock which perfectly satisfies modern requirements.



Write us for particulars and prices.

NATIONAL HARDWARE CO., Limited

ORILLIA, ONT. CANADA



Richards Royal

House Door Hanger is recognized by dealers as the leader in house door hanger construction.

Live dealers sell RICHARDS ROYAL for the satisfaction and profit it brings.

Are you getting this profit?

Richards-Wilcox

MANUFACTURING CO.
AURORA, ILL. U.S.A.

Door Hangers and Hardware Specialties

HEADQUARTERS

LAMP BLACKS

Sixty-two Years In Business

Sixty-two years' experience, enabling us by dint of superior quality in building up the largest business of bulk and package Blacks, not only in England and America, but in the world.

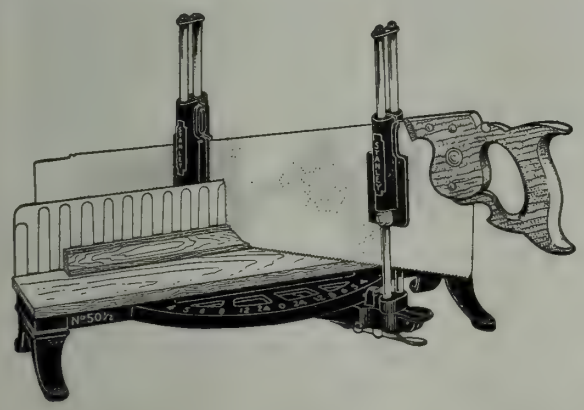
In order to be sure of the best and most economical, look for the Red Seal on every package.

Manufacturers of Old Standard, Eagle, Globe and Pyramid Germantown Brands.

WHY BUY THE NEAR BRAND WHEN THE BEST IS PROCURABLE?

LAMP BLACKS

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A



Stanley Tools

No. 50½ MITRE BOX

This has a single piece Frame, both the base and the back of which are accurately machined.

The Saw Guide Uprights are steel rods and carry the Saw Guides in which the saw works. The Uprights, which are instantly removable, are adjustable.

The special feature of these Boxes is that any ordinary Panel Saw may be used in place of a Back Saw if desired. A strong and accurate tool at a moderate price.

No. 50½ List Price each $5.50
No. 60½ with 20 in. Back Saw " " $7.50

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED



KITCHEN CONVENIENCES

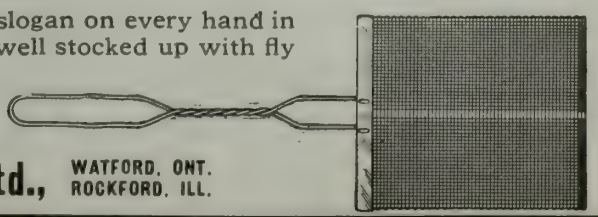
FOR YOUR NOTION COUNTER



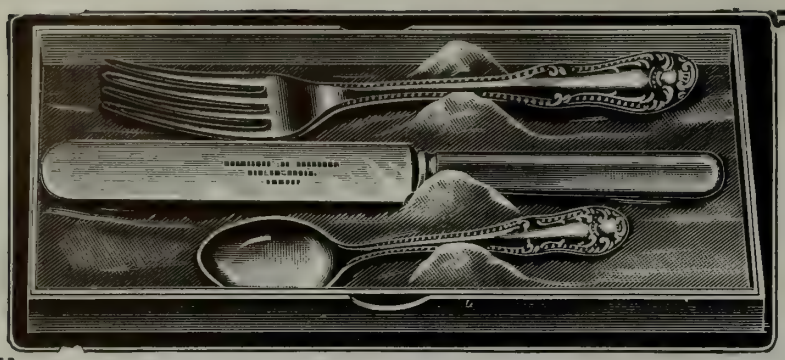
Every woman demands the most convenient and sanitary articles in her kitchen. MEET THAT DEMAND by supplying her with our line of kitchen utensils.

SWAT THE FLY will be the slogan on every hand in a few weeks' time. Are you well stocked up with fly killers?

Better write for catalog and price list at once



Andrews Wire Works of Canada, Ltd., WATFORD, ONT. ROCKFORD, ILL.



Just the Thing for Gift Hunters

These three pieces in a neat satin-lined box, are the very thing you should handle as they are certain to attract the attention of gift hunters.

This ware is heavily plated with pure silver. It is very artistic and durable and makes an excellent set for a child

The McGlashan, Clarke Co., Ltd., Niagara Falls, Ont.

AGENTS:—J. Mackay Rose, 88 McGill St., Montreal; N. F GUNDY, 61 Albert St., Toronto; David Philip, 291 Portage Ave., Winnipeg
Benj. Rogers, Charlottetown, P.E.I.

Dealers!

HERE'S YOUR CHANCE TO MAKE A SPLASH.



This Mantel or any of our "70" different designs, fitted with our Electric Grate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

Write for the "dope"—Your contractors will fall for it.
Don't forget—We have the best line of Gas and Coal Grates in the country.

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"



YOUR sales will be materially increased by handling the Aylmer Metallic Ring Sprayer, the best hand pump made in Canada. No soft packing to give you trouble, a pump that gives perfect satisfaction to your customer in every instance.

Write for Prices and Discounts.

The Aylmer Pump & Scale Co., Limited

AYLMER, :: ONTARIO

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Brockville, Ont., Jan. 23rd, 1910
Messrs. J. W. Harris Mfg. Co., Ltd.
129 Sanguinet St., Montreal
Dear Sirs:

Enclosed you will find my cheque to cover account of the last of the many of your "J. W. Harris Rotary Ventilators," which I have installed here and I have much pleasure in saying that in every case they have given perfect satisfaction.

Yours truly,
W. H. Harrison

Made by

The J. W. Harris Mfg. Co., Ltd.
Contractors
Montreal



There's a Big Demand Among Miners and Sportsmen

for a lamp that gives high lighting efficiency at low cost and that will stand up under long hard service with minimum of breakage or loss of parts.

Maple City Acetylene Lamps

fill this demand. They have many strong selling features to be found in no other acetylene lamps and every lamp is thoroughly guaranteed. Our broad advertising campaign is creating a specific demand for Maple City Lamps that you can easily turn to profits. *Write to-day for our special Selling Proposition.*

MAPLE CITY MANUFACTURING CO.

MONMOUTH, ILLINOIS, U. S. A.



Famous Red Jacket "So-Easy-to-Fix" Pumps

Made by RED JACKET MFG. CO., Davenport, Iowa

The quality line of pumps. The line of *exclusive features.* Made *right,* in the most modern pump plant in United States or Canada.

"So-Easy-to-Fix." So Easy to Work.

If you want to give your customers the very best, and strengthen your reputation as a dealer of *quality goods,* investigate this line. Drop a postcard to the nearest of these jobbers. Ask about an exclusive agency contract.

ROSS BROS. Ltd., EDMONTON | **CANADIAN FAIRBANKS-MORSE CO.,** WINNIPEG - - - SASKATOON | **METALS Ltd.,** CALGARY



"Hercules" Drills Are Not Made By The Taking-Away Process

The goodness of "Hercules" High Speed Twist Drills is the result of the Twisted-While-Hot Process. The Vanadium Steel, from which "Hercules" Drills are made, comes to you with its strength unimpaired in the grain or in its lasting quality. Other methods of drill manufacture remove the strength-giving quality of the metal and produce drills without a backbone. "Hercules" Drills have the taper shanks, usually one size larger than regular, which eliminate tang troubles and give greater driving power, owing to the firm hold of chuck which grips the drill in the centre. Your jobber can supply you or you can order direct.

Tools of Quality
TRADE
W B
MARK
Bear These Marks

Tools of Quality
TRADE
W&B
MARK
Bear These Marks

Catalog 74-C will be sent on request

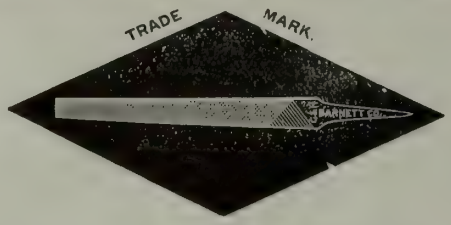
THE WHITMAN & BARNES MFG. CO.

Established 1854 **ST. CATHARINES, ONT.**

STOCKS CARRIED AT WINNIPEG AND MONTREAL

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.





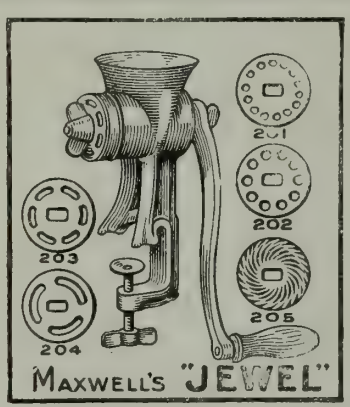


GIVES SATISFACTION WHERE ALL OTHER METALS FAIL

SOLD BY LEADING DEALERS EVERYWHERE OR BY

MAGNOLIA METAL COMPANY

OFFICE AND FACTORY: 225 ST. AMBROISE STREET, MONTREAL



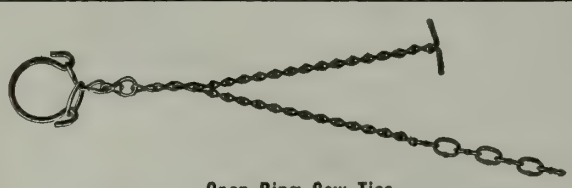
MAXWELL'S "JEWEL" FOOD CHOPPER

is a quick-cutting, smooth-working, thoroughly reliable Canadian-made machine at a price which makes sales easy.

Made in four sizes, with full equipment of cutting plates for every class of work.

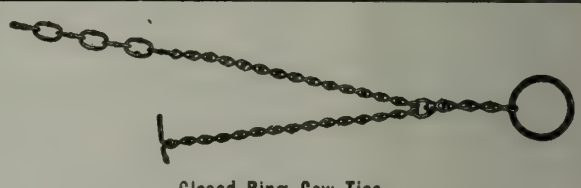
Write for Catalogue of Maxwell Food-Cutters, Washers, Churns, etc., to—

DAVID MAXWELL & SONS, St. Mary's, Ont.



Open Ring Cow Ties

ELECTRIC SWELL WELD CHAIN



Closed Ring Cow Ties

25% more { WELD STRENGTH WEAR } { MADE IN CANADA AND SOLD BY JOBBERS } 25% more { ORDERS SALES PROFITS }

Made by

Office: BUFFALO, N. Y.

McKinnon Chain Company

Factory: ST. CATHARINES, ONT.



Quality Did It

Back in 1864 the Nicholson File Co., started making files with an output of 100 dozen a day to supply a local market. At the present time the files made by the Nicholson File Company sell at the rate of 16,000 dozen a day, and the market is the whole civilized world.

These are the well-known brands made by the Nicholson File Co., in Canada.

"American"
"Arcade"
"Great Western"
"Globe"
"Eagle"
"McClellan"
Kearney & Foot
"J. B. Smith"



All steel used in Nicholson Files is made strictly according to our own specifications which have been adopted after many years of experiment. And we use different grades of steel for different kinds of files. As a result Nicholson-Made Files are the fastest cutting tools of their kind in the world.

Your Jobber Can Supply You

NICHOLSON FILE CO.

PORT HOPE, - ONT.

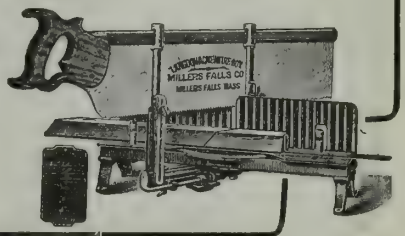


PERFECT MITRES
are always made with
THE LANGDON ACME MITRE BOX

When supplied with back saws fitted by ourselves, they are warranted to do perfect work.

QUICKLY ADJUSTED FOR ANY ANGLE. Some of the advantages over older models are :—In longer guides, which hold the saw steadier. These guides are provided with elevators to hold the saw stationary, when desired, above the work. In a graduated arc showing the various angles commonly used. In supporting guides, to hold the work in place. In an appliance for quicker adjustment of extension lever. In a length gauge for duplicate lengths.

These boxes are made in three sizes, and put up with varying sizes of saws, ranging from 22 x 14 in. to 30 x 5 in.



Send for the FREE book "Tool Practice"

Millers Falls Co.
28 Warren Street
New York

WHY NOT SELL THE DECORATOR STEP LADDER?

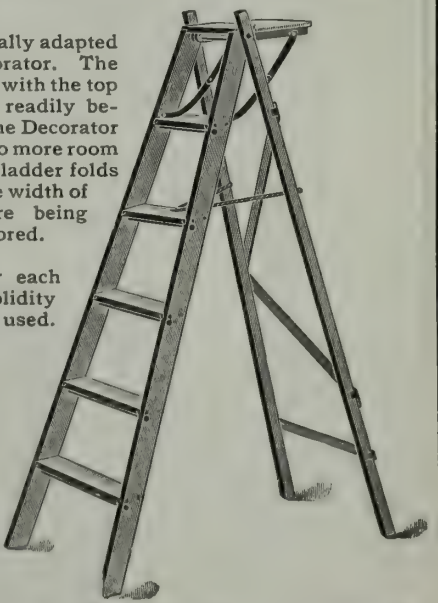
It Pays Good Profits and Gives Satisfaction

This ladder is especially adapted for use by the Decorator. The Shelf is nearly level with the top step and folds down readily between legs so that the Decorator with shelf takes up no more room than without. The ladder folds compactly within the width of the risers, therefore being easily carried or stored.

A rod passes under each step, assuring solidity and the rope lock is used.

Shelf is extra.

Put this ladder in stock at once—The result will surprise you.



Write for complete catalog on ladders.

The Stratford Mfg. Co., Limited
STRATFORD - - CANADA



"I TELL YOU IT'S A GREAT SAW."

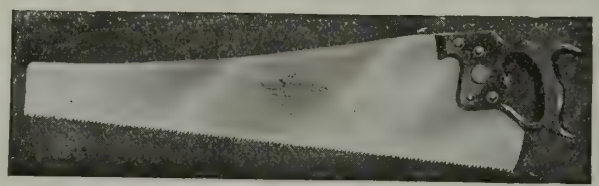
That expression applies with equal force to Simonds Crescent Ground Cross-Cut Saws and Simonds Hand Saws.

Many dealers handle both lines. Do you?

Simonds Canada Saw Co., Limited

Montreal, P.Q., St. John, N.B., Vancouver, B.C.

IN THE U.S.: THE SIMONDS MFG. CO.



"Try Us for Service and Quality"

We carry a large stock of

Wholesale Plumbers' Supplies,

from which we can make immediate shipments.

Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.

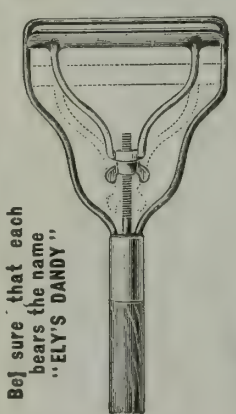
WINNIPEG.

ELY'S JANITOR MOP

☞ No. 8 for men

No. 21 for women ☜

Others are not just as good



ELY'S DANDY

Mop Wringer and Bucket COMBINED

Others are not just as good.

Be sure that each bears the name ELY'S DANDY

Made in three sizes, 10 qt., 14 qt. and 22 qt.; guides, posts and step of malleable iron; lever of wrought iron, finished in black enamel; cedar buckets, three hardwood rolls. The most popular mop wringer on the market.



THEO. J. ELY MFG. CO.

ERIE, PA.

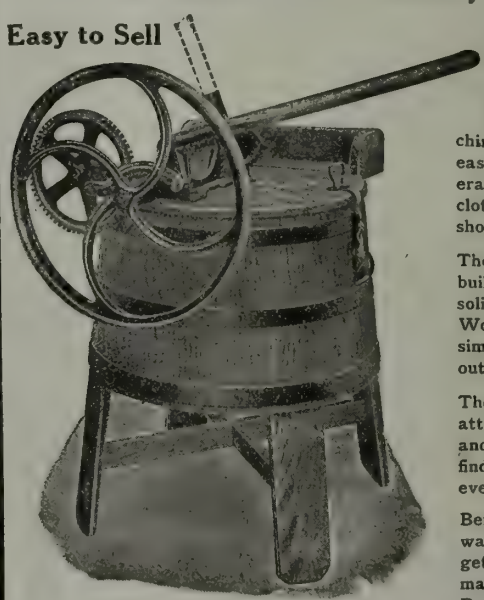
Get our catalogue of Mop Sticks, Mop Wringers, Brush Holders, Carpet Beaters, Broom Holders, Etc.

"THERMO"

The Washer

That makes the Washday Bright

Easy to Sell



Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial, Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices. Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON, CANADA

Edwin Schofield (Eastern Agent), Canadian Express Bldg., Montreal; F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE 

MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

Copper Sheets

M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

TORONTO

This Mark is the Ensurance of LAMPBLACK QUALITY

THE TREMENDOUS GROWTH

Nine years ago this firm, as a firm, did not exist, although the men composing it have been many years in the LAMP BLACK trade. Since that time we have been able to secure two-thirds of the entire Lamp Black business of North America. THERE IS ONLY ONE REASON — THAT IS QUALITY

WRITE TO-DAY FOR SAMPLES AND PRICES. Then, if satisfied, stock a trial order. Remember, we GUARANTEE the very best results. We manufacture all the standard grades of pure Lamp Black. Sold by all reliable wholesale houses.

1 Lb Germantown Lamp Black

Wilckes Martin Wilckes Company
NEW YORK, N.Y., U.S.A.
Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.



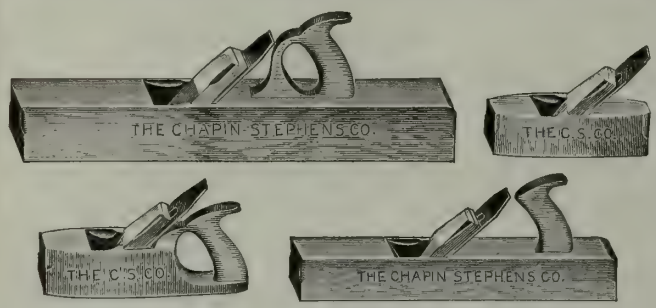
STEP LADDERS
4 TO 12 FEET

The Best Ladder at the price.
Clear Norway pine sides.
Hardwood Steps --- malleable iron clamp.

We also make
Curtain Stretchers, 3 styles.
Tub Stands, Clothes Bars,
Ironing Boards, Etc.

Send for catalogue

OTTERVILLE MANUFACTURING COMPANY, LIMITED
OTTERVILLE - - ONT.



All kinds of
WOOD Planes

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company
LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
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ARE YOU ALIVE

To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for **you?** Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
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Hardware and Metal
TORONTO - MONTREAL - WINNIPEG

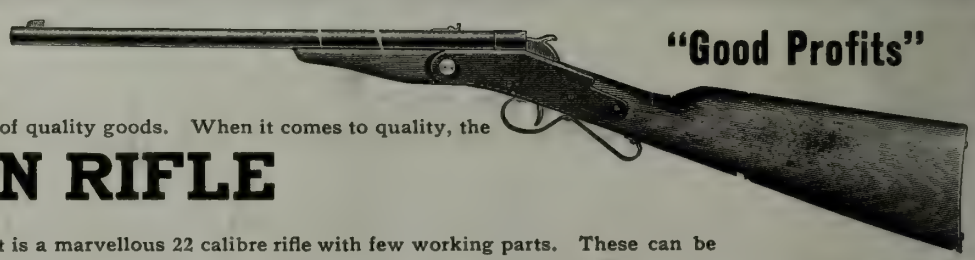
BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

The Straightest Aim



"Good Profits"

at YOUR success is the handling of quality goods. When it comes to quality, the

HAMILTON RIFLE

cannot be beaten for the price. It is a marvellous 22 calibre rifle with few working parts. These can be easily kept clean. Its safety, strength and accuracy give it an unlimited popularity with every user. The finish and design make it very attractive. The good profits will appeal to you. Get our circulars.

For Sale by all Jobbers

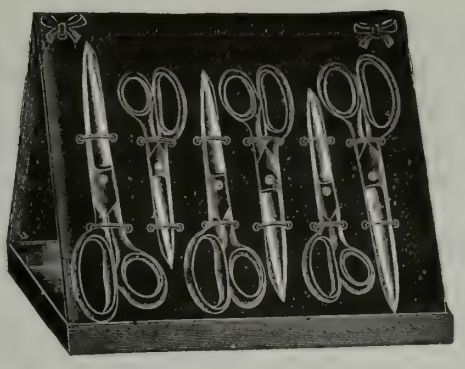
C. J. Hamilton & Son - Plymouth, Mich.

MR. DEALER:

Buy Pliers that sell, **UTICA** are the highest grade Pliers made, and are in great demand throughout the **Country.** They do not lie on your shelves, but bring you business. Try them.

Every tool stamped "Utica" is guaranteed to give entire satisfaction or money back.

UTICA DROP FORGE & TOOL CO.
UTICA, N.Y.
SOLE CANADIAN AGENTS
SMITH HARDWARE CO., Ltd., 240 Lemoine St., MONTREAL



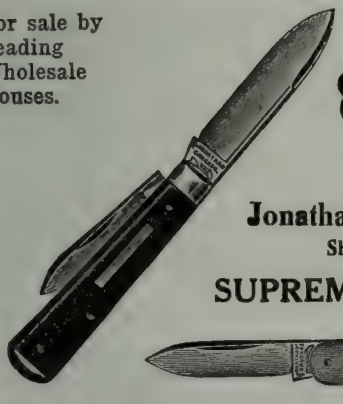
" RAINBOW "
Converted Steel Shear

In display boxes of assorted dozens. Sizes 6, 7, 8 and 9 inches; also in dozens straight sizes.

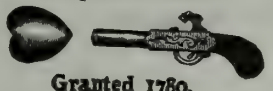
A popular seller at a popular price.

Smith Hardware Co., Limited
240 Lemoine St.
Montreal.

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY



SCREW AND STRAP HINGES
for Barn Doors, Gates, etc.
Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

NUTS

We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA



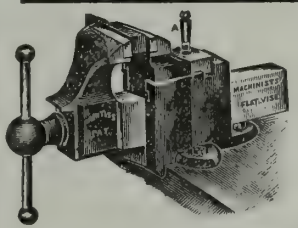
POTATO BUGS

will be at work shortly. We claim to have the most convenient **HAND SPRAYER** for applying Paris Green that is on the market—at the price. It is Automatic (Compressed-Air) light, easily handled, does the work quickly and well, saves material and is cheap.

Every Farmer and Potato Grower needs one. You should have it in stock.

CAVERS BROS., Manufacturers
GALT, ONTARIO

Do Not Be Misled by Inferior Imitations.



There is but one

PRENTISS VISE

Made by

Prentiss Vise Company

Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

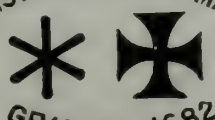
Sole Agents for Canada: A. Macfarlane & Co., Coristine Bldg., Montreal.
Sole Agents for Great Britain: Chas. Neat & Co., 112 Queen Victoria St., London, E. C.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. **LIMITED**

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK



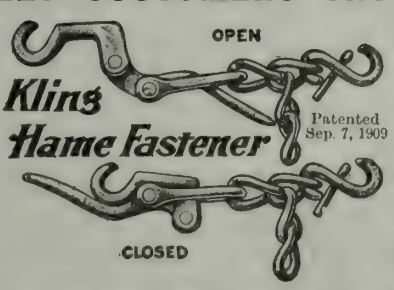
GRANTED 1682.

By seeing that this exact mark is on each blade.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

LET CUSTOMERS TRY IT 30 DAYS



They are bound to keep this fastener because it is better than words can tell; but if, by chance, one should not give satisfaction, take it back. We'll see that you don't lose. The Kling works easily and instantly. Always exerts the same pressure. Lasts longer than the harness. Retails for 25c. Gives you 50 per cent. profit. Order a dozen from your jobber. $2.00. Name "Kling" on the handle. Descriptive circular on request.

The National Safety Snap Co., Incorporated, Dept. 33, Wilmington, O., U.S.A.
D. C. Ross & Co., 56 Colborne St., Toronto, Ont.
Canadian Distributing Agents

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BABBITT METAL.

SPOONER'S No Hot Boxes
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, - QUEBEC

CHAPLETS.



ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.



THAT'S SUFFICIENT.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

HORSE POKES.

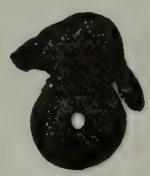
Surprise Horse and Cattle Pokes

The only poke that will stop horses from jumping. Made at Perth, Ont., by

James & Reid
ASK YOUR JOBBER



EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES

Raymond Bros., London, Ont.

IRON.

PIG IRON
STEEL PLATES, BARS and ANGLES
BAR IRON
David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
St. Nicholas Bldg., Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

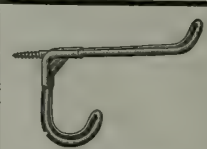
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

HOOKS.



HOOKS Every style and size.

We make hooks as our principal output. Before buying send for our prices. Every hook has the patented metal clasp which makes it indestructible. Samples on request.

ATLAS MANUFACTURING COMPANY
121 Water St., New Haven Conn.

SPRAYERS.

COLLINS SPRAYERS=SATISFIED CUSTOMERS

The Collins line of sprayers for this year is the best yet offered. We have found some small improvements could be made, especially in finish, and have also lowered the price, with the intention of making larger sales but smaller profits. We are aiming at doubling last year's output. Our three largest sellers are our Three-gallon Compressed Air Sprayer, our Crown and Gem Sprayers. Write for Catalogue and Prices. For Sale by Leading Jobbers or

THE COLLINS MFG. CO., TORONTO

WE MAKE A SPECIALTY OF

WIRE SPRINGS

for COMPRESSION and EXTENSION.

James Steele, Limited, Guelph

Send For Our New Catalog

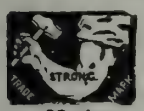
Most complete line of

SCREW DRIVERS AND SMALL TOOLS

PIONEER TOOLS

The Southington Mfg. Co., - Southington, Conn.

TOOL HOLDERS.



TOOL HOLDERS

For LATHES and PLANERS

All kinds—All sizes.

ARMSTRONG BROS. TOOL CO.

106 N. Francisco Ave.
CHICAGO, U.S.A.



Make ONE POUND of TOOL STEEL EQUAL 10 LBS. in FORGED tools.

Write for Catalog.

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.



Reproduction of

NEW SEYMOUR SHOW CARD

12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York

J. A. HENCKELS TWINWORKS CUTLERY



Pocket Knives, Scissors, Razors, Butchers' and Cooks' Knives, etc.

SOLE AGENTS **F.W. Lamplough & Co.,** 9 DeBresoles St. MONTREAL

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



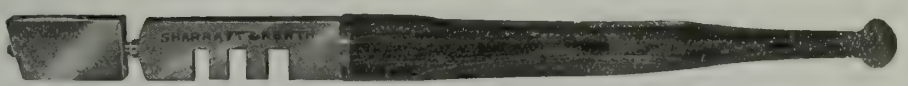
Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

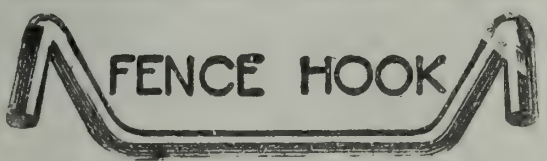
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK ***For Fastening Wooden Pickets on Wire Fences***



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE. OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"ACME" **are the strongest and sharpest low-priced Shears and Scissors on the market.**

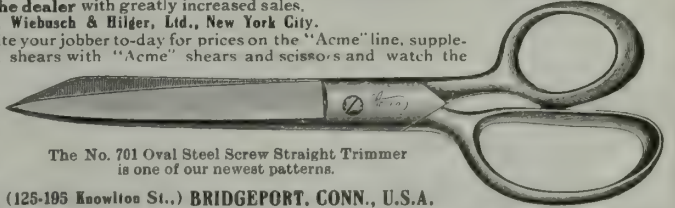
Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?

Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.

Special Representatives, Wiebusch & Hilger, Ltd., New York City.

MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high-priced shears with "Acme" shears and scissors and watch the gratifying results.

Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.



The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

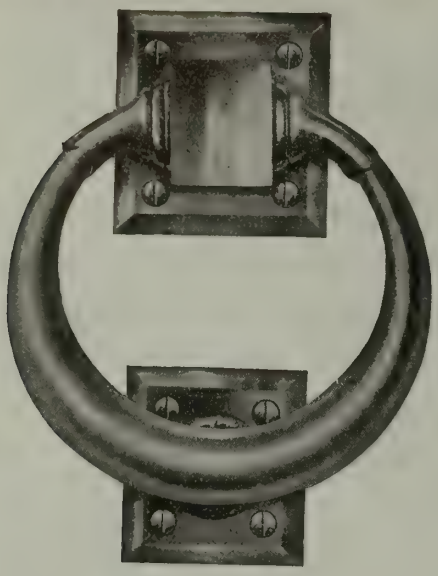
THE ACME SHEAR CO., (125-195 Knowlton St.,) BRIDGEPORT, CONN., U.S.A.

Pease Economy Furnaces

WRITE FOR CATALOGUE AND PRICES

PEASE WALDON CO., LIMITED WINNIPEG · **PEASE FOUNDRY COMPANY LIMITED** TORONTO · **PEASE PACIFIC FOUNDRY LIMITED** VANCOUVER

Peterboro Hardware



Door Knockers add greatly to the appearance of a door. They are rapidly coming into vogue. Peterborough Door Knockers supplied to match any of our designs. A sample on your show cases will interest .customers

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH, ONT.

SHEET COPPER

Prompt Shipment

Stock or Import

B. & S. H. Thompson & Co.
LIMITED
MONTREAL, QUE.

Why not make 1912 the most profitable saw year in your history?



ATKINS STERLING SAWS
MADE IN CANADA

THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

E. C. ATKINS & CO.,
MAKERS OF STERLING SAWS
HAMILTON, ONTARIO
Vancouver Branch, 109 Powell St.
U.S. Factory, Indianapolis, Ind.

—PUMPS—

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

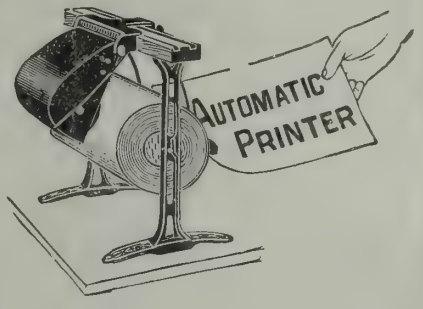
All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B JARDINE & CO.
HESPELER - ONTARIO

MAKE YOUR PARCELS ADVERTISE YOU



You can make each parcel that goes out of your store advertise you. The advertisement will go into many houses where you could not otherwise get it and will identify your name with quality and satisfaction that the purchaser gets from your goods.

The Automatic Printing Device prints the advertisement on the wrapper by the action of unrolling the paper No extra work. No trouble.

Write for our Leaflet which describes the details and advantages of this valuable device and gives you prices.

UTILITIES LIMITED
73 Bank of Ottawa Bldg., - MONTREAL

MANY
HARDWAREMEN HAVE MADE A SUCCESS

of ERMALINE Cooking Bags and have found that a continued steady trade has been their reward.

THE NEW SCIENCE HAS TAKEN HOLD

It is here to stay—people have adopted Ermaline cookery because it is a method which eliminates dirt and saves money, time, trouble and temper.

Many of your customers have not yet tried this system, and you can easily get them to. The cost is small and the results big eepecially in this hot weather.

Write to-day for free samples and particulars.

Edward Lloyd Limited
508 Eastern Township Bank Bldg.
MONTREAL

MOST JOBBERS HANDLE ERMALINE BAGS

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet Brand"

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers
W. Gilbertson & Co., Limited
Sole Canadian Sales Agent
ALEXANDER GIBB
St. Nicholas Bldg. - Montreal

Knowledge Is Power

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

TECHNICAL BOOKS, 143-149 University Ave., TORONTO

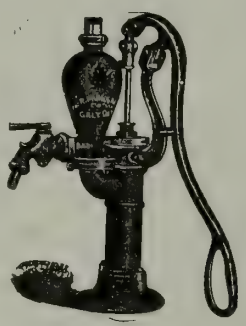
Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold — gives the dealer no trouble.

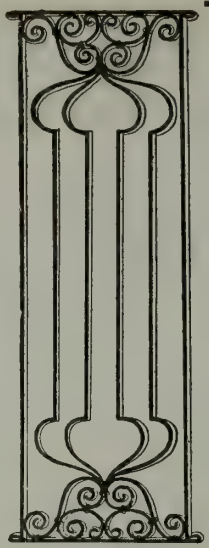
They are metal—hand fitted valves—air-tight—strong—lasting.

The big catalogue tells you exactly what the line is—get it for the asking.



Write

The
R. McDougall Co., Limited
GALT, CANADA



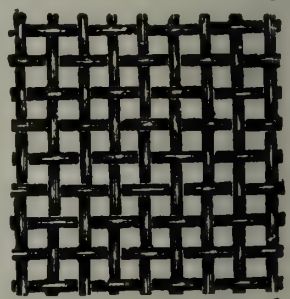
GOODS THAT LAST

WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

Perforated Sheet Metals
General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.



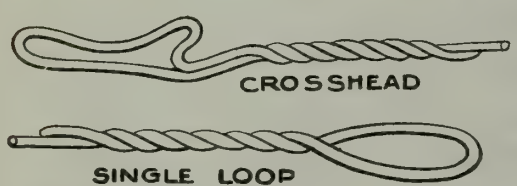
Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

Canada Wire and Iron Goods Company
HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

WIRE BALE TIES



Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

This is the line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

Get our prices and send us a trial order—we guarantee to satisfy.

We also recommend our WIRE NAILS and STAPLES as inferior to none.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

WE WANT A MAN

of good character, in each city, town and village in Canada, where we are not already represented, to act as our

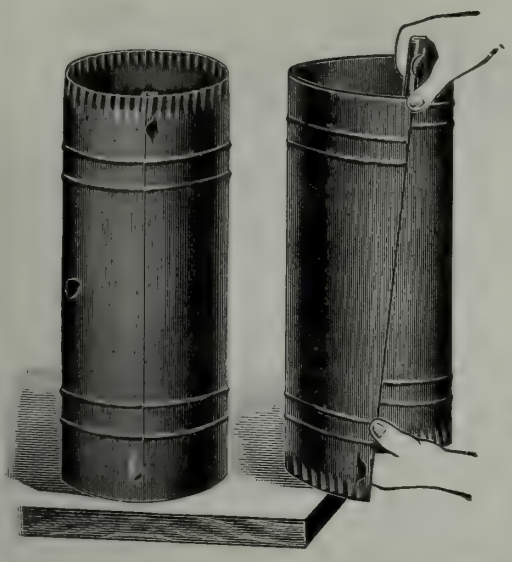
SPECIAL CIRCULATION REPRESENTATIVE.

Work is dignified and educative. Previous experience unnecessary. Duties at first need not interfere with your present employment.

WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT FOR LIFE.

If you are making less than $100.00 a month, and are trustworthy and ambitious to learn and become competent to handle our business in your vicinity, write us at once for full particulars.

MACLEAN PUBLISHING COMPANY,
143-149 University Ave., Toronto, Ont.



"Scheip's Perfect" Patent Nestable Stove Pipe

The Best on Earth

Anybody can put it together. Hands are the only tools required. 6 in. and 7 in.

Requires no staples.
Locks easily and securely.
When put together is equal to riveted pipe.
Every length guaranteed to fit perfectly.
Oiled to prevent rusting.
Packed 25 lengths in a crate.

It is cheaper to buy "Scheip's Perfect" in crates than to make your own pipe, or pay the freight on riveted pipe.

The crating lessens your freight charges, and the pipe you get is "Perfect" —as its name implies.

When you are ready to stock up with stove pipe accessories, tell us.

We have everything you need—Elbows, Dampers, Half-lengths, Damper-lengths, Tees, Tapers, Thimbles, Plugs, Chimney Caps, Ridge Pipes, Side Roof Pipes, Stove Boards, etc., for all sizes from 3 inch. to 8 inch.

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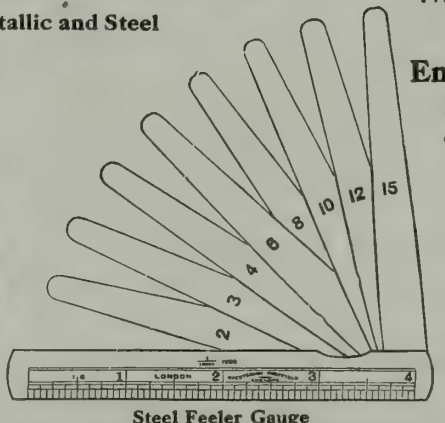
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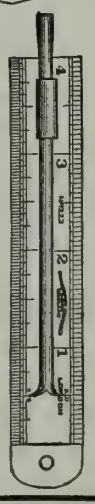
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P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools
Pink, Thos., & Co., Pembroke, Ont

Manufacturers' Agents
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes
Stover Mfg. Co., Freeport, Ill.

Metals
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
McKechnie Bros., Birmingham, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co.,Montreal

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.
John C. Wilson, Ottawa.

Metal Stove Fronts
Canada Foundry Co., Ltd., Toronto.

Mop Holder
Theo. J. Ely Mfg. Co., Erie, Pa.

Mop Wringers
Theo J. Ely Mfg. Co., Girard, Pa.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.

Nails, Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. C., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton.

Oilers
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T. & Co., Hamilton, Ont.

Oil Stones
Canadian Hart Wheels, Hamilton, Ont
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont

Packing
Garlock Packing Co., Hamilton, Ont.

Paints, Oils, Varnishes
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover
Chadeloid Chemical Co., New York.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.

Perforated Sheet Metals
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Samuel Benjamin & Co., Toronto.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pliers
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Poultry Netting
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pruning Knives
International Tool Co., Detroit.

Pumps
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg. Co., Davenport, Iowa.

Pumps, Power
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.

Razors
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.

Razor Blades.
Schramberger, Uhrfedernfabrik, Schramberg, Germany.

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton.
Carborundum Co., Niagara Falls, N.Y.

Razor Strops
J. R. Torrey & Co., Worcester, Mass.

Registers
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrosteel Co., Bridgeburg.

Rivets
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co. of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.

Rope
Independent Cordage Co., Toronto.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.

Saws
Atkins, E. C., & Co., Indianapolis, Ind.
Disston, Henry, & Sons, Philadelphia.
Drabble & Sanderson, Sheffield, Eng.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Ont.

Screen Door Sets
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Screws, Nuts, Bolts
National Acme Mfg. Co., Montreal.
Steel Co. of Canada, Limited, Hamilton.

Screws, Wood
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.

Scythe Stones
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.

Shelf Boxes
Cameron & Campbell, Toronto.

Shellacs
Berry Bros., Walkerville.

Shovels and Spades
Spear & Jackson, Sheffield, Eng.

Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silverware
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.

Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.
Spramotor Co., London.

Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

Spring Hinges, Etc.
Chicago Spring Butt Co., Chicago, Ill.
Standard Mfg. Co., Shelby, Ohio.

Stains, Shingle
Berry Bros., Walkerville.

Stains, Wood
Berry Bros., Walkerville.

Staples
B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton.

Steel—High Speed
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops
Steel Co. of Canada, Ltd., Hamilton.

Stencils
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont.
Herod Machine & Stamping Co., Brantford.

Store Ladders
Hamilton Brass Mfg. Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.

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Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Pictou.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.

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The Steel Co. of Canada, Ltd., Hamilton.

Tapes
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Armstrong Bros. Tool Co., Chicago.
Robt. Sorby & Sons, Sheffield.
Stanley Rule & Level Co., New Britain.
International Tool Co., Detroit.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.

Tool Grinders
American Grinder Mfg. Co., Milwaukee Wis.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont.
Renfrew Scale Co., Renfrew, Co.

Varnishes: See Paints
Berry Bros., Limited, Walkerville, Ont
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators
Harris, J. W., Co., Montreal.

Vises
Henderson & Richardson, Montreal.
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.

Wall Plaster
Manitoba Gypsum Co., Winnipeg.

Waffle Irons
Stover Mfg Co., Freeport, Ill.

Wagons—Children's
Wodstock Wagon Co., Woodstock.

Washers
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

White Lead
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Howland, H. S., Sons & Co., Toronto
Lewis Bros. & Co., Montreal.

Window Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery
Ed Brand, 472 Moss Lane., Manchester Eng.

Wire Products
Andrews Wire Works, Watford, Ont.

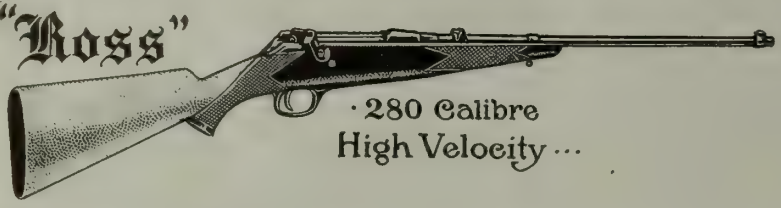
Wire Rope.
The B. Greening Wire Rope Co., Ltd. Hamilton.

Wire Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Jas. Steele Limited, Guelph, Ont.

Wood Finishes
Berry Bros., Walkerville.

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ROBERTSON

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WOOD SCREWS



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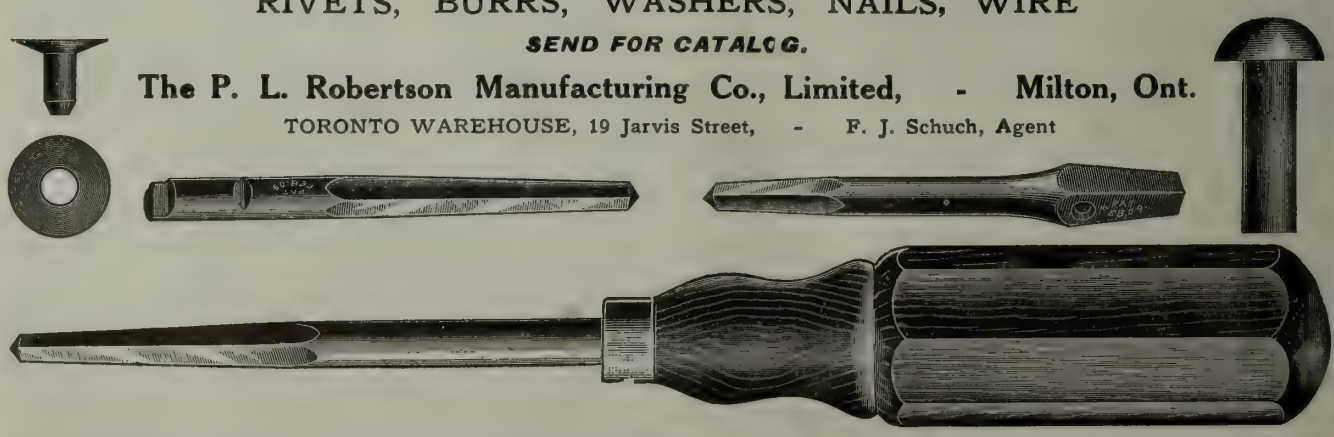
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RIVETS, BURRS, WASHERS, NAILS, WIRE

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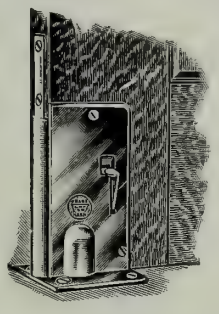
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SPRING BUTTS

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Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



Chicago "Relax" Spring Hinges

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO NEW YORK



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

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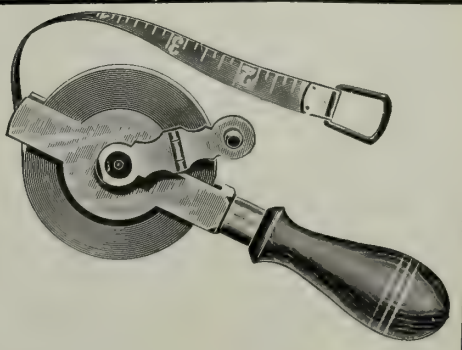
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To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.



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FOR SALE BY ALL JOBBERS.

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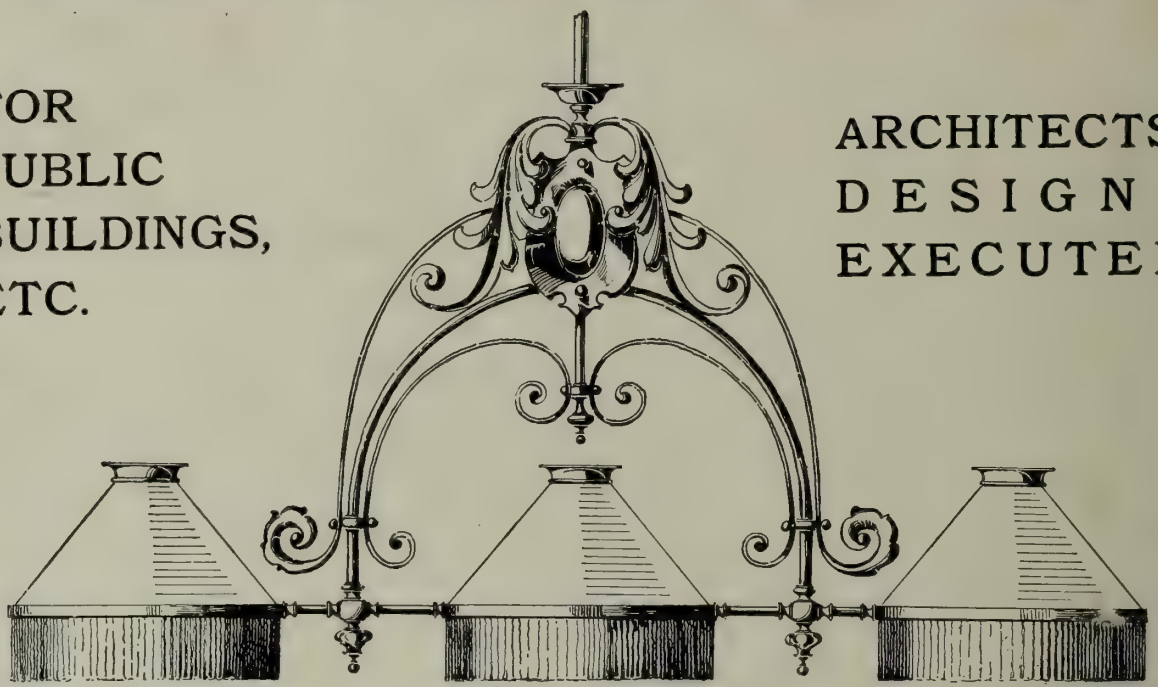
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HARDWARE AND METAL

Published Weekly by
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Vol. XXIV. Publication Office: Toronto, Canada No. 27
July 6, 1912

ROGERS'

PORTLAND CEMENT

Brings Big Results to Every Dealer

Cement is now being specified by many contractors in the construction of residences and other small buildings. Why not stock **Rogers' Portland Cement** and solicit the contractor's patronage? This cement is well and favorably known and pays a very attractive profit.

It is a cement upon which you can absolutely rely to give perfect satisfaction.



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We ship promptly.
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N. J. DINNEN & CO.
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ARE YOU MISSING OPPORTUNITIES?

The problem of modern business, from manufacturing to retailing, is to eliminate lost motion and make the most of every opportunity of increasing legitimate profits.

Are you, as a retailer, giving to this problem the attention which it deserves?

Have you figured out which lines in your store pay best, in immediate profits, in future business, and in permanent good-will? And do you focus the attention of your salesmen on these lines?

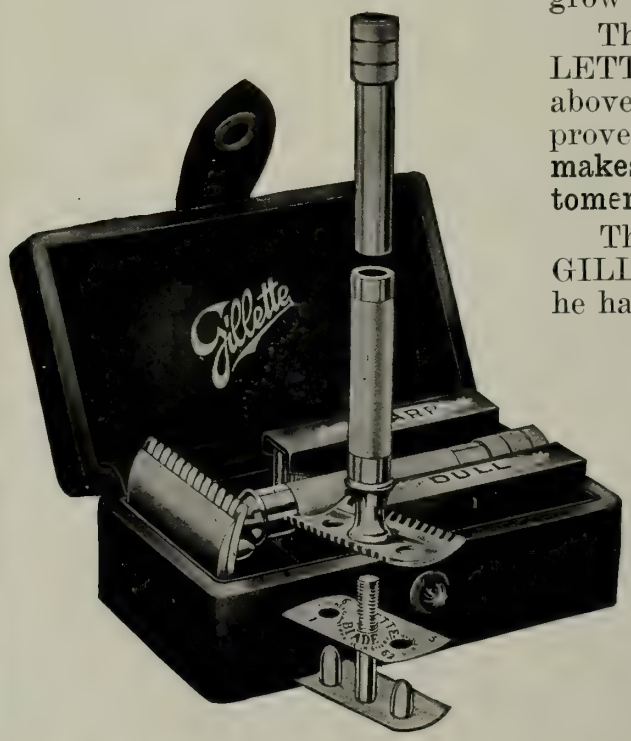
Have you pointed out to them, for instance, that the sale of a

GILLETTE SAFETY RAZOR

is worth more to your store than the sale of any other razor?

It is not so much the immediate profit—though on the price-protected GILLETTE you are sure of a substantial reward for every sale.

Nor is it chiefly the future sales of blades—though the man who comes into your store regularly for GILLETTE Blades is pretty sure to grow into a good all-round customer.



The big advantage in selling the GILLETTE Safety Razor—in recommending it above any other razor made — lies in the proven fact that **every GILLETTE sale makes a pleased customer. A pleased customer comes back—that means a lot.**

The keen, convenient, business-like little GILLETTE gives a man the kind of a shave he has longed for, but scarcely expected to ever enjoy. With it he can save half the time his shave used to take, escape all the nasty gashes and enjoy solid comfort. And, mind you, these are the things he will appreciate

Analyze this razor question carefully—weigh the returns, present and future, from the GILLETTE and the others, and we are willing to leave the decision to your good judgment.

The Gillette Safety Razor Co. of Canada, Limited

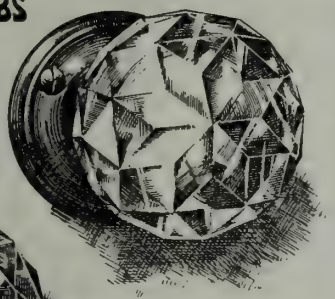
Office and Factory:

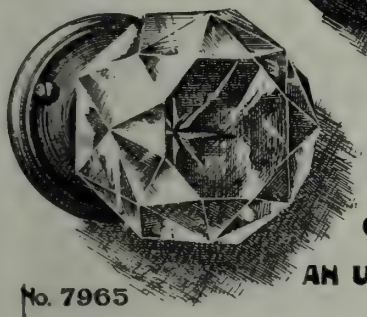
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KNOWN THE WORLD OVER

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MAYMORE GLASS KNOBS
ARE BRILLIANTLY CUT
FROM THE FINEST
AND CLEAREST METAL





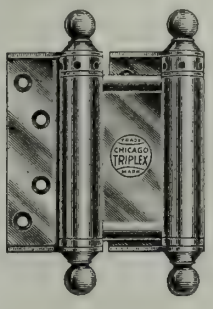
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A SUGGESTION

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Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

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"Yankee" Plain Screw Drivers



Strong, durable, well balanced tools, of the same high quality of material and workmanship as other "Yankee" Tools, which to-day are without equal.

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Each tool is thoroughly tested and the blades positively guaranteed not to turn in the handle.

Your Jobber Will Supply You

No. 90, Standard Style, Fourteen Sizes, 2 to 30 in.

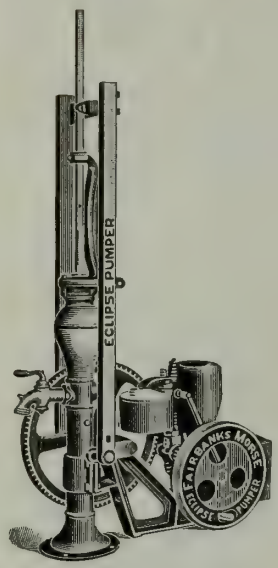
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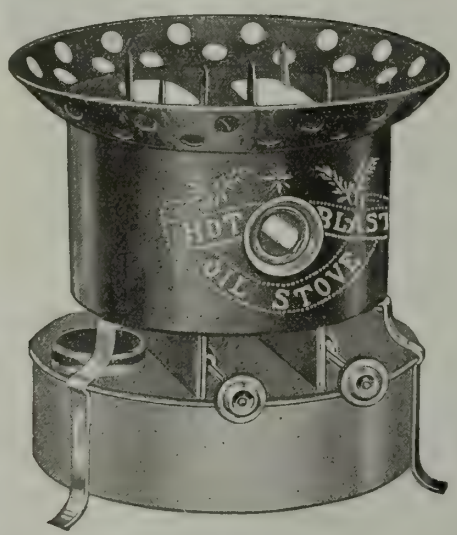
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Montreal, Toronto, Winnipeg, Vancouver, Calgary, Saskatoon, St. John

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Just the article needed for Summer Residences or Camps



No. 200. These Stoves Have

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Legs made of Tinned Band Steel.

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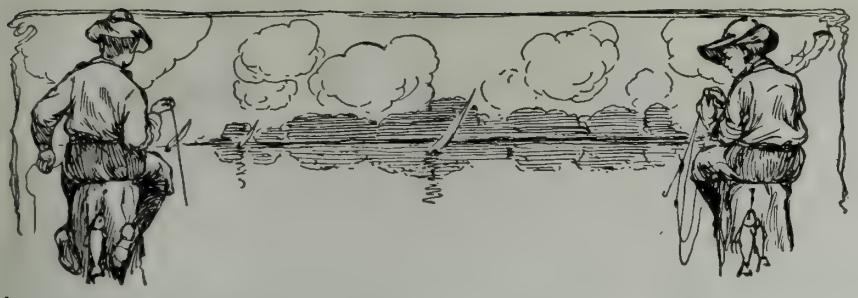
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KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG



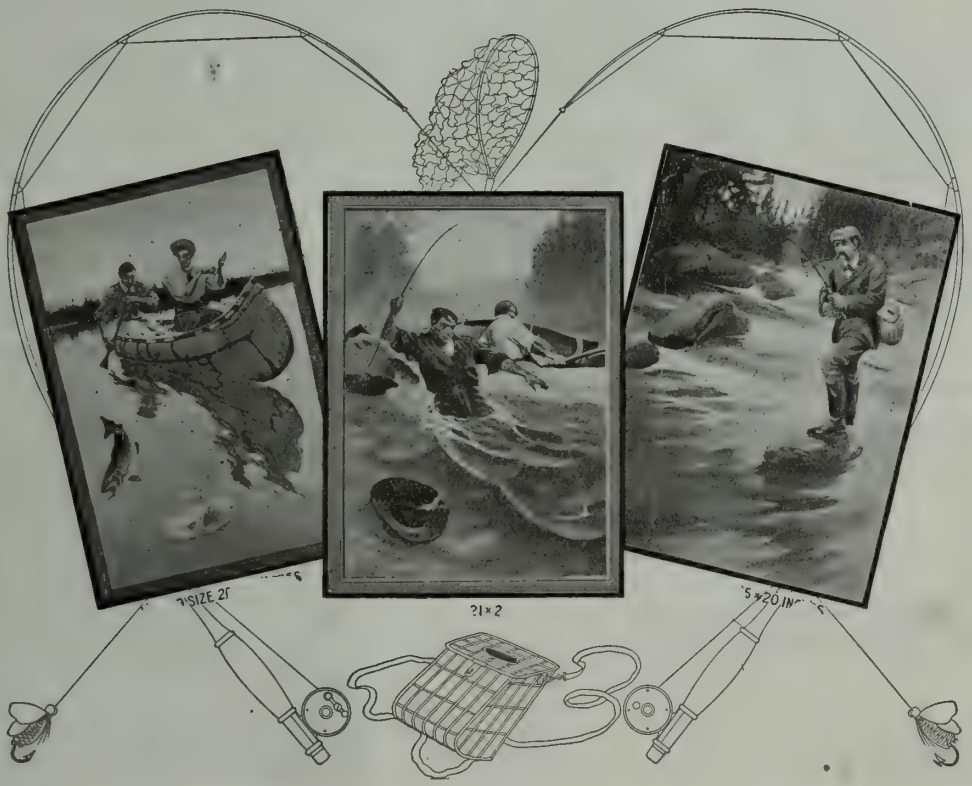
Going Fishing?

A great many people are going to enjoy more or less of this fine sport during the vacation months of July and August. There will be the need of many new outfits and the replenishing of old ones.

Each Dealer will do well to anticipate these wants and keep his stock ***complete and well assorted.*** There will be no waiting on the part of buyers, and every item sold in Fishing Tackle shows a good profit.

Establish Your Store As Sporting Goods Headquarters For Your Town

Don't Neglect Profit Bearing Goods like Lawn Swings, Lawn and Camp Chairs, Hammocks, Croquet Sets and Lawn Tennis Goods



Feature Fishing Tackle and Sporting Goods There is Good Money in them. They appeal to the people who spend money

We Carry a Very Great Variety and Complete Stocks of Fishing Tackle.

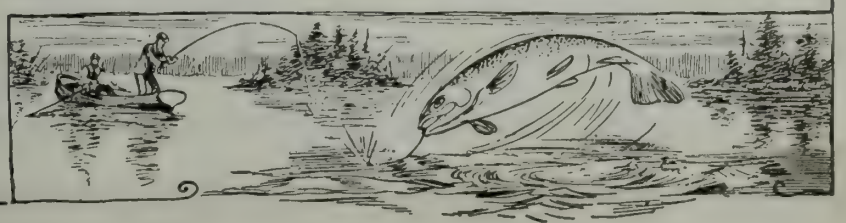
We Will Fill Your Orders Completely and Ship Them Promptly.

WE PRICE THEM SO THE DEALER CAN MAKE A PROFIT.

LEWIS BROS. LIMITED, MONTREAL

OTTAWA - TORONTO - VANCOUVER

ORDER NOW AND MEET THE RUSH



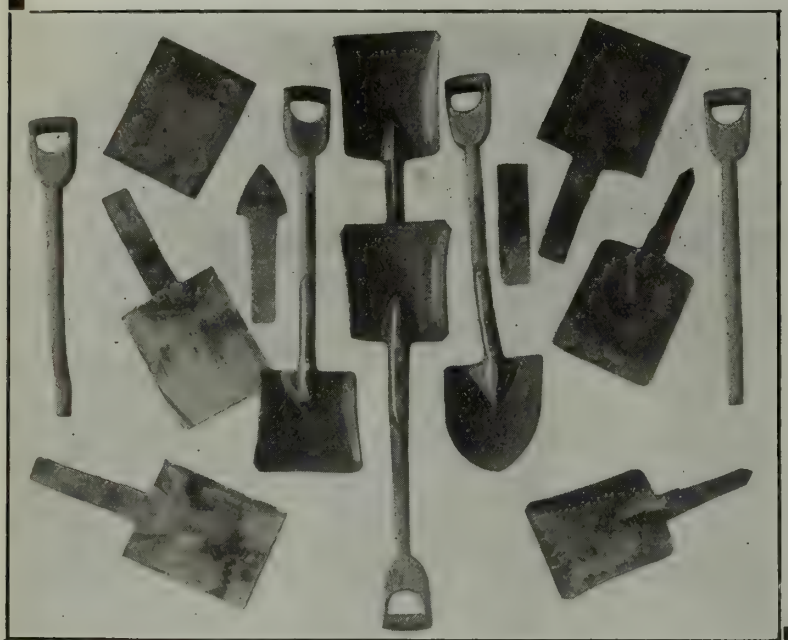
LUNDY SHOVELS

Have All The Qualities That Are Essential to Rapid Sellers

Our shovels are not experiments, but products that have been proven superior to other brands.

They are made from Open Hearth Crucible Steel. The strap is extra strong, being double ply and carefully welded. The point of the blade is never heated during the process, adding extra strength there also.

LUNDY SHOVELS IN VARIOUS STAGES OF CONSTRUCTION



Our Shovels yield a splendid profit

and are the best insurance against dissatisfied customers—they are the kind that bring larger business.

LUNDY SHOVELS are excellently finished and are very attractive.

We make three grades so as to completely meet the requirements of the trade.

If your jobber does not handle them, write us direct.

We guarantee quick shipments and complete satisfaction.

GIVE THEM A TRIAL.

The LUNDY SHOVEL AND TOOL CO., Ltd.

General Office and Works:

PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall, Vancouver, B.C.; N. B. Misener, Toronto.

Armstrong Ratchets

The Best and Most Complete Line Made

Made entirely from Drop Forgings and Bar Steel.
Hardened all over—Outwear Two of the Soft Kind.



SHORT RATCHET
For Morse Taper.

Each Ratchet is packed in a Cardboard Box.

UNIVERSAL RATCHET



OUR NEW LINE

"STANDARD" REVERSIBLE RATCHETS

DEALERS!

Do you want the Best Made, Best Packed and Best Advertised Ratchets?

Two inches of motion at end of handle, IN ANY DIRECTION, will drive the Drill.

Patented Nov. 8, 1898, Sept. 29, 1900.



When the other ratchets you have are useless for lack of room to move the handle, get an "ARMSTRONG UNIVERSAL" and it will do the job.

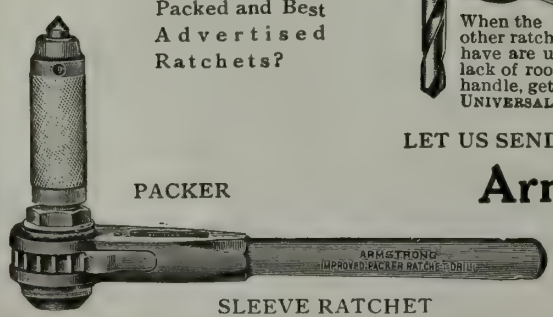
"Hard-to-Please" USERS prefer ARMSTRONG RATCHETS

They stand the racket.



BOILER RATCHET

LET US SEND YOU A CATALOG



PACKER

SLEEVE RATCHET

Armstrong Bros. Tool Co.

"The Tool Holder People."

306 N. Francisco Avenue, Chicago
U. S. A.

We're spending money for you

WE are spending thousands of dollars every month showing the people of Canada how to use concrete.

THAT money is making the demand for Canada Cement grow tremendously. Every cent of it is *making business for you.*

DO you want to know just what we're doing to create business for our dealers?

DO you want to know how you can co-operate with us to get even greater profits from this big sales campaign?

WRITE us, asking for particulars of our advertising campaign and we will tell you how you can use it to increase business in *your* locality. This information is valuable—yet it will cost you nothing. Write now, while you're thinking of it.

Address
Publicity Manager

Canada Cement Company, Limited

HERALD BUILDING

MONTREAL





Mention this paper

THE
STEEL COMPANY OF CANADA
LIMITED

TACKS

With heads that do not come off and points that are sharp.

WIRE NAILS
WOOD SCREWS
MACHINE SCREWS

We guarantee thoroughly the quality. :: :: :: ::

If prompt delivery is a factor
ORDER TO-DAY

DISTRICT SALES OFFICES:

HAMILTON, TORONTO, MONTREAL, WINNIPEG

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.



Samson Harvest Tools

Give Absolute Satisfaction

When dependable harvest tools are required it is easy to order a supply of Samson Harvest Tools. Our guarantee is sufficient assurance to you that your customers will get extra value, and your own experience will teach you that it pays to handle lines of proven merit, such as Samson Farm and Garden Tools, etc. You can depend on the quality and extra value of any lines carrying our Samson trade mark.

ORDER TO-DAY.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

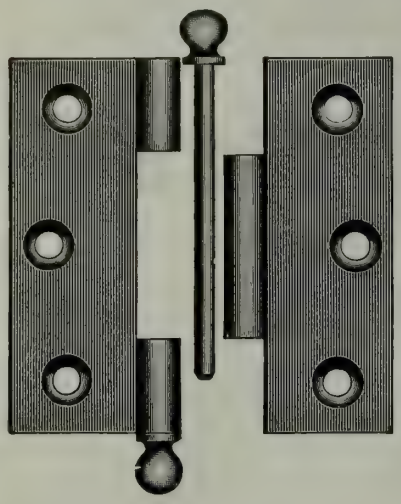
TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

Crescent Brand HARDWARE



Butt Hinges Strap Hinges Tee Hinges

Barn Door Hangers Parlor Door Hangers

Trolley Hangers Hinged Hasps Shelf Brackets

Wrought Staples Rollston Pulleys

Gate Hooks Wagon Hardware Etc. Etc. Etc.

Steel Sheets Bands Bars

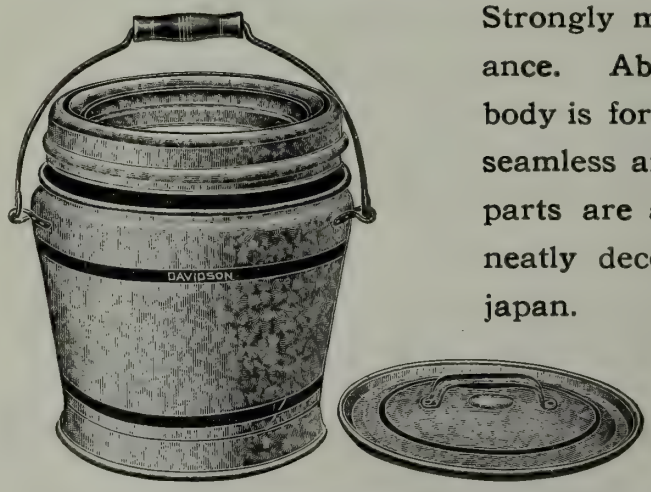
Rods Wire

CANADA STEEL GOODS CO., Limited

HAMILTON - - - CANADA

Davidson's Western Slop Pail

A Modern Sanitary Pattern and a Good Seller



Strongly made and attractively neat in appearance. Absolutely impossible for it to leak as body is formed out of one sheet of steel, entirely seamless and is then heavily galvanized after all parts are assembled. Finally finished by being neatly decorated with two bands of bright red japan.

One Size only, No. 3, Capacity 16 Quarts

Can be sold with or without Commode Attachment.

Write for prices and arrange to try a sample lot.

The Thos. Davidson Mfg. Co., Limited

MONTREAL WINNIPEG TORONTO

When Threshing Time Comes

You can sell a lot of these new style cog lever tank pumps.

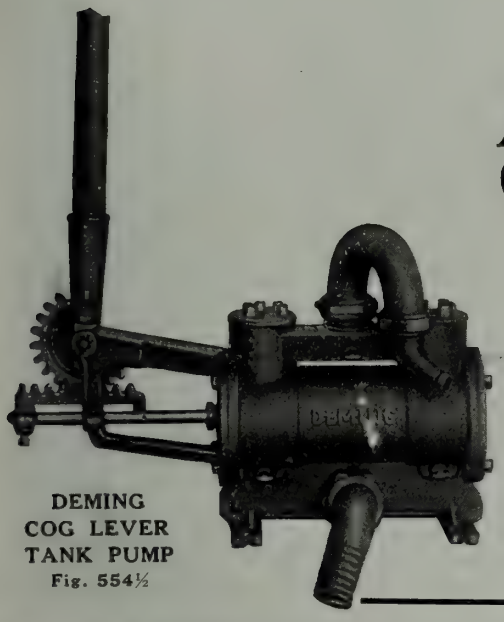
Special Features:

Cog Lever, which reduces effort of pumping.

Bent hose *tube*, for discharge hose.

Discharge valves on top of pump, where they are most easily accessible; each valve having an individual cap, screwed on.

Double acting pump—water on each stroke—large waterways, carefully bored and *polished* cylinder. Further particulars on request.



DEMING
COG LEVER
TANK PUMP
Fig. 554½

Deming Hand and Power Pumps

Are made for all uses, and for operation by hand, windmill, gasoline engine, pump jack, electric motor. We will be glad to help you solve knotty pumping problems.

THE DEMING COMPANY, 110 Broadway, SALEM, OHIO

Hand and Power Pumps for All Uses

GENERAL DISTRIBUTING HOUSES:

Henion & Hubbell, Chicago — Ralph B. Carter Co., New York

Harris Pump & Supply Co., Pittsburgh

OTHER HOUSES IN ALL PRINCIPAL CITIES





A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:
103 St. Remi St., Montreal, Canada

And at
95 Queen Victoria St., London, E.C.



GRIT



The special fitness and value of Magnolia Metal for bearings which are subject to **grit and dust** has always been most noticeable and is frequently commented upon by Engineers as shown in the following letters.

THE CLEVELAND TRINIDAD PAVING CO.
Cleveland, O., Branch Johnson City, Tenn., Dec. 15th, 1911.

Gentlemen:—
We have used "Magnolia" exclusively the past three years on the asphalt plants of this Company that have been in my charge in Oklahoma City, Muskogee, MacAlester, Emporia, Kansas and Johnson City, Tenn.
Have used it on Westinghouse, High Speed and other Engines, also on bearings that were subjected to much **sand and grit**, and find it the nearest to "perfect" of any anti-friction Metal.

Very truly,
CHAS. R. COOPER, Plant Supt.,
The Cleveland Trinidad Paving Co.

HOWARD TRUMBO, Contractor.
Key West, Fla., Nov. 23rd, 1910.

Dear Sirs:—
I have used MAGNOLIA METAL for the past 15 years, and found it satisfactory in every respect. Used it in thrust bearing, crank and cross-head bearing of the Steamer Bolivar; for the Union Bridge Co., and was on steamer for 18 months; when I left every bearing was O.K., and used it on several other steamers and tugs, also stationary work, and it gave perfect satisfaction. The last time I used Magnolia Metal was on the Hydraulic dredge Minikee, on the pump bearing, especially the bearing next to the pump, where **sand and grit** from the pump gets in, a stream of water is pumped next to bearing to keep **sand and grit** out or away from said bearing, and after 8 months' work this bearing was found in first-class condition, and started on another job last March, and it was still running when I left to take my present position with the Government, Quart. Master Dept., Key West, West Barracks, Fla.

Yours truly,
ALBERT DI NEGRO,
Chief Engineer, Ocean Steamer.

SPECIAL OFFER

PRACTICAL ENGINEER POCKET BOOK, 680 pages, over 2000 subjects. Price 40c. post paid. We do not aim to make a profit on these books. We buy them in large quantities as an advertising medium and give Engineers benefit of low price. They are highly spoken of by Engineers. Address Montreal office.

Sold by leading dealers everywhere or by

MAGNOLIA METAL CO.

OFFICE AND FACTORY

225 St. Ambroise St., MONTREAL

A Necessity to EVERY DEALER Who Handles Sheet Metal!

Our Combined Lever Punch and Slitting Shears

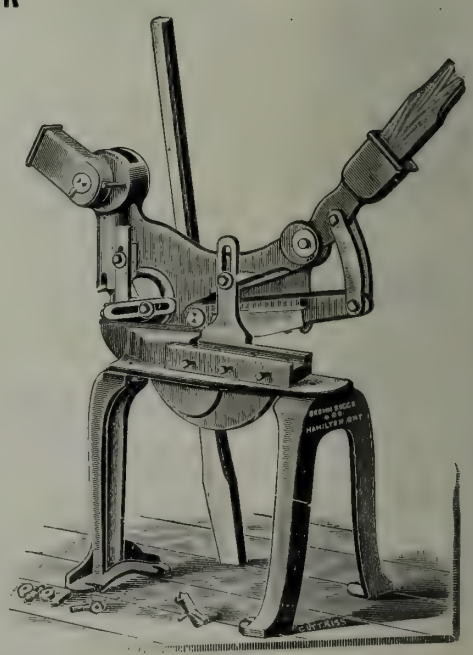
SAVE MUCH TIME AND LABOR

THIS is a machine that is constructed of the best material and made to stand years of hard service.

If you handle sheet metal and are not now using one of these machines you should install one at once. You will find it **indispensable after a trial.**

They slit any length or width of sheet required up to their capacity. Made in two sizes, viz.—Nos. 10 and 11. No. 10 will slit No. 12 gauge sheet iron, soft steel or bar iron 1/4″ x 2″ or 3/8″ round, and will punch a 5/16″ hole in 1/4″ iron or its equivalent in lighter metal.

No. 11 is the same as No. 10, only heavier and will cut No. 10 gauge sheet iron or punch a 3/8″ hole in 1/4″ iron.



Write for Full Particulars and Discounts.

The Brown-Boggs Co., Limited

HAMILTON, ONTARIO, CAN.

Sell GLUE in packages--it means less handling--more profit



BRANTFORD ALL AROUND GLUE

weighed and wrapped ready to hand over the counter.

NO MUSS—NO FUSS—
NO LOSS OF TIME

¼ pounds, ½ pounds, pounds. Everybody's Glue Size, in pounds only.

The quality is there and will be maintained.

ASK YOUR JOBBER FOR PRICES AND DISCOUNTS

PROTECT your show-cases by using the

BRANTFORD COIN MAT

same as cut at left in Blue and Orange.

WRITE US FOR ONE.

CANADA GLUE CO. LIMITED
BRANTFORD, ONT.

Manufacturers of Glue and Gelatine of all kinds and for all purposes.

It is great to be a flea and live upon a lion. The flea can say I have the blood of lions in my veins.



DON'T BE A FLEA. The lion is the king of beasts whilst the flea is a parasite, and only a parasite could feel satisfied by such a connection with the lion.

THE LION in business is the firm manufacturing goods of the highest quality, and for a quarter of a century our rule has been that nothing must leave our factory unless it is of

THE HIGHEST POSSIBLE QUALITY.

As evidence of the result of our endeavors to give complete satisfaction our business has grown to such an extent that we have factories in

TORONTO, MONTREAL and WINNIPEG

We manufacture Babbitt Metals, Solder, Lead Pipe, Block Lead, Traps and Bends, etc., and carry in stock all Ingot Metals.

Mr. Hardwareman your stock is not complete without our lines.

Write for prices. ***You will find them interesting.***

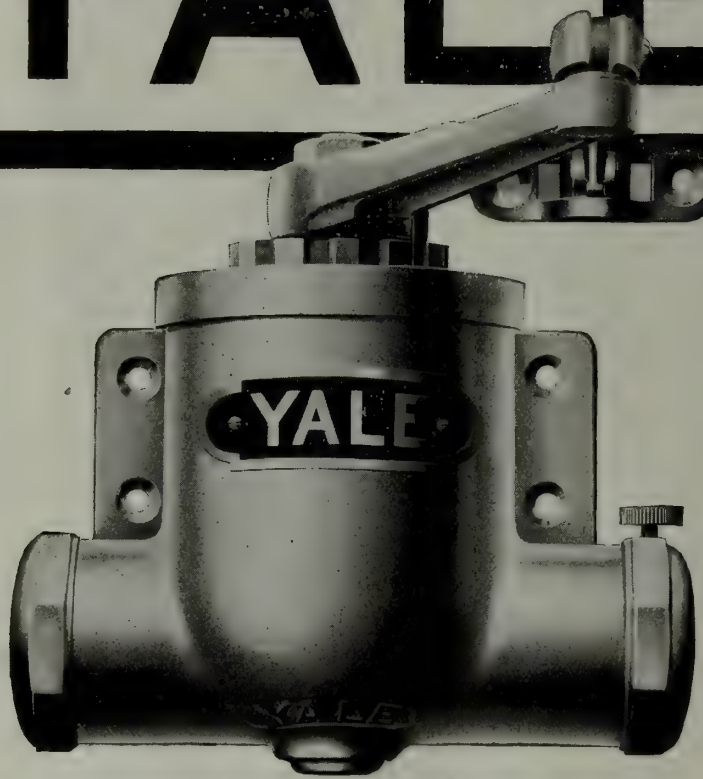
The Canada Metal Co., Limited

Head Office and Factory: Fraser Avenue, **TORONTO**

Branch Factories: Brennan St., MONTREAL Chambers St., WINNIPEG

THE NAME "YALE" HELPS MAKE THE SALE

YALE



A New Door Check Called *Yale*

YOU, as a hardware dealer, will be interested to know that we are placing on the market a "door-checking" device better than our Blount Door Check.

A New Yale Product by the makers of Yale Locks and Hardware, embodying the same high quality as all other Yale Products.

The Yale Door Check is based on the time-proven fundamental principles of the old "Blount" check, but so improved in construction that it stands as a distinctly new product.

C-74

We are proud to give this Check the name "Yale" because we know it to be the most thoroughly ideal device for its purpose that modern science and 20 years of experience can produce.

It is made in sizes suitable for all doors and conditions of use; and with "holding-device" when desired.

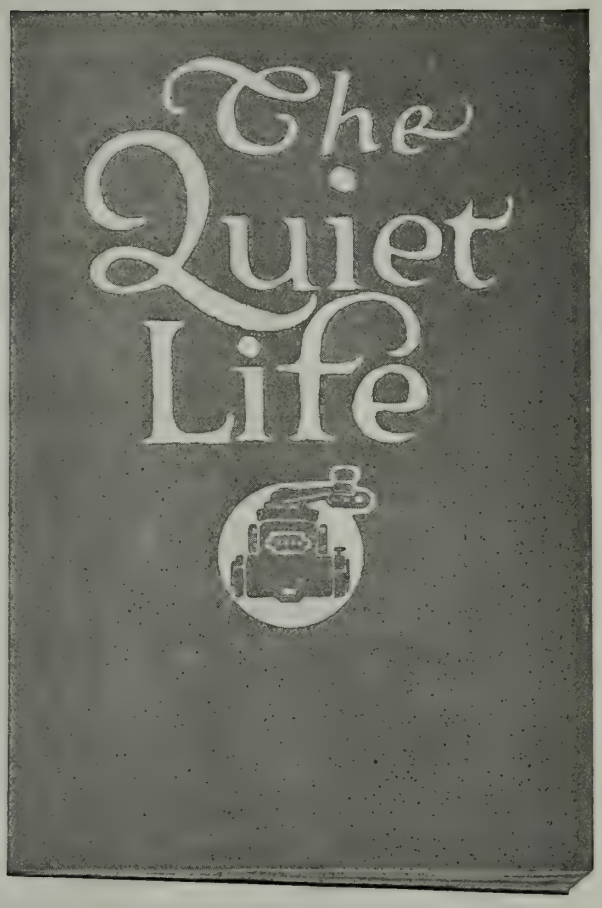
How we help you to sell Yale Door Closing Devices.

IN addition to advertising the Yale Door Check in the magazines we have prepared material which will help hardware dealers the country over to market this product.

The Quiet Life: A book which is neither serious minded nor very educational, but it is calculated to make the reader a purchaser.

A window display which will really sell door checks. It is extremely novel and calculated to stop any but the busiest passer-by.

Street Car Cards for those who are doing this form of advertising.



This book will be supplied in quantity, imprinted with the name and address of the dealer carrying Yale Door Checks in stock. It is carefully printed in two colors and adequately illustrated. Ask us for a copy.

Yale: a New Door Check. A book which explains pretty carefully the more important improvements of the Yale Check over the Blount; profusely illustrated.

Cards and Hangers printed in two colors with strong selling talk.

Newspaper Cuts either with or without text, as desired.

Write to-day for samples of this material and further information about our Dealers' Advertising Service. Our help is free to every man who stocks Yale Products no matter from whom he buys them.

CANADIAN YALE & TOWNE LIMITED

Makers of Yale Products in Canada: Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists.

General Offices and Works: St. Catharines, Ont.



One of the zig-zag tubes

A Quick Seller and Good Profit Producer

Now is the time when every progressive dealer should stock furnaces, but when doing so he must select the kind that will be of greater benefit to his business.

The "KELSEY" Warm Air GENERATOR

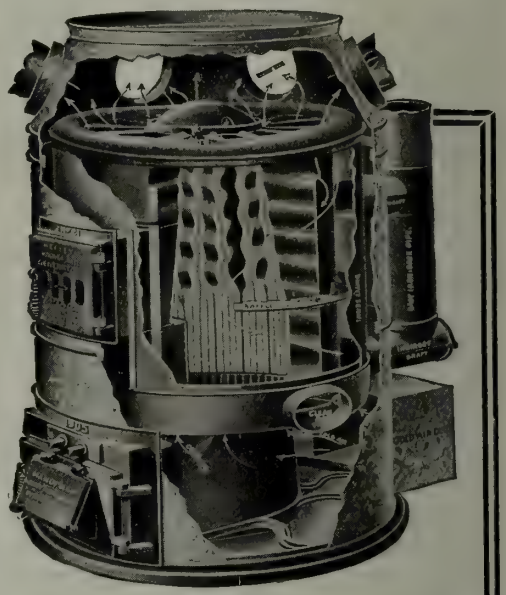
is built on an entirely different principle than the ordinary furnace. The construction gives the "**Kelsey**" more than double the weight and heating surfaces with the same sized grate.

The Zig-zag Tubes are a Special Feature

These tubes surround the fire and form the fire cylinder and combustion chamber.
They are in contact with, and overhang the fire, and are heated on all sides by conduction, by radiation, and by the burning gases—all heat being utilized to the utmost.

Each heat tube has **eight square feet of heating surface,** and there are from **eight to sixteen in each heater,** according to its size and capacity.
The "**Kelsey**" saves fuel, and with the same amount of fuel will warm greater volumes of air than any other furnace.

Investigate. Write for full description and testimonials. Make better furnace profits this fall.



THE

Jas. Smart Mfg. Company

Winnipeg, Man. **LIMITED** **Brockville, Ont.**



YOU CAN MOVE BACK THE HANDS, BUT NOT THE TIME

If you do not sell cement now, make it a point to stock an order at once.

Rogers' Portland Cement

pays a very attractive profit and the demand will continually increase.

Act quickly or you will be losing profits which you would otherwise have procured, you may not think so now, but you will realize it in the near future. Then it is too late—you have lost money—your competitor may have the trade in your locality.

ROGERS' PORTLAND CEMENT is a product of unrivalled quality, greatest durability and highest efficiency, and is specified by architects for modern houses.

WRITE US AT ONCE FOR PRICES. QUICK SHIPMENTS GUARANTEED.

ALFRED RODGERS, LIMITED

28 West King Street. Toronto

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG

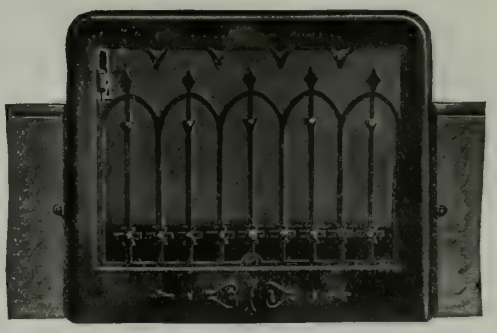
For Quick and Satisfactory Sales Try

"EMPIRE"

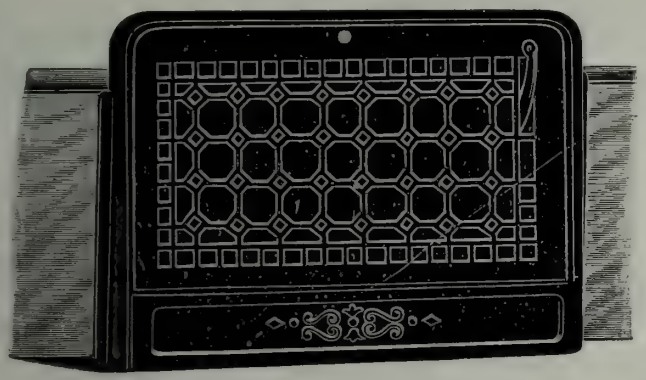
HOT AIR REGISTERS

These are two popular and very neat designs that are sure to attract those who are interested.

The "Empire Special" Register meets the demand for a register with a large opening. Has all the qualities that are required to assure the complete satisfaction of the user.



EMPIRE SPECIAL
New design, made in full sizes from 7 x 10 to 12 x 15



MOORISH DESIGN CAST REGISTER
Made in full sizes from 7 x 10 to 12 x 15

Made in Japanned, nickel-plated and oxidized

Write us to-day for full particulars, catalogue and discounts.

Others dealers are making good profits by handling this line—you can do the same. We guarantee to please you. *Do not Delay.*

THE

Canadian Heating & Ventilating Company, Limited

OWEN SOUND :: ONTARIO

Or The Canadian Heating and Ventilating Co. Branch:
521 Henry Avenue, Winnipeg, Man.



Here is YOUR Chance

to make your range department more profitable and more satisfactory.

"Happy Thought" Ranges

are known from one side of the continent to the other and recommended by every housewife who ever used them.

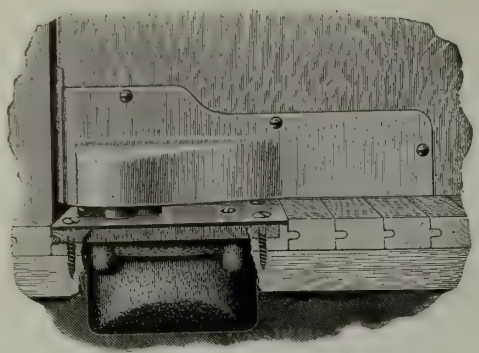
The **"HAPPY THOUGHT"** works equally well with coal or wood and gives a longer and more reliable service than any other.

This is not a claim, but a fact, and we can prove it.

Get a **"HAPPY THOUGHT"** Catalog at once. Each sale brings a good profit.

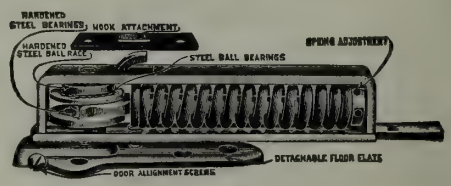
The William Buck Stove Co., Limited

Calgary Saskatoon Vancouver Brantford Montreal Winnipeg



Standard DOUBLE ACTING SPRING FLOOR HINGES

It is a door check and hinge combined.
It automatically closes the door without a slam.
It prevents children from being knocked down.
It prevents injury to hands if caught when door is closing.
It stops door exactly at center.
It holds door open automatically when desired.
It renders the action of door absolutely noiseless.
It will outwear three of the spring hinges now in common use.

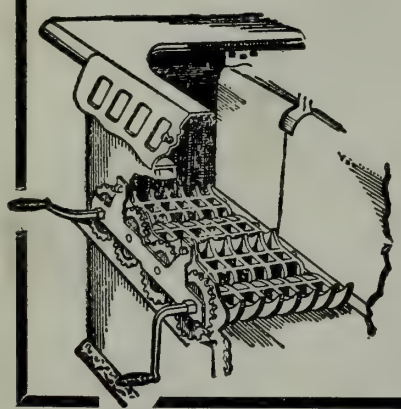


REGULAR KIND

Patented—Canada, February 20, 1912.
" —United States, October 31, 1911.

THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

The CHAMPION RANGE Pays a Splendid Profit



(Satisfaction Guaranteed)

This range is designed and constructed by experts, and made from the best qualities of iron. The mountings are artistically designed and the whole range is finely finished.

THE CHAMPION GRATE

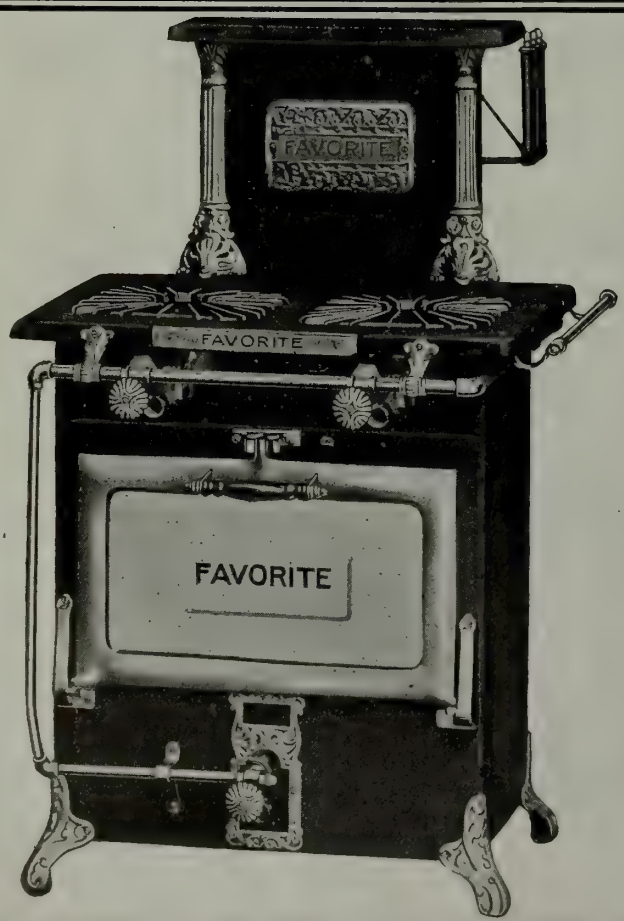
saves an enormous amount of **FUEL.**

Its durable and service-giving qualities insure a good value to every buyer.

Write for catalogue to-day—it gives full description.

D. J. BARKER & COMPANY, Picton, Ontario





"FAVORITE" GASOLINE RANGES

ARE TRADE WINNERS FOR THE SUMMER MONTHS

RELIABLY CONSTRUCTED SIMPLE TO OPERATE
SAVING ON FUEL

We also stock a full assortment of

JUNIOR GASOLINE STOVES,
WICK OIL STOVES,
WICKLESS OIL STOVES AND
PORTABLE OVENS

A PROFITABLE LINE TO HANDLE

WRITE US FOR ILLUSTRATED CATALOGUE

FINDLAY BROS. CO., Ltd.

260 Princess Street, Winnipeg

CANADIAN TUBE & IRON CO., LIMITED Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR JOBBER FOR

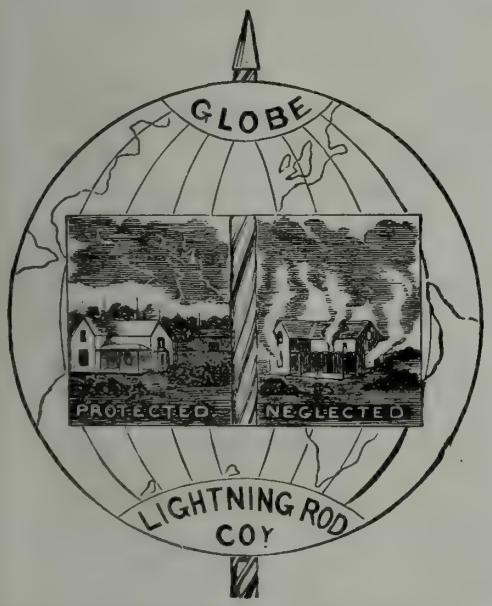
TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES
Black and Galvanized
All Sizes.

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works: Lachine Canal



WANTED—Live Dealers

TO HANDLE OUR COPPER COVERED STEEL CENTRE LIGHTNING ROD

The Oldest Established Business of this kind in Canada.

Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

WRITE TO-DAY FOR SAMPLES AND FULL PARTICULARS

Hamilton Brass Manufacturing Co.

(Successors) Limited

Hamilton, ∴ ∴ Ontario

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

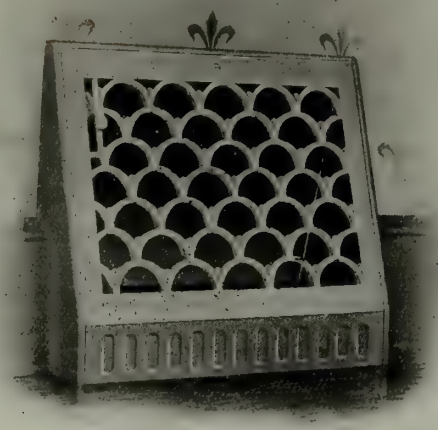
WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

THE DEFIANCE

THE MOST POWERFUL
REGISTER IN THE WORLD



Fits a stack head EIGHT INCHES deep, and accommodates either a 12 in. or a 14. in. supply pipe. Write for prices.

Canadian Ferrosteel Co., Limited

BRIDGEBURG, ONTARIO



No. 1186 Coal Grate

MANUFACTURED BY

The Ohio Foundry & Manufacturing Co.

STEUBENVILLE, OHIO, U.S.A.

Manufacturers of all styles of coal or gas burning fire-place goods, as well as andirons and wrought fire-place trimmings.

IMPERIAL --- STANDARD --- SCALES

400 Varieties Accurate, Durable, Well Finished

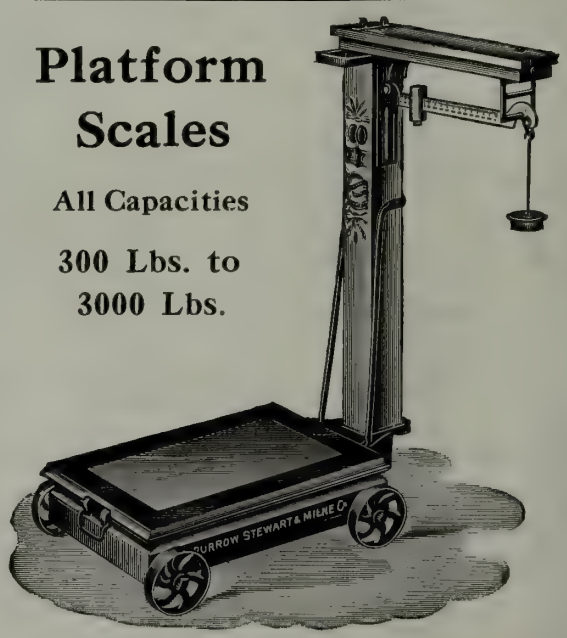
—— Send for the large 128 page catalog and prices, No. 66 ——

Butchers' Scales
Bathroom Scales
Confectioners' Scales
Dairy Scales
Druggists' Scales
Foundry Scales
Grain Warehouse Scales
Grain Elevator Scales
Grocers' Scales
Tea Scales

Platform Scales

All Capacities

300 Lbs. to 3000 Lbs.



Letter and Postal Scales
Railway Depot Scales
Railway Track Scales
Rolling Mill Scales
Salt, Meat and Fish Scales
Stock Scales
Steelyards
Weigh Beams
Union Scales
Etc.

The Burrow, Stewart & Milne Co., Limited

HEAD OFFICE AND WORKS: HAMILTON
Offices and Warehouses at Toronto, Montreal and Winnipeg

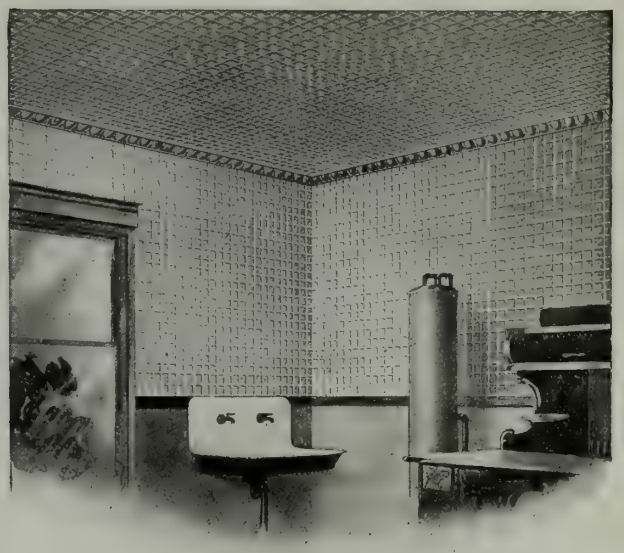


The Hardwareman

who is not handling our

"Metallic" Ceilings and Walls

is not making as much money as he might.



There is nothing to touch "Metallic" for Kitchen Ceilings and Walls.

How about you?

WRITE US FOR CATALOGUE AND PRICE-LIST.

THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

C 91



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

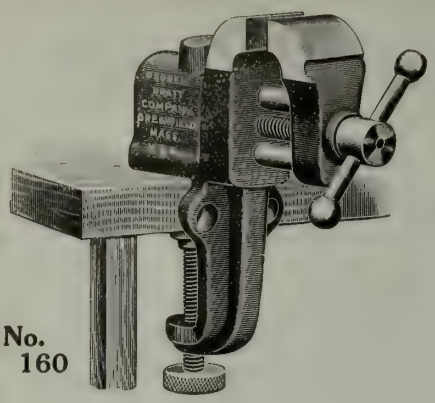
We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List. **Long Distance Phone No. 87.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of Lumber Tools

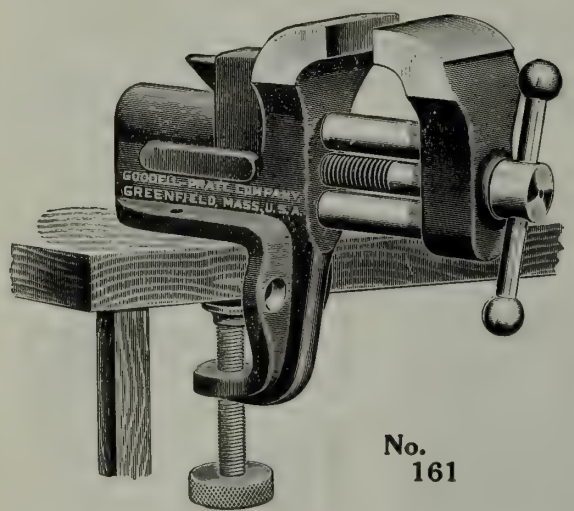
PEMBROKE, ONT.



No. 160

Goodell-Pratt's

BENCH VISES



No. 161

These vises are not in any way to be compared with many cheap vises now on the market.

They are not made for price, but with the aim of turning out a practical, well-made, nicely finished, long lasting vise.

Dealers stock these and you stock the best.

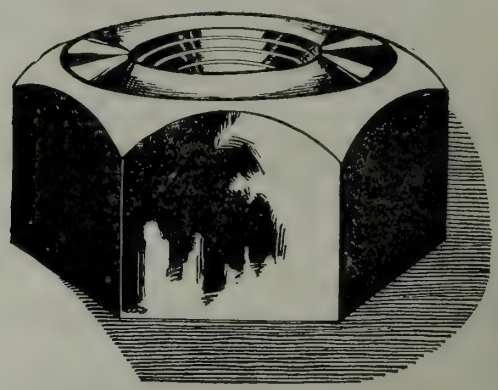
Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.

NUTS

MILLED FROM THE BAR



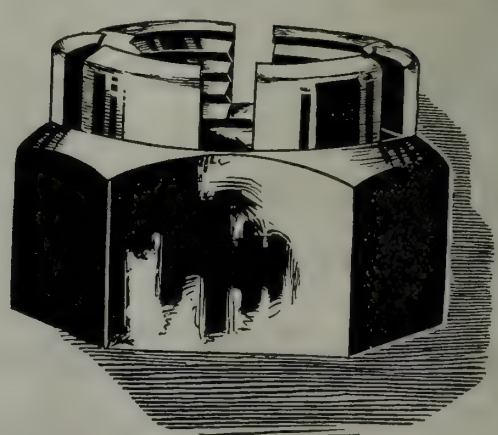
DO you have trouble in getting good service and good quality in your milled parts?

NAMCO nuts are made with clean threads, accurate holes and smooth edges, and uniformity throughout every order.

THESE nuts are made in all sizes, iron, steel, or brass, plain or castellated, with A.L.A.M., "V" or U.S.S. threads, and carried in stock at our factory, either in bulk or in packages for immediate delivery.

FOR users and dealers of quantities, we have a contract proposition which will be interesting. We will send you our Standard Products booklet on request.

THE NATIONAL-ACME MANUFACTURING CO.
NUTS, SCREWS, BOLTS AND SPECIAL PRODUCTS
MONTREAL, ST. HENRI and G.T.R.



Free If You Are Not Satisfied

The New Preston O. G. Square Bead Eavestroughing

We have always claimed that our eavestroughing was the best on the market, but we have gone ahead and gotten out something that is far superior to our old make. Now we can claim that we can't be beat when it comes to our eavestrough.

Some time ago we advised all the trade that we were manufacturing O. G. Square Bead eavestroughing by machinery which assured absolute uniformity in shape, but it developed that our machinery was not heavy enough to produce as sharp a bead as we desired. We have now perfected and patented automatic steel dies to fit our large power press and we now guarantee a trough superior in shape, appearance and fit to any other on the market.

You can save time and solder in the erection of this eavetrough FOR EVERY PIECE IS EXACTLY THE SAME and fits snug and tight. There are more profits for you and more satisfaction if you use our make. See our special offer below and take advantage of it at once.

Cut out this ad. and mail it to us to-day with your order for 250 feet of our new O. G. S. B. Eavestrough and if it is not exactly as we represent it we will make you a present of it. This offer is good for thirty days.

MENTION HARDWARE AND METAL

THE METAL SHINGLE & SIDING Co. LTD

PRESTON ONT. MONTREAL QUE.

HERE'S A COUPLE OF GOOD SELLERS

Made Right and Backed by C. D. Efficiency



Real Quality at the Right Price



MADE BY

Cummer-Dowswell, Limited

HAMILTON, CANADA

Agents:
W. L. Haldimand & Son, MONTREAL
H. F. Moulden & Son, WINNIPEG

Quality Goods for Business Builders

McClary's

1912 GAS RANGES

Our 1912 Series Gas Ranges embraces lines suitable for Palace or Cottage

In quality, style and finish, they outdistance all other Gas Ranges.

For economy of gas and labor they are unsurpassed.



Illustration shows
Style E. S. No. 256

New bright black enamel finish that lasts.

Specially selected, hammered blue finished steel oven doors.

Neat designs of nickel trimmings throughout.

White enamelled broiler pan and match trays.

The style and finish of this range makes selling easy.

The quality of the range, and its economical working, pleases users and brings new customers. That's the foundation of successful business building. It's quality that does it.

GET SAMPLES RIGHT AWAY

When you see the samples we'll get your stock order.

"McClary" on Goods is a Quality Name.

McClary's

McCLARY'S SHIP QUICK.

Toronto, Montreal, London, Vancouver, St. John, N.B.
Hamilton, Winnipeg, Calgary, Saskatoon





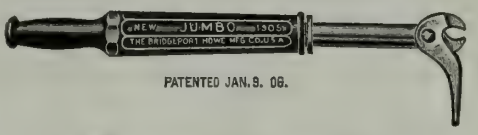


WE MAKE THE MOST COMPLETE LINE OF OPENING TOOLS IN THE WORLD

TWENTY-THREE STYLES

Send for colored supplement illustrating this fine line.

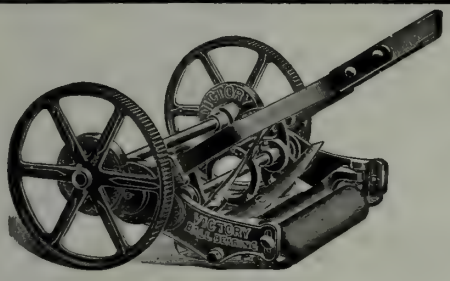




PATENTED JAN. 8. 08.



THE BRIDGEPORT HARDWARE MFG. CORP., BRIDGEPORT, CT., U.S.A.

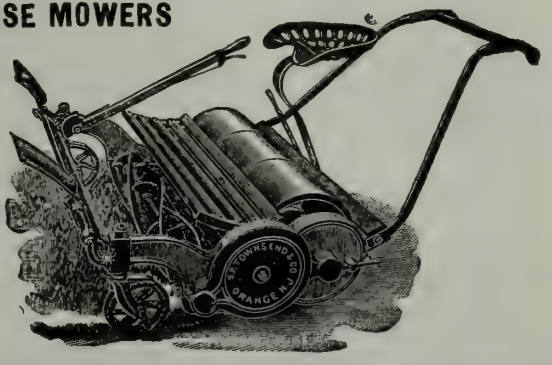


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

Quality, Accuracy and Dependability

are three of the features that have made the



HAMILTON 22 CALIBER RIFLES

popular with every user. These rifles are excellently finished and well balanced and are sure to attract prospective buyers. The working parts of the HAMILTON are very simple and are easily kept clean.

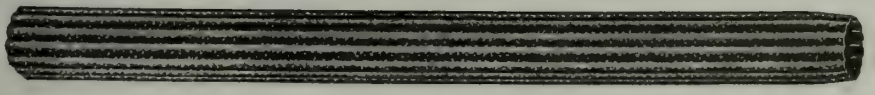
It will be to the dealer's advantage to communicate with us at once and get our circulars and prices.

Write To-day

For Sale by all Jobbers

C. J. HAMILTON & SON

Plymouth, Mich., U. S. A.



Our eavetrough and conductor pipe continue to be the easiest fitting to be found anywhere.

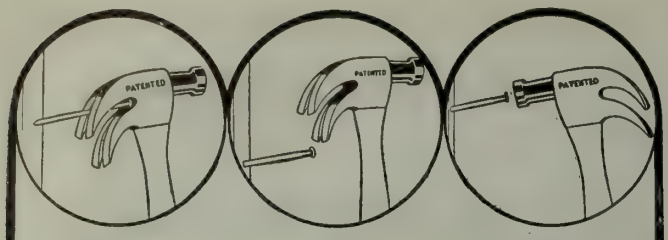
Corrugated iron skylights, elbows, valleys and ridge roll, &c.



WHEELER & BAIN

THE QUICK SHIPPERS

TORONTO



Strike Lift Drive

Double Claw Hammer

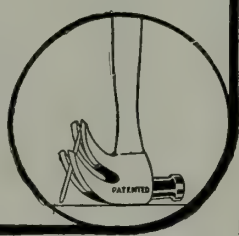
Nails Higher Without Strain. Worth ten times more than the Common Hammer, costs three times more to make. Spend a little more for the tool and Save Money.

Get it of your Canadian Jobber

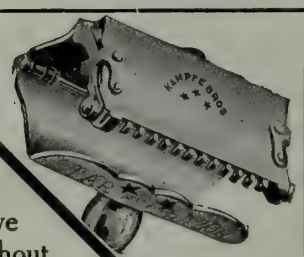
Start Out



Pulls the nail out straight without a block



STAR
Safety Razor



The only safety with a barber's blade. It will give satisfaction for years without additional cost.

We are receiving many inquiries from Canada for STAR goods. We give these to our dealers whenever possible. Our national advertising is making the demand greater daily.

Many dealers are dressing their windows with STAR goods and display matter. It draws to their stores the purchasers of STARS created by our advertising. Are you one of these dealers?

Write us for display matter of all kinds and for 1912 Catalog of



STAR Safety Razors
STAR Shaving Brushes
STAR Diagonal Grooved Strops
STAR Automatic Stropping Machines
STAR Safety Corn Razors

Your jobber will supply you

Kampfe Bros.
12-14 Reade Street
NEW YORK CITY



Pedestal Lavatory

Dealers Who Do Plumbing Work

can greatly increase their profits by selling

MORRISON'S
Vitreous-China Lavatories

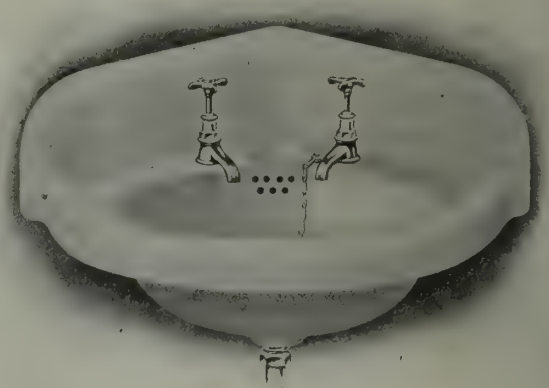
They always retain their rich, glossy appearance and are absolutely impervious to crazing or chipping.

Our iron-clad guarantee protects the dealer—it accompanies every order that we ship.

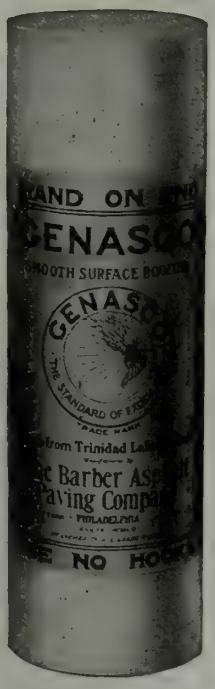
Send us a trial order and be convinced as to their selling qualities.

Drop us a card for particulars.

No. 805—Corner Lavatory



The
James Morrison Brass Mfg. Co., Ltd.
93-97 Adelaide Street West, Toronto



Keep your customer's confidence

There is no surer way to strengthen your good will—to hold and extend your roofing trade, than to sell

Genasco

THE TRINIDAD-LAKE-ASPHALT Ready Roofing



It is honest all through and is made to last through years of battling with the elements. It lasts because this natural asphalt gives it permanent rigor and resistance.

It will not "go back" on your customers—and your customers will not go back on you.

Order Genasco through your jobber.

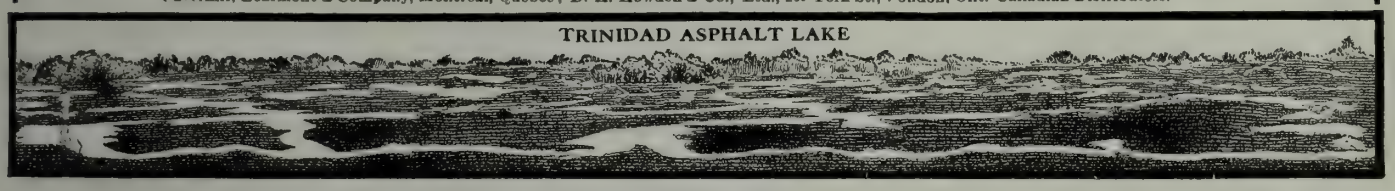
The Kant-leak Kleet adds to the satisfaction of laying smooth surface roofing.

THE BARBER ASPHALT PAVING COMPANY

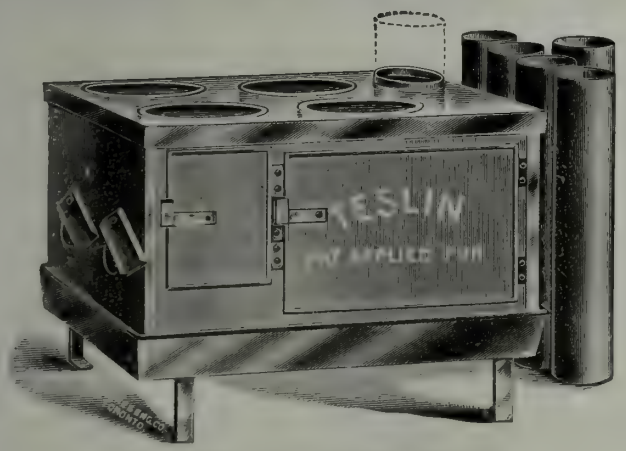
Largest producers of asphalt, and largest manufacturers of ready roofing in the world

PHILADELPHIA
NEW YORK SAN FRANCISCO CHICAGO

Caverhill, Learmont & Company, Montreal, Quebec; D. H. Howden & Co., Ltd., 20 York St., London, Ont. Canadian Distributors.



McClary's — McClary's



Cut of Four Hole "Teslin" Built Up.

ORDER NOW.

CAMP STOVES

Every Camping Party requires one or more of these, and the season is on.

Supply the prospective campers in your town.

IT'S A PROFITABLE LINE TO HANDLE.

Many styles and sizes; built-up or in knock-down form, with nestable pipe.

McClary's

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon



GREENING'S

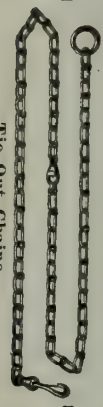
COW TIES

ARE THE

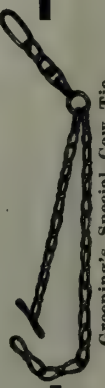
Lightest, Strongest and Best Chains on the market.

Made in six sizes and six styles.

Also Halter, Dog, Kennel, Tie Out and Trace Chains.



Tie Out Chains.



Greening's Special Cow Tie.

MANUFACTURED BY

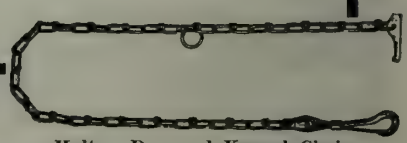
The B. Greening Wire Co.

LIMITED

HAMILTON, Ont. - - - MONTREAL, Que.



Trace Chains.



Halter, Dog and Kennel Chains.

The "RENFREW" Handy Two-Wheel TRUCK SCALE

"A Convenience and Protection for Farmers"

This is a scale that pays the dealer A VERY ATTRACTIVE PROFIT—a scale that is becoming more and more popular every day with farmers.

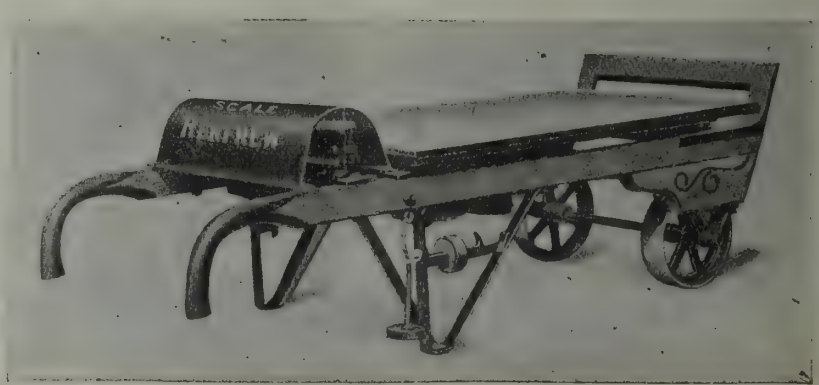
It is absolutely accurate and has many advantages over the common scale.

With this scale in his possession the farmer knows the exact weight of the products he is selling—he is armed against short weights.

The "RENFREW" TRUCK SCALES are GOVERNMENT TESTED and have been awarded their GOVERNMENT CERTIFICATE without question, and are backed by our WRITTEN GUARANTEE to be just as represented, and to give a long, reliable service. Capable of weighing anything from a single pound to 2000 pounds.

The "RENFREW" TRUCK SCALES are rigidly built and will stand all kinds of rough usage.

LET US SEND YOU ONE. Show it to every farmer who comes into the store, and see how many you can sell.

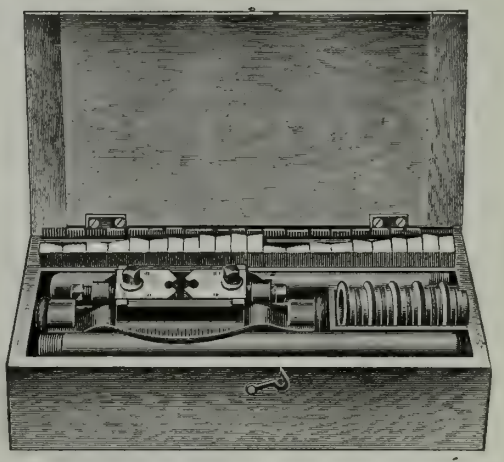


Write for Circulars and prices NOW.

Renfrew Scale Co.

RENFREW, ONT.

REED'S
ARMSTRONG PATTERN
ADJUSTABLE
STOCKS and DIES
GUARANTEED THROUGHOUT



Dies in these sets have chasers set at unequal angle. In this way they are given what is termed a rake. This term rake means that the chasers are inclined at an angle with the surface of the pipe in such a manner that, in threading, the material is cut or shaved off, rather than scraped off.

This feature, together with special angle of throat, relief of chasers and relief of throat, results in cleaner, smoother threads, easy cutting and lasting qualities not possessed by other dies.

Set No.	Length of Stock	Size of Dies
2A	35 in.	1/4, 3/8, 1/2, 3/4, 1 in. R.H.
2½A	38 in.	1/2, 3/4, 1, 1 1/4 in. R.H.
3A	52 in.	1 1/4, 1 1/2, 2 in. R.H.

Nos. 2A and 2 1/2A are sold in varnished hardwood boxes.

PIPE VISES
REED'S SELF-LOCKING
With Milled Tool Steel Jaws

No. 21, for Pipe 1/8 to 2 1/2 inch
No. 22, for Pipe 1/8 to 3 1/2 inch



Caverhill Learmont & Co.
MONTREAL

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

H. BOKER & CO.'S

"TREE" BRAND CUTLERY

Noted For Their Superior Cutting Edge, Beautiful Finish and Lasting Qualities.



Every piece of cutlery that bears the famous "Tree" is warranted hand forged from highest quality steel. The hardening, tempering and honing is by our own process. That's why we guarantee the Quality—and we know that guarantee will never be called into action. The Merchant displaying a well chosen assortment of Tree Brand is reasonably sure of all year cutlery sales. Order of your Jobber.

For Sale by all Leading Wholesale Hardware Houses

Probably 99% of your business

comes from the great middle class, so-called, and it is these people who do at least a large part of their own housework, and who read most of the millions of magazines and newspapers. ¶As in other things, the general demand in cleaning devices is for one which is moderate in price, yet efficient in operation and easy to use.

BISSELL'S

"Cyco" BALL BEARING

Carpet Sweeper

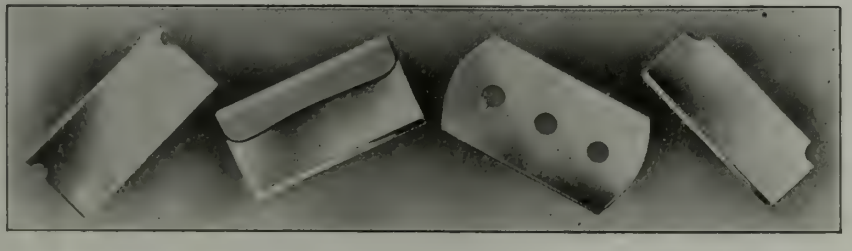
is the only carpet sweeping machine meeting all these requirements. It weighs but five or six pounds, requires no effort to operate, makes no noise, and readily picks up such miscellaneous litter as ravelings, hair, scraps of paper and cloth, matches, etc. that other cleaners cannot gather—it sells at a popular price and has been so extensively advertised that a woman wanting a carpet sweeper calls for a "Bissell." ¶Bissell sweepers are sold at fixed retail prices that assure a definite profit. ¶Write for our special Fan Offer—in force until August 1st.

Bissell Carpet Sweeper Co.

(Largest Exclusive Carpet Sweeper Manufacturers in the World.)

Grand Rapids, Mich.

Branches—NEW YORK (Eastern Branch, Salesroom and Export Dept.) 25 Warren St.
NIAGARA FALLS, ONT. (Factory). LONDON. PARIS.



SCHRAMBERGER UHRFEDERNFABRIK G.m.b.H.

Manufacturers of Safety Razor Blades

Made from the finest grade of Sheffield Crucible Cast Steel.
Highest Quality as regards Cutting Power and Durability.

Agents Wanted SCHRAMBERG (Wurttemberg) Germany

Why Not Better Your File Profits?

SELL THE DELTA MILL FILE



TRADE MARK
DELTA

This Mark Is a Guarantee of Satisfaction

Perhaps you think the files you are now handling are producing **good enough** results, but that's no reason why you should not **investigate the Delta Profits** and **Delta Satisfaction.**

The fact that we are constantly filling **new orders** and receiving **many repeats** is sufficient to prove their popularity.

Our large plant is in charge of men who have spent many years in file manufacturing, and we use only the very best methods, so as to produce a file of extraordinary efficiency.

Let us submit you testimonials from dealers who sell them. Profit by their experience.

Write for full particulars and prices.

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Keeping the Stock on the Move

The Advantages of Changing Goods Around Regularly—The Stock Acquires a New Look — Attractive Goods, Bright Labels and Fresh Colors on Every Hand Cause Money to Burn in the Customers' Pockets—On Entering the Store People are Confronted With an Array of the Goods They are Most Likely to Need.

(By Ray Best, of Campbell & Best. Peterboro.)

It is a recognized truth that the hardware store must be rendered attractive nowadays to draw trade. This is due to two controlling causes. The hardware store is now catering to women as well as men; and the stock carried is wider and more varied, including certain lines which must be attractively displayed if sales are desired.

One of the big problems facing the hardware dealer, then, is to find the means to make his store clean, bright and inviting in appearance and thus to attract all classes of trade. Prime factors in the attainment of this object are: An attractive store front, a neat arrangement of stock, good fixtures, elimination of crowding, getting plenty of light in the store. Circumstances sometimes conspire to prevent the dealer from carrying out these ideas. His premises may be so small that it is impossible to avoid overcrowding and equally impossible, therefore, to keep the stock neat, Environment may prevent the entrance of much light into his store. There is one factor, however, which is most important in rendering the store attractive to customers, one which every dealer finds it within his power to use—keep the stock "new."

BRIGHT SELECTIONS.

The only way to keep the stock perennially new is to move it around.

A rolling stone gathers no moss and a moving stock has no chance to accumulate dust and that long-in-stock appearance which sends the customer in search of another store.

People demand something new all the time, as the price of their attention to the goods in your window.

There are many lines handled by the hardwareman which are from their very nature slow sellers. They are likely, therefore, to stay some time in the store and thus to accumulate dust. It is not uncommon for certain sections of a store to remain untouched for months, because there has been no call for the goods which occupy that section. What is the result? The goods begin to look dull and old. Customers gain the impression that the stock in the store is out of date. The effect of seeing the same old goods in the same old place every time they enter the store is far from a good one. They conclude that the establishment is antiquated, most completely out of date.

On the other hand, the impression made upon customers by a stock which has the appearance of being quite new



Interior of the store of Campbell & Best, Peterboro—The stock in this store is moved around to suit the season.

is most striking. Attractive goods, bright labels and fresh colors on every hand—no wonder that money burns in the pocket of the customer.

Move Goods Around.

The only way to keep the stock perennially new is to move it around. The assiduous and daily use of the duster and broom are necessary but the arrangement of the goods must be changed as well. A new arrangement makes the goods look new.

There is another advantage attained besides creating the much desired air of "newness." By moving the stock around the most seasonable lines can always be kept to the front. The store which has the same goods in the same place week in and week out—you can finds lots of this kind—may appeal to some of the people some of the time but there will be times when it will not appeal to any of the people. To appeal to "all of the people all of the time," it is absolutely necessary that the store should be featuring the most seasonable goods at all times.

This necesitates considerable and continual work in rearranging the interior, so that each season's best sellers are brought forward. The work brings an ample reward.

Methods Adopted.

We believe in moving the goods in our store around as much as our facilities permit. We have a line of tables on one side of the store, running about half way to the rear. These are used for the display of strictly seasonable goods. Part of the counter is used for the same purpose. During the latter part of May and early June, these tables were used for such goods as would appeal to people looking for wedding presents. Varying the display to suit the rapid change of the seasons and the vagaries of demand, we show paint, builders' hardware, skates, preserving kettles and so on. On entering the store, people are confronted with an array of the goods they are most likely to need. The goods are placed where they cannot be overlooked. They are almost in the way of the customer.

We find this method of display is productive of the best results. Goods, which otherwise might have gone unnoticed, are purchased by customers. The prominence of the article calls it to the attention. It has an indirect effect on sales also. People who lack the immediate necessity for a certain article, come back later and purchase.

Stoves to the Front.

In accordance with our policy of "interior rejuvenation," we believe that in the fall the stove stock should be brought to the front. Accordingly this row of tables is swept out and the goods displayed thereon are relegated to less conspicuous places. The tables are placed temporarily in the cellar. The space thus rendered vacant is used for stoves and we find that the prominence thus given the line helps our stove sales.

The same plan is followed in all parts of the store. We keep the goods moving. A rolling stove gathers no moss and a moving stock has no chance to accumulate dust and that long-in-stock appearance which sends the customer in search of another store.

The same argument applies to the windows of the store. Displays should be changed often. Permanence in the interior arrangements is not nearly as damaging as permanence in window displays. People demand something new all the time as the price of their attention to the goods in your window. Give it to them. We make a point of dressing our windows at least every two weeks and the system is bringing the best of results.

The Strength of the Local Hardwareman

In His Fight Against Mail Order Buying He Has Two Allies, Quality and Service—If He Convinces Customers That He Can Give Better Quality and Quicker Service, His Trade Will Not Suffer.

Money, it has been said, is the root of all evil; a fact which has merely made many wish that they were better rooted. However, that may be, it must be stated here that there is an exception to the general rule. Women, as well as money, are responsible for the mail order evil. They are the ones who study the catalogues sent out by the catalogue houses. They are the ones who tempt the men in the family, holding out to them some price-inducement for an article which they know the men need.

If the men were left to themselves they would bother but little with the catalogue houses. As it is, however, there are sections where the parcels trade is so large that it is doing much harm to the local hardwaremen. The women want to send a good-sized order, and so get their husbands to buy some of the things they need from the mail order houses.

Must Show the Weakness.

Now a man will do what his wife wants as long as he thinks he does not suffer by reason of this. There remains therefore, but one thing for the hardware dealer to do—that is, the hardwareman who finds himself in competition with the catalogue houses. He must show the husband that he is losing by sending his order along with his wife's.

It is quite a question how this is to be done. Since the catalogue houses make their boast that they sell things cheaper, it is hardly likely that the local hardwareman will be able to beat their prices. But price is only one factor in a purchase. Service is of even greater importance. Convince a man that he will get better service from an article purchased from the local hardware dealer, than he will from what is sent him by the catalogue house, and he will buy in his own town.

Where Mail House Can be Beaten.

Now it would seem there are two things on which the local dealer can beat the catalogue house. One is Quality, and the other is immediate service. A man, when he wants an article, wants it to give him good service. If the case is put to him properly he will be willing to pay a little more to get a better article. The thing is to convince him that you have the better article.

How to do this is not easy to explain. It must be stated though that the best way is to make it a point to carry the best—the most reliable lines. Those who have used these will speak well of them, and so they will come to be known, and your business will be advertised.

It is a good plan, too—indeed this is but another way of stating what has already been expressed—to carry standard lines. These will be familiar to all customers by reason of the advertising which the manufacturers have done. The catalogue houses can hardly sell these lines; and it will be easy for a good salesman to convince a customer that the well-known article is better than the one made by some party or parties unknown, which the catalogue house sells at its reduced figure.

Immediate Service.

As great in importance almost as the problem of quality is that of Immediate Service. When a man decides to buy an article, he wants it at once. If he comes to the local hardware store he can get it at once. If he buys through the catalogue house he will have to wait a week or more. Time is money, and that week's wait means money to the purchaser. It means that some work, for which he wants the article, is being held back. If this wait were necessary the man would not mind, but supposing he

(Continued on page 45.)

The Sudden Death of Thomas G. Dexter

One of the Best Known Men in the Hardware Business in Canada Passes Away—For Thirty-two Years Was With H. S. Howland, Sons & Co.—A Brief Sketch of His Career.

It was with a distinct shock that the news was received on Wednesday of the death of Thomas G. Dexter, of H. S. Howland, Sons & Co. Few men were as well known in the trade, none were known better, and his acquaintanceship extended from coast to coast. He was in every sense a national figure in the hardware field. His death has, therefore, created profound regret among hardwaremen in all parts of the country.

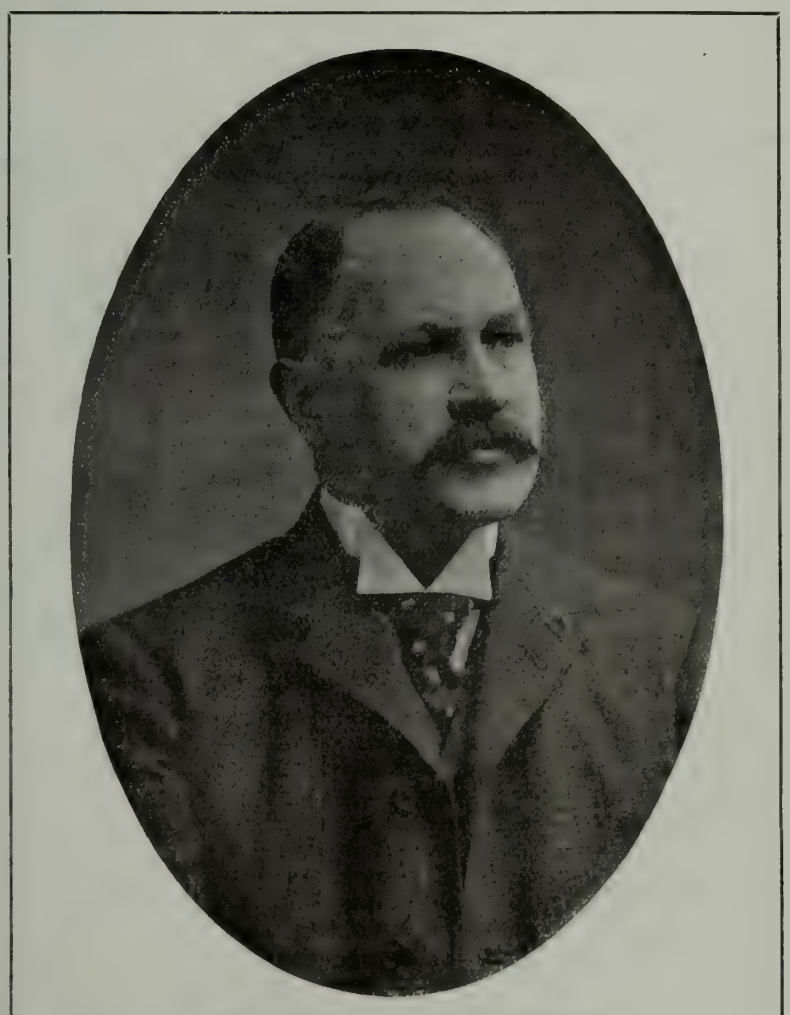
He had been far from well for the past six months, being troubled with heart weakness. Nevertheless he had seemed no worse than usual, and left at the week-end to spend the holiday with his family at Jackson's Point. On Monday morning he took part in a bowling match, and showed a keen interest. He was an enthusiastic bowler, and of late years this had been practically his sole recreation. At noon, he was taken quite ill, and continued so through the day and night. The end came at four o'clock the following morning.

The late Mr. Dexter was born 57 years ago in Toronto. He secured a good High School education and, on leaving school, started in the commercial world. He was first engaged in the wholesale dry goods business, and from there went into a fancy goods house, where he was associated among others with H. H. Fudger, now general manager of the Robert Simpson Co. His next move was into the hardware business, joining H. S. Howland, Sons & Co., when that firm was inaugurated, thirty-two years ago. With the exception of one break of about 18 months, he has continued with the firm ever since, a long period of faithful and efficient service.

The first position that he held with the firm of H. S. Howland, Sons & Co., was that of warehouse clerk. He then went out on the road, traveling for the most part in Ontario. For a term of years, however, he covered the whole of the West from the Great Lakes to the Pacific coast. On the death, some twenty years ago, of Col. Miller, who had held the position of manager and buyer, Mr. Dexter was promoted to take his place. The scope of the business grew to such an extent that of late years he has devoted his whole attention to the buying department.

As a buyer, he was pre-eminently a man of sound and discriminating judgment. He knew hardware and hardwaremen so well that his management of the buying was distinguished by rare foresight.

The single break in his record of service with the firm came about the year 1884, when he went over to Risley & Kerrigan, wholesale hardwaremen, a firm which has been out of business many years now. He soon returned, however, to the firm of H. S. Howland, Sons & Co.



THE LATE THOMAS G. DEXTER

A Wide Acquaintance.

It will thus be seen that the deceased enjoyed a very wide acquaintance with all branches of the trade. His experience on the road brought him in contact with the retailer, and he has friends among the retail trade in all sections of Canada. As buyer, he had dealings with every factory and manufacturer concerned in any way with the hardware trade, and his acquaintance is even wider in that branch.

The fact that he was unusually esteemed has been brought home since the announcement of his sudden death. Messages have poured in from all sections, bearing condolences and sincere expressions of the regret that is felt.

President of Association.

The deceased was one of the prominent members of the Wholesale Hardware Association, holding the position of president four years ago.

He did not take an active part in public affairs, preferring rather to concentrate his energies on business matters. He served as a member of the Board of Trade, and was on a number of committees. He did not, however, seek public office and, although a life long Liberal, he did not participate actively in political matters.

He belonged to the A. F. and A. M., and was a member of the National Club.

The deceased was married twice. By his first wife, he had one son, Thomas, with the Toronto Electric Light Co. His second wife and four children, three girls and one boy, survive him.

(Continued on page 41.)

HARDWARE AND METAL

(ESTABLISHED 1888.)

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JOHN BAYNE MACLEAN - President.

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THE USE AND ABUSE OF HOLIDAYS.

The custom of employers giving holidays to staff members has become more general of late years. This is as it should be, for it is in the interests of both employer and employe that the latter should have an opportunity to rest for a certain period each year, and thus recuperate his powers. The employer who looks at the matter in that light will be quite willing to give each member of his staff the privilege of an annual rest.

The fact should not be lost sight of, however, that the granting of holidays is intended for mutual benefit, and that the employer must benefit quite as much as the employe. The former gives the holiday in order that the latter may return to work with renewed vigor and a keener interest, and with faculties sharpened to the point of highest efficiency by the rest and relaxation. The employer is entitled to this share of the benefit.

The employe benefits doublefold from opportunity to rest from work. He probably needs the rest in the first place. In the second place, he is afforded an opportunity to improve his own usefulness for the following year. A holiday well spent sends a man back to work with higher ambition to advance himself.

This is the real use of holidays. The abuse consists in utilizing the time of rest to plunge into a continuous round of riotous gaiety—excursions, all night trips, fatiguing pleasures, cramming the largest possible measure of excitement and strenuous exertion into the time allowed. The sequel to such a holiday is that the employe returns to work jaded, more tired than when he left, lacking in ambition, initiative and the desire to promote his own and his employer's interests. This form of holiday abuse is very common, unfortunately. It is foolish, unfair and detrimental to the interests of all concerned.

TRAINING FOR SALESMEN.

More and more has there arisen talk of schools for salesmanship. Dealers are realizing that good salesmen mean almost as much to them as do good goods to sell. It is little wonder, therefore, that they should be considering means by which their good salesman may become better, and by which even the mediocre salesmen may be so inspired that they will awake and enter into their task with genuine enthusiasm.

In a number of the large department stores regular classes in salesmanship are being held. A young college girl, who entered one store as a clerk, showed such ability that she was asked if she could teach her principles to others. She said she could, and the fact that her salary was raised within six months from $8 a week to $20 a week seems to indicate that she succeeded.

Salesmanship in hardware is somewhat different from other salesmanship, however. It requires the same courteousness, the same interest on the part of the seller. But it requires a much greater amount of technical knowledge.

It is this technical knowledge which must be remembered when training hardware salesmen is considered. This technical training can hardly be secured without the co-operation of the manufacturers. They have the means of explaining, and of illustrating what is explained. Salesmanship classes, to reach their highest point, must have the co-operation of the manufacturers. The only question is whether these will be willing to co-operate. If they think the matter over—and see that the benefits would be theirs as well as the retailers—they probably will decide to do their part. This seems a case where a Moses is needed to lead on. Schools of salesmanship in many hardware lines would mean a benefit for all. They might well be started without further delay.

TWENTY-FOUR HOURS A DAY ENTHUSIASM.

"The trouble with the hardware business," remarked a dealer who has made a success of it, "is that a man has to be constantly at it. He has to spend long hours in the store, and he has to take his business home with him. He need not worry about it at night, but he must have his eyes open for ideas if he is to make a success."

The dealer was undoubtedly right, only what he said applies to practically every business. Any concern to be successful needs that kind of leadership—leadership by a man, who, whether he works long hours or not, always has his business in mind, and who is ever ready to seize upon some thought which flits through his brain, or which is uttered by another.

Balzac, in his essay on "The Lost Masterpiece," says, "No painter should think except with brush in hand." Neither should he. If he is to be a good painter, he must think as a painter.

Stevenson, who did much of his writing in bed, always had a pencil and pad of paper by his side. Often he would wake in the night, and reaching for paper, would put down the thought which had flashed through his mind. So were many of his finest sentences saved.

There is a story of McCutcheon, the famous Chicago cartoonist. McCutcheon was waked at 3 o'clock one night by the telephone ringing.

It was the city editor of the paper for which he worked. "Mac," shouted that wide awake individual, "Missouri has gone Republican, and we must have a cartoon."

McCutcheon pulled out of his warm bed, and set to work. Then, when he had sent the sketch off with the messenger, he went back to bed feeling that he had done his best, but that it wasn't much good. The cartoon was "The Mysterious Stranger," which made McCutcheon famous among cartoonists.

Napoleon was wont to talk of 2 o'clock in the morning courage. That was his requirement for a soldier. Two o'clock in the morning enthusiasm is getting to be the requirement of the successful business man. Yes, the hardware business is exacting. The dealer must be continually on the alert. He must be ever ready to secure new goods which will draw people to his store. He must be watchful for new methods of presenting the old goods, so that the people will feel their need. He must nail down an idea when it comes. If he waits until to-morrow the idea may be gone. He has to work hard to get results, but the results, and the work itself, are worth it.

CARELESS METHODS OF PARTNERS.

Confidence in one's fellow workers where money is concerned, may in a great many cases be warranted, but it is not always good business.

In the retail trade there are so many partnerships being run in a loose fashion that the question commands serious reflection. There is much room for improvement in methods where partnerships exist. Cases, for instance, where the partners of a business take whatever they want from the store to supply their families without making any record of the transaction, are frequent. They never charge themselves up with anything, and it is safe to say they don't use exactly the same value of goods in a year. One, therefore, has an advantage over the other.

The business man of to-day, even if he is the only proprietor of the store, charges himself with the goods he uses at regular selling prices, and allows himself a set salary.

There is greater reason why partners should follow this example. By all means, when a partnership has been formed a set salary should be assigned each member. Otherwise there is almost sure to be trouble later on when one becomes suspicious that the other is getting more than his share. This method of dipping into the cash register for money from time to time does not belong to the present. It is antiquated and should be relegated to the proverbial ash heap. A definite salary based on qualifications removes doubt, as does also the charging of everything taken for the table. At the end of the year the money is returned in increased sales and profits and sound, practical methods have prevailed.

POINTED EDITORIALS.

Who said eight cent white lead?

* * *

There is not much use swatting the fly unless it is done in a scientific way.

* * *

Four swats. Four flies. A million flies exterminated in the fourth generation.

* * *

A dealer's leading weapon in the fight against the parcels post evil is "immediate service."

* * *

It is cheering to note that while prices of hardware are advancing the quality is advancing much more rapidly.

* * *

Wher ethe pig advances the white lead must follow. Those who wish to be thoroughly informed on the paint market must follow the metal market too.

* * *

At the inquest of a man who had been blown up in Montreal, was shown a coat sleeve, that being the largest part remaining. This man would seem to have solved the distribution problem.

* * *

Watch the fruit crops. Strawberries, it is said are going to finish early. Now is the appointed time for preserving these, and consequently the appointed time for selling the kettles and boilers required for preserving.

Results of Advertising

IT is doubtful if there is any phase of merchandising about which exists such a diversity of opinion as advertising. The time has well nigh passed when dealers declare that this is no good. There are, of course, still a few who maintain this; but then there are still dealers who tightly shutter their stores at night, instead of permitting the illumined interior to give its greater protection. The great majority of merchants, however, believe in advertising—their only fault being that they expect too much. They not only want immediate results, but they want the advertisement to bring immediate proof that it is bringing results. They want people to write: "Seeing your ad. relating to ———— I have become interested, and would like you to forward one of the articles. Please find enclosed check."

That would be results, the dealers are inclined to think. Indeed it would, and such results are often secured. But the advertiser must remember that the great number of people who read his ad. are not in the least interested in him. They are not interested in the advertisement either, but through the advertisement in the thing advertised. Not many in writing will mention the ad. Not many, in coming to a store for an article, will mention that they saw something about it in the paper.

"But," it may be said by some dealers, "we know whether we are selling more of the goods advertised, and if we are not we can tell that this particular advertisement is of no use."

It sounds reasonable—but it isn't. Even in this age men are slow to act, and so are women. They read of an article and are interested. They almost make up their minds to buy, but something interferes. Still the memory of that article remains. The want—which the ad. made known—remains a want, and months after the sale will come. Other goods will be explained in the dealer's advertising space, but the sales will be due to the advertising done weeks before.

Perhaps the advertising manager of a large hardware firm in Eastern Canada made the best test of advertising which is possible. The "powers that were" wanted the advertising stopped, claiming lack of results. They put the onus of showing why the campaign should be continued upon the advertising manager. This man did not attempt to discover an order which had come as a direct result of any one ad. Instead he took a certain lengthy period, showed what had been advertised during this period, and showed the increased business which there had been in this line. He also showed the increased business in unadvertised lines. The sales of goods brought prominently before the public had increased 80 per cent. Those unadvertised had increased only 10 per cent.

Then were taken two concrete cases. The firm had sold in one season 404 of a certain make of revolvers. At the beginning of the next season these goods were advertised, and while there did not seem to be any result the returns at the end of the season showed that the sales had numbered 1078. The next year—the ad. still appearing from time to time—over 1,500 were sold.

A certain plane had brought 700 sales. It was advertised. The sales totaled for the corresponding period, not 700, but 1,600, and results are still being felt.

This firm decided to continue advertising. Any firm which studied the question in a like manner, and did not demand instant returns, would reach the same decision.

The Fly Peril and the Hardwareman

"Swat the Fly" is Now a Common Slogan—Old and Young Have United to Swat This Microbe Messenger Out of Existence—The Equipment Needed for the Warfare is Carried by the Hardware Dealer and Should be Featured Now.

The Fly Peril has come to be recognized as the real predatory, persistent, pesky peril of the age.

It is a new peril at that—just off the press, as it were. Up to a short time ago, the fly was regarded in a lenient light by mankind. He was a nuisance, it was acknowledged—especially to baldheaded men, and horses—but he was harmless, quite. "As harmless as the fly," was a trite saying. Then medical men started to investigate the secrets of disease dissemination and, lo, the fly stood revealed as the villain of the piece. Posing as a harmless member of the insect family whose main object in life seemed to be to supply the spiders with food, the fiy had been secretly and insidiously collecting germs from garbage pails and other favorite haunts and conveying them poste haste to the kitchen, the dining room and the baby's cradle.

Medical men at once began to take an interest in the fly. They collected statistics to show that such time as the fly was not using in placing germs where they would do the most damage, was devoted to raising an army of other flies to carry on the work. Consider these figures. A female fly lays 150 eggs in 10 days. That means, say, 75 more lady flies, each with the power of laying 150 eggs in the same space of time. Figure it out and you find that in 40 days the number has increased from one to 64,136,401. The possibilities of fly multiplication are stupendous and staggering.

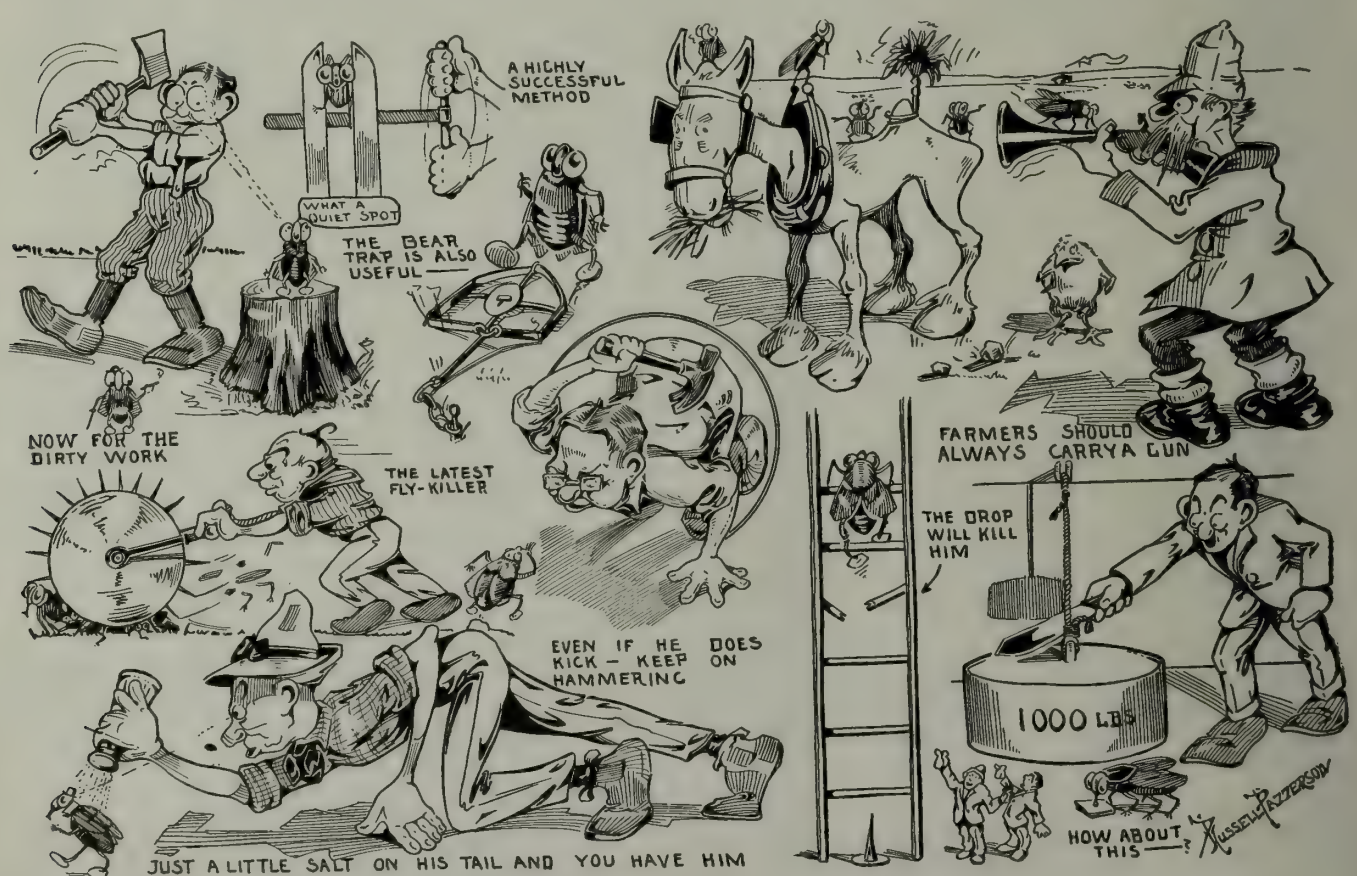
This information led to the "Swat the Fly" campaign. In an effort to avert the evil day when the earth would be creeping and the air black with flies, man started in to swat. To swat the fly was recognized as a public duty. The motto of the crusade was the doggerel of the cartoonist McCutcheon, who seems to have been the power behind the movement:

"If you'd rather live than die,
Roll up your sleeves and swat the Fly."

There was an immediate sound of swatting in the land. Men acquired an uncanny agility at the grim work. The fat man, who had not seen his watch chain this many a long day, became quite agile in his pursuit of elusive microbe messengers. "There," he would say, breathless, but triumphant, as he flattened a frisky fly on the eavetrough. "The number of flies forty days hence will be 64,136,401 less than as if I had let that buzzing pest get away from me." It was an encouraging thought. With every leg placed on the tanglefoot, every fell swoop of the fly killer, the futures of 64,136,401 possible flies were cut off. A grand work, surely.

A Real Nuisance.

It is not an imaginary, theoretical peril either. It is a real, live, every-day one. The fly has two favorite haunts. One is the place where he can gather the most germs. The other is the place where those germs can do the most harm. Naturally the fly is just the greatest little disease carrier ever created. He buzzes jovially around the garbage pail until his legs are coated with enough microbes to infect any number of susceptible mortals and then



Men are finding ingenious methods of exterminating the fly—Some suggestions by Hardware and Metal's artist.

alights on the tip of the baby's nose or skims across his lips. He visits the sugar bowl, the cream jug and the dish prepared for the table. He is the more deadly because he appears so innocent.

The movement has its humorous and also its serious side. Men may speak jokingly of the subject but they swat in real earnest. Merchants, and in some cases, municipalities are offering prizes to the persons who kill the most flies. Some remarkable records have been hung up. The swatters belt belongs so far to the energetic man who swatted no fewer than 515 flies in one day, thus disposing of the possibility of a few trillion extra flies being added to the next year's supply.

The Equipment Needed.

All this is of great importance to the hardware dealer. Quite an equipment is needed in this crusade against the fly. Articles of defense and weapons of offense are required. The hardware store is the place where the equipment can be obtained.

While all people have not enrolled themselves as active swatters, every household takes measures to keep the fly at a distance. The screen door and window netting have been devised for this purpose.

For the offensive campaign many articles are handled—or should be handled—in the hardware store. Tanglefoot is the most common form of trap to lure the unwary fly to his death. The balloon fly trap is another much used devise. Since swatting became a popular pastime, wire-handled fly killers have been much sought for. In the hands of an energetic adult or an active child with a taste for the chase, these little flat instruments can wreak dire havoc in the fly ranks. Pastes are also being used.

All these articles are handled largely, though not exclusively, by the hardware trade and it behooves the dealer to feature them prominently at this juncture.

Although the height of the summer season has been reached, the fly peril has not yet become acute. The fly needs scorching hot weather to perform at his best and the warm spells so far have been few and of short duration. However, every fly, like every dog, will have its day and fly days are not far off. There will soon be an active demand for the articles named above and others of a similar nature.

It would be advisable for hardware dealers to give prominence at once to these lines. One of the most effective methods is to have a window display—one which people will not fail to see, just such a one as the writer saw the other day in a hardware store window. The centre of attraction in this case was the figure of a man with a fly killer in one hand. The figure worked automatically through an attachment with a small motor placed above. The arm rose and fell and the killer "swatted" a figure about one foot long, made in the semblance of a fly. A big banner was spread across the top, with the words, "Swat the Fly—Get your equipment here." The background contained an assortment of screen doors and windows and all the weapons of offense. It created a lot of talk and the dealer disposed of a large stock.

The campaign should start at home. The doctor who is ailing does not inspire confidence in patients; a dentist with bad teeth is an anomaly and almost certainly an unsuccessful practitioner; a bald-headed man could not sell hair restorer. People expect a man who is selling an article to at least show sufficient faith in it to use it himself. The hardwareman is not likely to dispose of very much of his stock of fly-swatting weapons, unless he keeps his own store pretty clear of the pests. A pad of tanglefoot covered with flies is the best advertisement for the sale of a supply of the same.

Start a "swat the fly" campaign in your store, Mr. Dealer. Keep them out as far as possible, but when they do get in hunt them down relentlessly. Their presence in the store is not only a bad advertisement for the stock but a menace to the rest of the goods.

FORTY BUSHELS.

A three-weeks' "Swat the Fly" campaign was conducted in Worcester, Mass., last year. During that period 16,267,088 *flies were killed—forty bushels of them in all.*

Prof. Hodge, who conducted the campaign in Worcester, sends the following message to the people of Ottawa, as a suggestion for the campaign beginning there this week:

"If the people of Ottawa will arise to the situation and adopt my method of killing the flies at the garbage pail, in two weeks there will be but few left, and during the summer if precautions are carefully followed by ALL housekeepers the city should be practically free from the germ-spreading fly pest."

A CONTEST IN OTTAWA.

Ottawa, Ontario, July 2.—"Banish the fly!" is now the slogan in Ottawa. Yesterday the prize fly-killing competition organized by the Public Health committee of the Local Council of Women was inaugurated. Such a contest conveys a new and vital form of educating the people to a danger long overlooked or neglected. Parents should encourage their children to enter the competition, for aside from the financial gain accruing to the youngsters, the benefit to the community from the standpoint of good health is one of almost incalculable extent.

Fly-killing campaigns have been conducted in several American cities with results beyond all expectations. In Hamilton the Spectator has offered several valuable prizes, and the boys and girls of the Ambitious City are ridding it of the undesirable pest so fast that flies will be practically unknown there when the contest ends. If the public will only grasp the importance of such a campaign in Ottawa the next two weeks will open the eyes of many people to what can be done through a little organized effort. It may save many a baby's life this summer.

The flies, after being caught and killed, must be taken to the board of health office, in the city hall, where Dr. Shirreff's assistants will give them a receipt for the number turned in. These receipts must be kept until the close of the contest.

The contest is open to all boys and girls who live in the city limits. There are no formalities to be observed in entering the contest. Just start in and catch flies and then take them in a can or bottle to the board of health office in the city hall and get your receipt.

Traps, pads, swatters, poison or any other device for catching them may be used. Everything except sticky flypaper, and that is barred only for the reason that it is impossible to get the flies off it. The contest closes July 15.

The rewards offered by the Local Council of Women are:

First prize	$10
Second prize	5
Three prizes, each	2
Four prizes, each	1

COMPANY INCORPORATED.

The E. T. Wright Co., Limited, have been incorporated to take over the existing business of the firm of E. T. Wright & Co., Hamilton. The capital stock of the company is $600,000.

Have Store in Keeping With Windows

An Important Point in Connection With Successful Window Trimming—The Advantages that the Dealer in a Small Town Has—Balance and Color Are Salient Essentials.

By F. E. Richardson, Harrow, Ont.

The complaint is often heard that the merchant in a small place does not have the opportunity to conduct his business along progressive lines. Only a small percentage of dealers in the towns and villages pay attention to window dressing. They seem to think that, as they have a small public to appeal to, they are not going to get results in keeping with the effort required; in short, that it is not "worth while."

This impression is quite erroneous. The merchant in the small town will get just as good returns from a creditable window trim as the man in a big city store. His public is smaller but he is more sure of their attention. In the cities, people are in a great hurry and they give scant attention to store windows, unless the displays are of exceptional merit. People stream past the store at all hours of the day but how many give more than a passing glance and how many stop? The percentage is small. On the other hand, the people in a small town have little to engage their attention. When they go down town the shop windows are the main attraction and it is safe to say that a display of exceptional merit will be looked over by every person in town who can be termed a buyer in any sense of the word. It will be talked about also. We, in the small places, may not get as large number of people to look at what we evolve but we get more of their attention and time. We get quality, if not quantity.

It pays the small town merchant, therefore, to give full attention to his store windows and see that he has something interesting for the public right along. It will pay him in the most tangible way imaginable, in dollars and cents.

Carry it Through.

In discussing the practical sides of window dressing, one consideration looms up large to my mind. How often we find stores which resemble the Mexican, who puts every cent he can scrape up into the purchase of a handsome, lace-frilled hat and is content with rags for the rest of his costume. These stores have well appointed fronts and attractive window displays but the interior of the store is untidy and uninviting to the last degree. All effort and ambition apparently is expended in the preparation of the window displays and the store itself is allowed to go. People get a distinct shock when, attracted into a store by the window display, they find the interior in poor condition and the goods unattractive. They are disappointed and perhaps are inclined to feel that they have been tricked or lured into the store under false pretenses. If they have come in to look at some particular article which they had seen in the window, it will not look nearly as good with such unfavorable surroundings. The condition of the store will prove a severe handicap on salesmanship.

The need for keeping the interior of the store just as attractive as the window displays, is accentuated where the window has no background. If people can see through the window into the store, they are not likely to enter, if the appearance of the interior does not look inviting. In this respect the open window is an advantage. It keeps the staff "on their mettle." They are not so prone to let things slide and to feel that the store is looking its best if the windows are attractively trimmed.

In our store at Harrow we prefer to have the windows not cased in. In preparing window displays, we use an openwork background to enable passers-by to look beyond into the store. We aim to make the window a medium to attract customers and invite them inside and to not have them disappointed after entering.

The Value of Color.

In preparing displays, two points stand out prominently to my mind. Have the display evenly balanced, with a central figure or point. Lack of balance takes away from the appearance of the display and makes it look as though the goods had been thrown in carelessly. In order to preserve balance, it is essential that the space should not be crowded. Putting in too many articles is a serious mistake from every standpoint.

A second essential is the color scheme. A good window display is one which is different from the rest and, in order to effect this, it is necessary to devise something to catch the eye. A good color combination is most effective.

The accompanying illustration is of a display we arranged last December. We made a special study of the color arrangements for this window. The front and side border on the bottom of the window was made of crepe paper with a green background with Christmas



AN OPEN DISPLAY.

This window was trimmed by F. E. Richardson, of Harrow, Ont. The back of the window was left open, and the same scheme of decoration was carried out through the store, thus adding to the attraction of the display. The picture does not do justice to the window arrangement, which was unique, particularly in its color scheme.

bells of a rich red on it. The white back was made of cheese cloth puffed up. At the back of the window two steps were placed, the uprights being covered witth the some cheese cloth. Two centre columns were placed on the top step and two more were placed on the ground floor. Streamers in red and green were suspended on the columns. The columns were decorated with red and green maple leaves and holly, with cutlery at intervals. A centre post at the back of the window was painted with aluminum and streamers of red and green crepe paper were wound around it. On the top of the two outside columns, we put uprights about an inch square, wrapped in red crepe paper. Three bicycle rims were attached, each being wrapped in red, green and white crepe paper, in narrow strips. Inside the rims, we displayed pocket cutlery, scissors and in the centre of each was suspended a bright red glass bell about six inches in diameter. On the top of each of the centre columns we showed a shaving mirror set and resting on the points of a star in the centre, covered with light green crepe with a narrow strip of red on the edge.

These details will give an idea of the color scheme of the display but the photograph does not give any adequate idea of the effect.

Interior Decorations.

We did not stop with the window display in this instance, but carried out the same plan of decoration throughout the interior. Our most attractive and salable lines were brought to the front and vines of imitation smilax (green) were run throughout.

Price Cards.

In regard to the using of price cards, we have been rather undecided, as a great deal can be said both in favor and against this on certain lines. However, we think it best to use them on most occasions, especially when there is a special sale of goods.

Price Problems---3. Position of Paint

When mixed paint is arraigned before the bar of inquiry two things at once become evident. One is that paint is dearer now than it was—say twenty years ago. The other, that the quality of the paint is much superior to that sold in the early 90's. A purchaser of paint now invests more, but he gets more for his money.

But leaving the question of quality aside for the time, it must be stated that the advance in the price of mixed paint has not been as great as the advance in many other lines. The advance, as compared even with that upon the ingredients from which paint is made, has been small.

It will be necessary to quote a few figures to show this. But despite the rule, these figures will hardly be dry, since many of them refer to oil.

Change in Raw Materials.

Twenty years ago mixed paint was being sold at $1 a gallon. Think of it—a dollar a gallon, while now dealers are forced to ask prices ranging from $1.60 to $2. But wait a minute. Every dealer knows that there is a large amount of linseed oil in mixed paint of the better quality. Oil, twenty years ago, could be secured for 35 cents a gallon. To-day it is quoted at $1 and $1.03—even higher in Toronto. White lead is also largely used in the manufacture of paint. To-day, owing to recent advances which have not yet brought a corresponding advance in the price of paint, this sells at $7.40 a cwt. in Montreal. Twenty years ago it was sold for $3.50.

In other words, in the past twenty years, the price of oil has been tripled. White lead has more than doubled, while mixed paint has hardly doubled in value. And this is leaving out of consideration the greater rents which have to be paid now, the greater cost of labor, and the greater transportation costs. It is also letting the question of quality slip. There are barn paints, and priming paints, which can be secured now at 90c and $1.30, which are fully equal in quality to the best mixed paints sold twenty years ago.

Ten years ago, or, to be more correct, in 1901, paint was selling at a higher rate. Then linseed was at 72c and 75c, while white lead was being sold at $6. Considerable advances in these raw products, it will be seen, which were met by an advance in the cost of mixed paint to $1.25 and $1.45.

Many Small Advances.

In 1908 the prices were higher, $1.60 being asked for the paint; and since then there have been a series of small rises—following the fluctuations of the raw materials—which have put the price up to the present level.

But price is not the most interesting feature. Quality is the thing. Efficiency. It is a good thing to forget once in a while the high cost of living, and think a little of the high value given. In paint, perhaps as much as in anything else, has there been an increase in the value given to buyers. Twenty years ago the mixed paint business was in its infancy. It is a strong young man now, the strides made having been tremendous. Twenty years ago mixed paint was reviled by painters—and with some reason. But in the twenty years experiment on experiment has been made. Carefully trained men have been studying the question, and now many painters have admitted that the scientific makers of mixed paint can turn out a better article than they can produce by the use of lead and oil. There is a fence in Montreal which proves this. It makes the back line of three men's property. All painted their part six years ago, the two outside owners having the work done with paint mixed by the painter, the middle man having his done with a well-known brand of mixed paint. His fence stands out white and clean to-day. The others are washed almost bare by the rain.

Why Mixed Paint is Best.

The improvement in mixed paints, as has been indicated, is the result of careful study. The mixed paint of to-day gives much greater protection against wind and weather than did the paint of two decades or of one decade ago. Considering paint as an insurance for buildings, it gives a longer term policy now than it did in its earlier years.

This question of paint as an insurance is worthy of a little attention here.

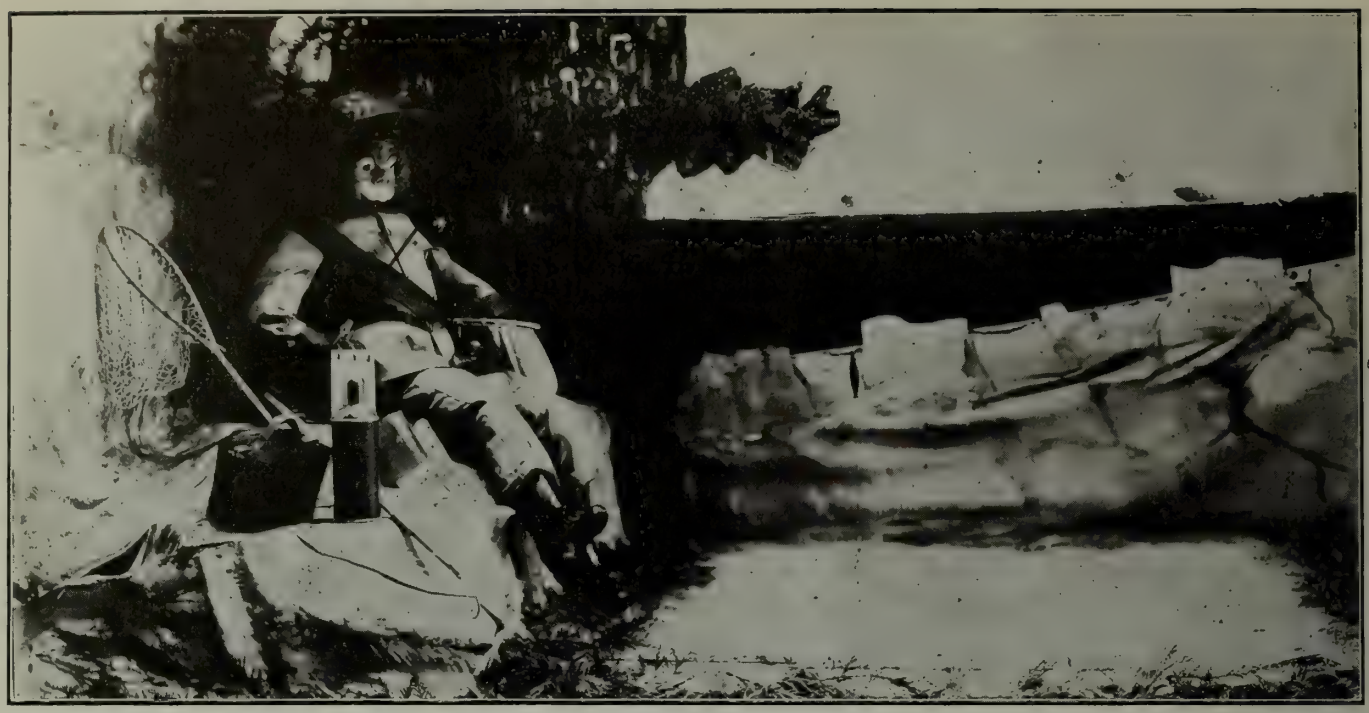
The higher the value of a property the more it will take to insure it. All will agree with this as a general principle. It will, therefore, be agreed that a building having $148 worth of lumber in it would cost more to insure than would one in which the lumber cost only $42. Notice how this works out.

A Problem Which Illustrates.

Lumber has risen in price tremendously these last few years. Twenty years ago pine could be secured at $10 or $12 a thousand. Now pine is practically not to be obtained. Spruce, formerly frowned upon, is now considered fine lumber for building. Even hemlock is much used. Nor is the deterioration in the grade of lumber the only thing to be noted. Much more is now paid for the inferior stuff than was paid for fine pine in the old days. A man is doing pretty well now if he gets his building lumber for $35 a thousand.

Supposing, therefore, a house 40 x 30 had been erected 20 years ago. In it

Concluded on page 41.



UNIQUE DISPLAY.

This trim appeared in the window of the Lawrence Hardware Co., Revelstoke, B. C. It was original and striking and attracted considerable attention.

Found Sporting Goods Very Profitable

The Experience of Two West Toronto Firms—Stocked These Lines This Year for First Time and Have Had Splendid Results—The Importance of Proper Display—A realistic Display by the Lawrence Hardware Co., Revelstoke, B.C.

The present season is an active one for the sale of sporting goods. The range of articles included under the head of sporting goods is a wide one—Everything pertaining to camp life can be counted in this department in addition to athletic and sport supplies.

The first of July starts off the real camping season. There is absolute confidence in the public mind that, after Dominion Day the weather will be steadily and consistently warm and, as warm weather is essential to camp life, the exodus to the woods starts after the holiday. Tents, camp kettles and stores, camping supplies of all kinds are now very much in demand. The primitive instinct which seizes on most men, urging them to tear themselves away from the restraining influences of modern life and spend a couple of weeks in the woods, is predominant. "Back to nature" is the popular slogan.

There is, perhaps, no department of the hardware store which should receive more attention at the present time. The variety of articles which come under the head of sporting goods is so large and the demand so big that the dealer who can get the trade "coming his way" will find it very profitable.

Are Well Satisfied

Does it pay the hardware dealer to handle sporting goods? Some dealers have not been inclined to think so. There are here and there still a few firms which have stuck to the straight and narrow path of shelf hardware, without deviating or altering their course. The number is small but the fact that there are still some who take this view makes the question quoted above a pertinent one.

The best answer probably is to quote the experience of certain retail hardware firms which enjoy a reputation for progressiveness. A representative of Hardware and Metal called on a number of dealers in West Toronto recently and among others visited the store of Christie Bros. The talk drifted around to the question of sporting goods and R. G. Christie, a member of the firm, stated that they had made their initial venture in that department this spring.

"We put in a stock of sporting goods for the first time," said Mr. Christie. "In order to give the line a fair test, we decided to feature the goods prominently. We took the front counter in the store and used it for sporting supplies The stock was very noticeable there and customers could not help but become aware that we were handling these lines. We also featured the goods in window displays.

"The results have been very satisfactory. We have had heavy sales and certainly intend to continue in this branch of the business. Our trade has been heavy, much heavier than might be expected with a line so entirely new to us. This can be attributed partly to the fact that we have given the stock every prominence and partly, we believe, to the popularity of the goods."

The experience of May Bros., another West Toronto firm, has been very similar. They started in sporting goods for the first time this spring and have had splendid results.

Must be Featured.

The moral of it is that, while sporting goods are a splendid line to handle, it is necessary to handle them well. The goods should be featured just as prominently as the dealer's facilities permit. There is a great deal in the power of suggestion. This is particularly the case with regard to the sport enthusiast. If fishing is his particular hobby, the enthusiast will stop to scrutinize every article he sees in the store or window

which has to do with the "gentle sport." It may not have occurred to him that he needed a new rod or landing net but if he sees one or the other which appeals to him particularly, he will be "keen set" to buy. A good salesman can do the rest.

A Clever Display.

It is impossible to lay too much stress on the importance of good window displays. A clever arrangement of goods will bring every sport lover in the locality to the store. It will prove, literally speaking, a trade magnet which none will be able to resist.

The accompanying illustration shows a display which appeared in the store of the Lawrence Hardware Co. at Revelstoke, B.C. It was decidedly unique and the details had been carried out with such careful attention that the window looked realistic. It had, of course, a particular appeal for the angler.

The floor of the window was painted and covered with sand and phantom minnows, frogs and insects. Stones were then built up around the sides and a sheet of glass placed over to represent water. The sides were built up above the glass in a clever representation of banks. The effect of a pool of water was given so faithfully that at first glance few could tell that it was not actually a liquid pool.

A tree was placed in the rear, with the branches hanging over, making the typical "shady nook" which is always sought out by the angler. Painted canvas represented the rocks in the rear. The figure of the fisherman was fitted out with everything that a sportsman needs, even to the flask which, so rumor has it, is quite indispensable on a day's outing.

This display had a stimulating effect on trade in sporting goods and every dealer can take it for granted that, with a similar effort, the results will be satisfactory.

LETTER BOX.

Chandeliers.

Wells & Wells, Dresden, Ont.—"Kindly advise us who makes chandeliers for holding three or four lamps for lighting public buildings."

Jas. Morrison Brass Mfg. Co., Adelaide Street West, Toronto.

HAVE OPENED BRANCH.

The Onward Manufacturing Co., Berlin, have opened a wholesale and retail branch at 423A Yonge street, Toronto. It will be under the management of Geo. A. Cox.

THE SUDDEN DEATH OF THOS. G. DEXTER.

(Concluded from page 33.)

Funeral on Friday.

The funeral will take place on Friday at 2.30 p.m., from the family residence, 125 Huntley Street, Toronto, to Mount Pleasant Cemetery.

As a mark of respect, the offices and warehouse will be closed all of Friday afternoon.

Tributes to Memory.

Tributes to the high qualities of the deecased are heard on every hand. His integrity and his pronounced ability and judgment were marked attributes, and it is stated by all that one of the ablest of Canadian hardwaremen has been lost.

He was a hard and consistent worker and possessed a rare degree of executive ability. His views were sound and broad.

PRICE PROBLEMS—3. POSITION OF PAINT.

Concluded from page 39.

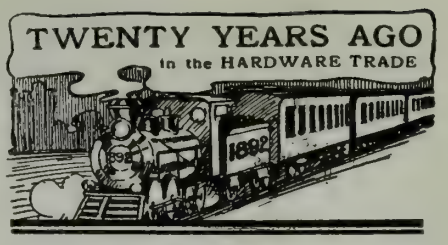
there would have been 4,200 feet, which would have cost about $42. The cost of painting that with paint at $1 a gallon (which covered about 250 square feet) would have been $17.

Increased Premium Not Proportionate.

The same house built to-day would have in it the same amount of lumber, but this lumber would cost about $148. Painting it with mixed house paint at $2 (paint which will easily cover 350 square feet with two coats), 12 gallons would be needed in place of seventeen with the poorer covering old paint. The cost of the work, therefore, would be $24, as against $17 in the old days.

In other words, the insurance against wind and weather on an investment of $42 cost $17 in the old days; whereas the same style of insurance on an investment of $148 costs only $24 to-day. The increased premium would not be commensurate even were the length of insurance forgotten. But this must not be left out of the question, for the paint of to-day resists the elements many years longer than it did in the early days of this product. It gives a longer term protection policy.

Undoubtedly paint has risen in price. It may rise still further. But it has not risen anything like proportionately to the products it is meant to protect, and its efficiency has increased greatly, while the efficiency of many of the materials upon which it is used, has decreased.



The following items are taken from the issue of July 9, 1892:

"The Association of Barb Wire Manufacturers met this week. The following were present: Mr. Fairman, representing the Dominion Wire Co., Montreal; Mr. Ives, representing the Canada Wire Co., Montreal; Mr. Somerville, representing the Ontario Lead and Barb Wire Co., Toronto; Mr. McMichael, representing James Robertson & Co., Toronto; Mr. Howard, representing the Safety Barb Wire Co., Mimico."

Editor's Note.—Time has wrought many changes in the firms represented in this association. The Dominion Wire Co. is now a part of the Steel Co. of Canada. The Ontario Lead and Barb Wire Co. became Somerville, Limited, and is now United Brass and Lead, Limited.

* * *

"The cutlery trade has been in a depressed condition for a considerable time. In January of last year the pen and pocket cutlers and forgers at two or three of the leading establishments in Sheffield were asked to accept a 5 per cent. reduction. Meetings of the unions connected with the pen-blade department were promptly held to consider what steps should be taken."

Editor's Note.—The cutlery industry to-day is being affected by labor troubles. Skilled mechanics are hard to get and, as a result of this condition, the men are demanding higher wages. The dissension has to some extent curtailed production.

* * *

In the list of bankrupts appear a number of well-known hardwaremen and plumbers.

Editor's Note.—Although times do not appear to have been particularly good twenty years ago, there seems to have been plenty of recuperative power. Practically all of the men whose names appear on this list afterwards re-engaged in business, were successful in re-establishing themselves on a good basis and ultimately became highly prosperous. One man, a Toronto plumber, became one of the best known men in the trade in Canada.

Complete Course of Sheet Metal Work

By L. W. KOSER

In prob. 23, plate 21, fig. 1 represents a pail, of which A-B is a boss, or reinforcement on the handle.

The pattern is simply a circle having the same curve as the handle, and is cut out to shape shown by fig. 2, then formed to shape by fig. 3, and soldered to handle.

In prob. 24, fig. 1, is a strainer pail, the brest B is developed the same as the brest on the watering pail, prob. 18, plate 20.

To develop the spout A, continue the line C-O any distance, and parallel to this carry a line from the point V, as V-7.

Draw a cross section of the spout fig. 2, then divide it into equal spaces and carry lines from same until they cut the lines O-V and C-V.

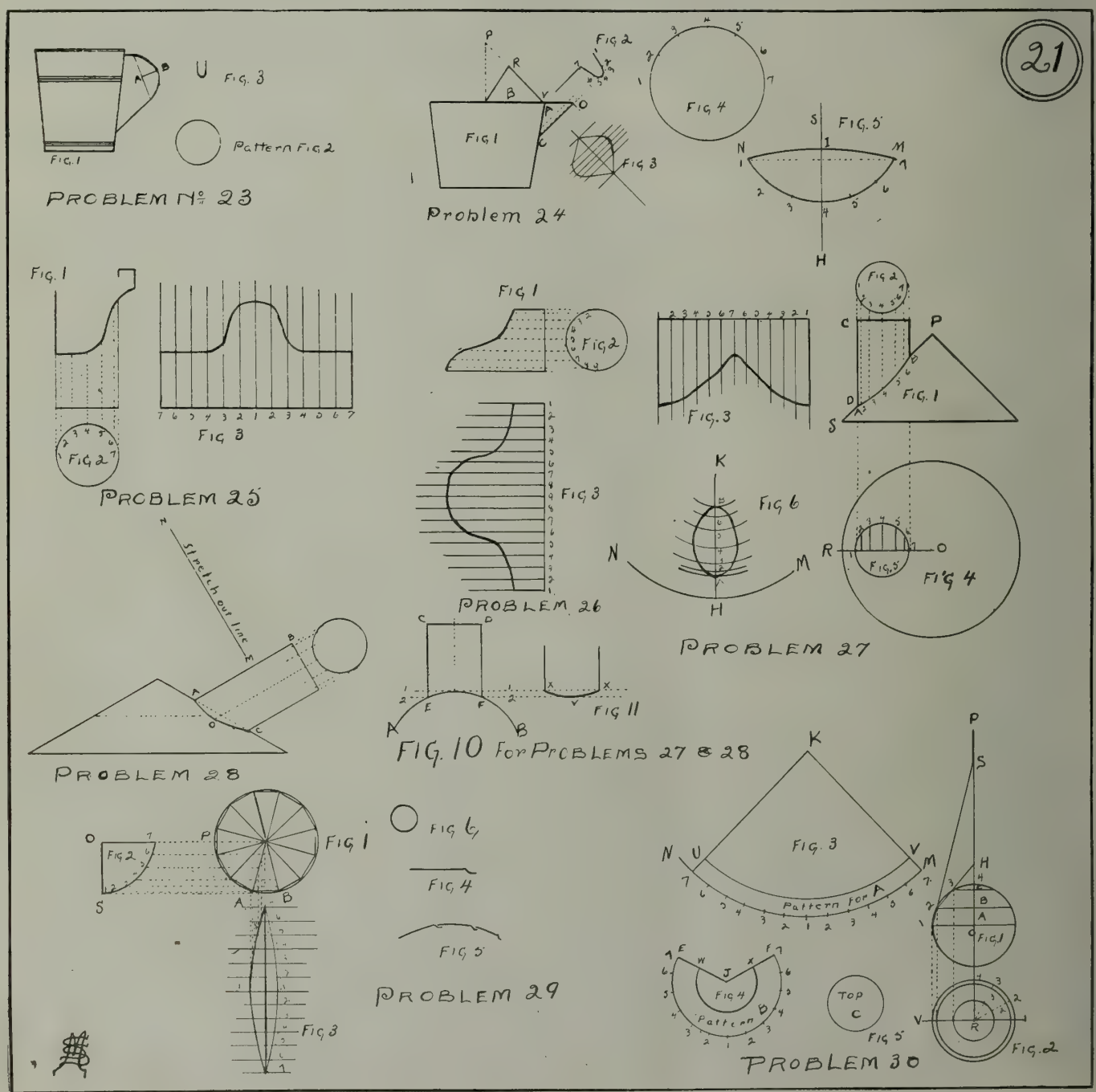
Lay out a stretchout at right angles to C-O, as fig. 3, and carry lines from the different points on the mitre lines O-V and C-V.

Figures 4 and 5 show the brest B developed, if it is not particular to have the pattern the same as the elevation, then cut it off on a straight line from N to M, as shown by the dotted line.

Prob. 25 shows method of developing the outlet for joining a conductor pipe to an ogee trough.

The principle of developing this pattern is the same as developing any of the patterns shown on plate 14.

The profile of the trough, fig. 1, is first drawn, then the plan of the pipe, fig. 2, is drawn directly below it, measured off into equal spaces and lines projected into the profile above it.



Then lay off a stretchout at right angles as shown by fig. 3, and so on.

Prob. 26, fig. 1, represents the body of a scoop, fig. 2, the plan, and fig. 3, the pattern. We will not explain this further than shown by the drawings, but will leave the student to develop this.

Problems 27 and 28 represent pipes meeting a cone-shaped article at different angles (as, for instance, the pipes at the top of a furnace).

The only difference between these problems and the butt mitres shown on plate 14, is in the mitre line.

As will be readily seen, the sides of the pipe set lower than the top and bottom owing to the curvature of the surface they join.

The only thing necessary to know is the depth of the mitre line in the centre. The mitre line can then be drawn free hand.

To get this depth we take the curve of the cone where the centre of the pipe joins and see how far the sides of the pipe must set in to meet the curved surface.

In fig. 10 we illustrate how this is done.

The curved line A-B represents the curve of the cone. The line C-D-E-F represents the pipe butting into it. The line 1-1 shows where the centre of the pipe joins, and the line 2-2 shows how far the sides must set in to meet the curve. Fig. 11 shows how the mitre line would be for a small pipe joining a large one, while in problems 27 and 28 the mitre line is pitched.

Now, taking problem 27, we first draw the elevation, fig. 1, showing the pipe meeting the cone. Then the plan, fig. 2, and divide it off into equal spaces.

We then draw the mitre line A-B, having first found out how deep it is in the centre. Then drop lines from the plan, fig. 2, to the mitre line A-B, and across onto a stretchout of fig. 2, thus developing the pattern as shown by fig. 3.

To get the opening in the pipe the easiest way for a problem of this kind, where the surface is large, is to take the end of the pipe after the mitre is cut, place it against the surface of the cone, mark where it butts and cut out the opening, allowing a flange to turn up inside of the pipe for riveting if necessary.

To develop this pattern in the flat, however, we first draw a circle or part of a circle the size of the bottom of the pipe, see fig. 4, having the centre O directly below the centre P of fig. 1.

Then draw a horizontal line as O-R out to the edge of the circle.

Next draw the circle, fig. 5, which is the same as fig. 2, and is directly below fig. 2. Divide this off into the same number of spaces as fig. 2, and drop lines to the centre line O-R.

Now set the point of the compass at P, fig. 1, and the lead at S, and at any convenient place as K describe the arc N.M.

Draw the vertical line K-H, which represents the centre line S-P of fig. 1, directly over the centre line O-R, of fig. 4.

Now set the point of the compass at P, fig. 1, and the lead at B, and with K as centre describe an arc cutting the line K-H at B.

Then set the point at P, fig. 1, and the lead at 6, on the mitre line, and with K as centre describe the arc 6. Continue thus until all the points on the line P-S of fig. 1 have been transferred to the line K-H of fig. 6.

This gives us the length of the opening. What we want to get now is the width at the different points.

Set one point of the dividers at point 4, fig. 5, and the other on the centre line, O-R, directly below it. Then lay this distance off on either side of the line, K-H, on the arc, No. 4, which gives the width of the opening in the side of the line, K-H, on the arc No. 4, which gives the width of the opening in the centre. In a like manner, get the width of the opening at each one of the other points. Then trace a line through these points and cut out opening.

Prob. 28 is of the same nature as prob. 27, and the student is required to develop this along the line of prob. 27. In this case we would recommend that he get the opening in the cone by butting the end of the pipe against the cone and marking around same.

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APPOINTED AS AGENT.

Spear & Jackson, Limited, Sheffield, England, have appointed Frank S. Scott, 1133 Coristine Building, Montreal, as their agent for the Dominion.

—⚙—

Land the Contract.

Saskatoon, Sask.—Thomson & Homer have been awarded the contract for the plumbing and heating of the new seven-storey Ross block to be erected on Third avenue.

Hugh A. Gunn Leaving Hardware Trade

Has Resigned from H. S. Howland, Sons & Co., Toronto, to Associate Himself With John Stark & Co. — He Began in the Hardware Business at London, and His Rise Has Been Most Rapid.

The resignation was announced this week of Hugh A. Gunn, who has been with H. S. Howland, Sons & Co., Toronto, for the past 18 years. It was tendered some time ago, and will go into effect at the end of the month, when he will become associated with John Stark & Co., stock brokers, financial and real estate agents of Toronto.

Mr. Gunn is still a young man, being in his thirty-eighth year, but he has won a wide measure of success. His climb upward has been rapid. At the age of 24 years, he was elevated to a position entailing responsibility, which seldom comes to men before they have attained middle age.

Mr. Gunn is a native of London, Ont., and there he secured his first hardware experience. As a young man, he engaged with Wheeler & McLean, hardware dealers, and he secured a first-class grounding there in the hardware business. In 1894, he came to Toronto and joined the staff of H. S. Howland, Sons & Co. He served just in the warehouse and then as city traveler. Four years later his ability was recognized by his & Co. He served first in the warehouse He has since occupied a managerial position, taking active charge of the sales department and the warehouse, and has proven himself one of the most aggressive and capable wholesale men in the country. That he will make a success of his new undertaking is assured.



Hugh A. Gunn.

Progressive Hardware Retailing

West Toronto Firm Erect an Electric Sign Inside Store Windows—Big Sale of Gas Stoves Reported—A "Special Inducement" Which Didn't Induce — A Practical Test to Show the Value of Refrigerators — A Good and Forceful Quality Talk.

ERECT ELECTRIC SIGN

West Toronto, Ont.—May Bros. have made a distinct hit with a new electric sign. It has been placed inside the store windows at the top, and the light shines through the lettering, making a very brilliant illumination. The lights are kept on every evening.

May Bros. state that the undertaking has been a rather expensive one, but that it has been the best publicity effort they have ever made, and has certainly paid them. The sign has advertised the store and brought in a great deal of business.

Editor's Note.—Illumination is a valuable asset. Once merchants closely shuttered their shop windows at night. Now they keep them exposed to view and well lighted, thereby protecting their store more surely from burglars and fire, and serving the double purpose of advertising the stock effectively.

AGAINST INDUCEMENTS.

Does it pay to offer special inducements to push the sale of certain lines?

One dealer tried what might be tried, an "extra special" inducement recently, and has concluded that it does not pay. His plan was this: He had quite a stock of a certain line of goods on hand—brass kettles, if our memory serves us right—which he was anxious to reduce. Demand did not seem particularly brisk, so he decided to take steps to stimulate it. He advertised the kettles prominently at the regular price, giving illustrations. His ad. was in every sense a creditable one, and certain to attract attention. At the bottom he inserted the words:

> "All purchasers of kettles will receive 10 per cent. off the purchase price back on request."

Well, he sold seven or eight kettles within the next three days. There can be no doubt, therefore, that the advertisement had been effective. It had done its work. But the strange part of it was that **not one purchaser asked for the ten per cent. off.** Whether they had neglected to read the advertisement through, or had forgotten about that clause, or were either too diffident or indifferent to ask, is hard to say.

"I have come to the conclusion," said the dealer, "that it is not necessary to offer these inducements."

Editor's Note.—That seems to be the moral of the incident. If the dealer has a good article to offer, and if he advertises it effectively and sanely, he does not need to make "extra special" or freak inducements to bring purchasers. Every good quality article has selling power in itself. If the dealer can work that selling power, that is all that is needed.

FEATURING "NEWNESS."

Vancouver, B.C.—The Fraser Hardware Co., who make a specialty of sporting goods, are at the present time pushing the sale of tennis supplies. They are advertising the arrival of a new shipment of racquets of well-known brands.

Editor's Note.—This is a good point to make in an advertisement. People like to purchase goods which are "brand new," and the announcement of the arrival of a stock is likely to arouse their interest and direct their steps toward the store of the advertiser.

A PRACTICAL TEST.

High River, Alta.—Kelly & Young, hardware dealers, are adopting a practical test to show the value of a refrigerator. One of their best refrigerators has been placed on the floor of the store in full view of all customers. It has been filled with all kinds of foods, which are kept perfectly fresh and palatable, as all who show an interest are given an opportunity to prove to their own satisfaction. It is also shown in this way, that the consumption of ice is small.

The firm are advertising refrigerators also. They say:—

> "Let us explain to you the advantages of the "————" refrigerator above all others on the market. The ———— refrigerator is porcelain lined, and comes nearest to prefection in its hygienic system. You can place butter, milk, onions, matches, and any other objectionable articles all in the same chamber and we guarantee not to taint or in any way spoil the daintiest of delicacies. We have one on exhibition on our store floor in which we have all these foods in the same chamber, and all tempting and appetising, and kept cooler with less consumption of ice than with other makes. Buy ———— refrigerators. Ask your doctor or health officer if they are good."

Editor's Note. — A practical test of this kind would, we feel confident, be very effective. This is an original and commendable method of pushing the sale of refrigerators.

BIG SALE OF GAS STOVES.

West Toronto, Ont.—Christie Bros. report that the sale of gas stoves this year has been the largest they have ever experienced. The demand has been so heavy, in fact, that they have found it impossible to keep stocked up. A great many sales have been made, and the stoves sent direct from the car to the purchaser. In some instances, they have not been in a position to fill orders immediately. It has been in every respect a record year in gas stoves.

Editor's Note.—The same condition has arisen in other points. The sale of gas stoves throughout the country has been very largely in excess this year of any previous year. Gas stoves, once a luxury, have become a necessity.

GOOD QUALITY TALK.

Victoria, B.C.—In the heading of a well arranged full page advertisement, the Hickman-Tye Hardware Co., say:—

> HARDWARE THAT WILL ALWAYS ENDURE HARD WEAR.
>
> The lasting quality of the hardware we sell is alone sufficient reason for you to trade at a high grade hardware store.
>
> Hardware is one of the things you can always buy with a view toward its dependability, for your work—your results—depend to a very great degree upon the tools you use, the utensils you employ—"A poor tool is a poor bargain at any price. It won't do the work."

Editor's Note.—This is a good and forceful talk. Hardwaremen should seize every opportunity to talk quality.

Current News of Hardware Trade

Half Holiday Movement Spreads.

Montreal.—Several hardware stores here are now showing cards in their windows, which tell the passing public that the doors will be closed to business after 1 o'clock on Saturday afternoons during July and August. Both clerks and owners are going to take the half-holiday.

Prospects are Good.

Mr. Thomson, of the Thomson Hardware Co., Edson, Alta., was a visitor at the Toronto office of Hardware and Metal this week. Mr. Thomson reports that crop prospects in Alberta are excellent, and hardwaremen are looking forward to a heavy fall trade. At Edson a very large business is being done in supplying settlers in the Peace River District.

Death of J. Samuel.

Word was recived in Toronto on Dominion Day by cable of the death in London, England, of Jack Samuel, senior partner of the firms of M. & L. Samuel Benjamin & Co., Toronto, and Samuel Sons & Benjamin, London, Eng. No particulars have as yet reached here as to the cause of his sudden demise.

The late Mr. Samuel was one of the most able and respected members of the London Metal Exchange.

Hardware Store Robbed.

Scott, Sask.—Some time during last Thursday night, the Scott Hardware Store was broken into and robbed of two good rifles, a large amount of ammunition, and the change which had been left in the cash register. Mr. Beebe, the proprietor, places his loss at $60. The mounted police were notified early Friday morning and they now have two suspected men at Battleford.

A New Factory.

Kentville, N. S.—The Peerless Mfg. Co. is the name of a newly incorporated company doing business in Boston, Mass., and also with office and factory at Kentville. The officers are C. F. Christian, pres.; A. L. Pelton, vice-president; E. Christian, secretary; and Arch. Foster, Treas. Two of the above are well known in Kentville. The firm proposes manufacturing here Wonderful solder, Royal brass polish, best hand soap, Bright Eye cleanser oils, automobile soaps, etc., and also dealers' repairs, etc., in automobiles.

New Retail Firms.

Vancouver. — Paterson, Goldie & Clark, hardware dealers, have opened a branch business at the corner of Lynn Valley Road and Centre Road, under the firm name of W. R. Clark & Co.

Staff Changes.

J. Perrault has joined the staff of the Geo. Taylor Hardware Co., New Liskeard. .He was for eight years with Geo. Stephens, Chatham, and latterly with Aikenhead Hardware, Limited, Toronto.

Business Changes.

Calgary, Alta.—H. S. Van Buren & Co., hardware dealers, have disposed of their stock to H. H. Todd.

Gilbert Plains, Man.—W. C. Inglis may dispose of his hardware business, C. C. Baker being mentioned as the probable purchaser.

Roche Percee, Sask.—J. A. Whiddon, hardware dealer, has admitted Jos. M. Splan as a partner.

Ridpath, Sask.—J. W. Haggard & Son, hardware dealers, have been succeeded by J. R. Watson.

Fire Losses.

Montreal.—Fire broke out in the hardware store of J. A. Bissonnet, 1813 St. Catharine Street East, on Wednesday morning, doing some damage to the stock. The loss is covered by insurance.

Saskatoon, July 1.—After a fire which raged for over three hours the big J. F. Cairns department store, the largest mercantile establishment in the city, is a mass of ruins, with the entire stock either destroyed by the flames or so damaged by water as to be almost a total loss. The fire is believed to have been started by defective wiring.

Winnipeg, Man.—Tees & Persse's warehouse was partly destroyed by fire a few days ago, the total damage amounting to $5,000.

New Firms in Business.

Forward, Sask.—Earl W. Bean is starting in the tinsmithing business here.

Briercrest, Sask.—The Miller Colway Hardware Co. have started in business here.

Personal Notes.

Col. Starke, of Starke, Sybold, Montreal, has left with his family for a few months' holiday in Europe.

Bert Brainerd, of the Dominion Cartridge Co., Montreal, is away on a fishing trip.

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ACCUMULATION OF ORDERS.

Cleveland, Ohio, July 4.—The Iron Trade Review to-day will say:

In finished lines of iron and steel, mills are burdened with a large accumulation of orders, and are generally behind on deliveries, while consumers are urging shipments. Pipe makers have advanced prices on large sizes of pipe not included in the advance of June 1, $2 a ton, and are further behind on deliveries than at any time in some years. Advances in plates and shapes and merchant bars have shown no effect on checking the demand, and plate mills are becoming congested almost seriously. The generally higher wage rates for puddling for the new year have advanced prices on iron products from $1 to $2 a ton. There has been a generally firmer and higher price for spot furnace coke, because contracts for the last six months of the year have not been placed to any extent owing to the high prices demanded on long time deliveries.

The early July market for pig iron has been no exception to the rule of usual quiet and inactivity, so far as buying is concerned. The small tonnages that have been placed have been on a generally higher level in basic, foundry and malleable grades.

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THE STRENGTH OF THE LOCAL HARDWAREMAN.

(Continued from page 32.)

has ordered an axe, and sees axes in the hardware store every day while he is waiting, he will be a little annoyed with himself.

The great thing for the retailer to do is to make the men see that they can get, locally, the same—or better goods—than those for which they send away. If the retailers do not make this evident they have no one but themselves to blame for the evil of mail order buying. Their greatest weapon in the fight against this is their ability to supply a need instantly.

The Observance of Weekly Half Holidays

Firms and Travelers Appreciate the Work of Hardware and Metal in Compiling List of Places Where Holidays Are Held—An Additional List.

The list of places in Ontario where holidays are being observed this year, which was published in Hardware and Metal, has proven a boon to the traveling man. By consulting this list, he is able to avoid cities and towns on the days when holidays are observed and so plan his itinerary as to escape bothersome delays from that score.

That the enterprise of Hardware and Metal in compiling this list has been appreciated is evidenced by the letters being received from individuals and from firms.

C. M. Strange, of Lewis Bros., Montreal, writes:

"You certainly are to be congratulated on the excellent manner in which you have gotten this schedule up and we are confident it will be appreciated, not only by the sales staff, but by the public in general."

"It is only another proof of the up-to-date manner in which your valued paper is being handled for the convenience of its readers."

The Sheet Metal Products Co., Toronto, writes:

"We can assure you that this list is much appreciated by us and a number of our representatives. We are notifying each of our representatives when the holidays occur as it will save them a great deal of time."

Letters of appreciation have also been received from a very large number of other firms.

Additional Places.

Since the publication of the list, information has been received with reference to the following places:

Amherstburg.—No half holiday.

Alvinston.—Half holiday on Wednesdays during the summer months.

Burks' Falls.—No half holiday arranged as yet.

Cayuga.—No half holiday.

Elmira.—No half holiday.

Fort William.—Half holiday on Wednesdays during June, July and August.

Gananoque.—Half holiday on Wednesdays during July and August.

Guelph.—Half holiday on Thursdays during July and August.

Goderich.—Half holiday on Wednesdays during July and August. Civic holiday will be Wednesday, August 7.

Park Hill.—No half holiday.

Rainy River. — Half holiday on Thursdays during June, July and August.

Sarnia.—No half holiday.

South Porcupine.—The stores close at 6.30 on Mondays, Wednesdays and Fridays during June, July and August. No half holidays arranged yet.

The following letter is self-explanatory:

Watford.—Half holiday on Wednesdays during July and August.

Ridgetown, Ont.

"In your issue of June 28 you advertise stores here as all closing at noon on Wednesdays during June, July and August, which is not correct as dry goods stores, all but one, close every day at 6 and Saturdays at 10 o'clock the year around.

The Craig Co.

Catalogues and Booklets

Gasoline Appliances.

Geo. W. Diener Manufacturing Co., Chicago, Ill., have issued a catalogue giving a comprehensive review of their products, which include gasoline appliances, hardware specialties, sheet metal specialties and forged tools. The list of goods shown, includes: Brazers, gas, painters', plumbers' and tinners' furnaces; torches of all descriptions; adjustable elbows; ash, benzine, fence, garbage and oily waste cans; gates; glue heaters; hand pumps; can handles; mail boxes; marking pots; engineers' oilers; ash, garbage, water and cement pails; salamanders; stove pipes and colors; tanks; ventilators; and a complete assortment of forged tools, ranging from box chisels to wiping cloths.

It is well illustrated throughout and contains a supplement devoted to vises, anvils and cement workers' tools.

Plumbers' Wood-Work.

The Becker Manufacturing Co., Marietta, Ohio., have sent out a very handsomely printed and illustrated catalogue of their full line of wood-work for plumbing fixtures, including tanks, seats, flushing tanks, tank and drain boards in a great variety of finishes.

The "quality" line of flush valves, bar hinges, post hinges and offset hinges are also shown.

Registers and Ventilators.

The Hart and Cooley Co., New Britain, Conn., have sent out their catalogue H, devoted to wrought steel registers, ventilators, borders, side wall registers and grilles. This is one of the most elaborately illustrated which has come to hand for some time, containing cuts of each article, illustrations of rooms showing "H & C." goods in use and pictures of tests and demonstrations. Many two-color illustrations are used. It is a most complete and interesting catalogue.

A supplement deals with the line of steel lockers made by this firm.

The Ideal Salesman.

The Toledo Cooker Co., of Toledo, Ohio, have issued an "instruction number" of "The Ideal Salesman." This booklet is issued for the benefit of retail clerks, the object being to make the clerks who handle fireless cookers better salesmen. In order to accomplish this laudable purpose, the book gives a number of concise and telling descriptions of the good points of the cooker and illustrates fully its manufacture. Interspersed with this practical matter are instructions for salesmen handling these goods as well as general talks of a helpful nature on the ethics of salesmanship. Still another important feature is the number of "selling helps" given—suggestions for advertisements, show cards, etc. Altogether, it is a most valuable book and salesmen will find this form of co-operation very valuable.

Richard Tiller Crane.

The latest issue of the Valve World is in the nature of a memorial number devoted to the life and works of the late Richard Tiller Crane, founder of Crane Co. It is most interesting and throws some impressive lights on the character of the deceased "ironmaster," whose influence was so strongly felt in many circles.

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READY TO OPERATE.

Edmonton, June 10.—Twenty per cent. of the actual construction work has been completed at the 1500-barrel plant of the Edmonton Portland Cement Company, Limited, incorporated with a capital stock of $1,500,000, and there is every reason to believe that the mill will be in operation the latter part of September or early in October, at the least, employing 130 men. It is expected the output of the mill, estimated at from 1,000 to 1,200 barrels a day, will be used in Edmonton and the surrounding districts.



Geology has done much to clear up the mists of the remote past.

It can give us a picture almost in detail of the various processes through which the earth has evolved into its present state.

By the deductions of this interesting science the dawn of history is fixed and the event of man may be recorded.

Tracing the different ages of the globe from the glacial age forward man's development is delineated until the time arrives when he begins to fashion rude tools for his primitive needs.

Now this brings me to the conclusion that in one of those times of slow change and growth there must have been brought into history the prehistoric hardware store.

When the vast glaciers of the cold period had melted there followed the discovery of bronze, giving to that stage of the world's record, the name of the Bronze Age.

This is the time which it seems reasonable to think called into being the first hardware and consequently the original hardware dealer.

The first cooking vessels were made and used in the bronze age which preceded the iron age by an exceedingly long interval of time.

As the people became proficient in inventing and making utensils for domestic use also weapons and tools, they began to exchange among themselves and later with other tribes. And then some one more enterprising than his fellows collected a stock of edge tools, spears, hatchets and it is believed locks and knobs and founded a central depot for facilitating trade and barter.

It is maintained by one school of investigators that locks do not belong to this age but to the succeeding iron age.

However that which was said to resemble this device for fastening doors has been discovered in conjunction with other implements known only to the age of bronze.

It is also interesting for modern hardware merchants to know that the site of the store I am describing is indicated by the discoveries of science to have been in Central Europe.

As in our own time population moved towards the West and England became settled the emigrant tribesmen bringing the secret of bronze manufacturing with them.

From this obscure beginning sprang the historic guild of hardware and ironmongers whose vocation perhaps lies more closely to the progress of civilization than any other branch of industry.

Recall this feature of your business the next transaction you have with a doubting customer who is not in accord with your view as to the proper price you should receive for a keg of wire nails.

FIGURING EXPENSES.

In the good old days of high profits, it might be that one could perhaps afford to be ignorant of the exact cost of doing business, but not so to-day. Conditions are changed. Profits are not large enough to take anything for granted.

Paul's injunction to "prove all things" is good advice for the merchant. In order to know the cost of doing business we must have correct records of all items of expense, and this calls for the keeping of a proper set of book.

Let us put the items of expense under say five heads: First, wages; second, light and heat; third, horse and wagon; fourth, rent, taxes and insurance; five, sundries. Now, as to what is properly charged to the wage column, I want to impress upon you that not only the wages of your clerks, bookkeepers and delivery men be included, but also your own personal salary. In reference to this matter of proprietor's salary, I am afraid many merchants do not keep a correct record. In some cases the supplies for the table are taken out of stock and no record whatever kept of them. I maintain that a fixed amount should be drawn by the proprietor, and that his supplies taken from stock should be bought and paid for in the same way as any other customer.

As to the second and third columns, light and heat and horse and wagon, it is sufficiently clear as to why their own expenses should be charged up to them respectively. The fourth column, that of rent and taxes, requires particular mention . If one is the owner of the building, and not paying rent, he should undoubtedly properly charge up to the cost of doing business 6 per cent. of the valuation of the premises. The fifth column, that of sundries, should contain all items of expense not covered by other heads. This is a column that is capable of great variation, and requires most careful watching.

A Shortage is Felt in White Lead

Stocks in Toronto Are Practically Reduced to the Minimum—Some Firms Have no White Lead on Hand and Others Have a Small Amount Only—Are Retail Stocks Light Also?

Toronto, July 7.—A white lead famine has developed here. There is very little to be had in the city last week and hopes were held out that matters would improve but the situation is probably worse now.

The writer has spoken with representatives of at least half a dozen firms and has found that reports are invariably of an extreme shortage. One firm, which ordinarily has about thirty tons in stock, now has exacty 250 pounds and not another scrap in sight. Others state that, while they have a little on hand, their stocks would not be sufficient to carry them over more than a few days if they were to fill all orders.

The hardware jobbers, who do not carry very heavy stocks at any time, report that they are practically cleared out. Paint and oil jobbers are not so badly off as that but some of them at least are finding it impossible to fill all orders in full and are only making an effort to fill the orders which are really pressing.

On top of it all, demand continues pretty brisk. The advances in price have not driven buyers out of the market by any means. Realizing that the advances have been warranted by conditions and that it is quite possible the price may go still higher, dealers are ordering to meet their requirements.

Retail Stocks Short.

Nevertheless, travelers report that retail stocks throughout the country seem to be pretty short. If this is really the case, the demand will continue strong and, in fact, gain in strength as time goes on. There has been a heavy sale of white lead this year. It will probably become heavier.

One traveler states that he has noticed that quite a few retail dealers have more or less large stocks of old white lead on hand. With the present shortage in the supply, this is the time to get old stock cleared out. The dealer who is wise will seize this opportunity to dispose of all old lead that he is carrying.

Weekly Market Report --- Metals

METAL NOTES

Lead is very scarce. In Toronto sheet lead is being melted up to meet the demand.

The price of lead has advanced.

Tin has gone down 2 cents, as a result of weakness on the primary markets.

Business generally is reported to be good.

MONTREAL.

Montreal, July 4.—There is little change in the general trend of the market. Still the tendency is upward, and it is generally stated that more advances will be made locally within a few days. As it is, solder, both bar and wiping, has been advanced half a cent a pound.

Lead, perhaps, shows the greatest advances on the primary market. It is now at a new high level, and the local quotations seem bound to advance quite materially as a result of the English advance.

Tin and copper are both acting somewhat strangely. Both have shown small declines, and not in either case does there seem to be good cause for this. Locally copper is far more likely to rise, than to decline. Indeed, an advance is frankly predicted by some who are closest in touch with the metal.

Lead's Big Advance.

Lead.—On Monday the English market reported an advance of £11 3s. And this has been followed by subsequent rises. The local supplies are only fair, and the good sized orders which are being received give some cause for wonder, if the demand can be met with any degree of ease. It is practically certain now that a further advance may be expected in all kinds of lead products.

Tin.—Some supplies have been received in New York—five cargoes to be exact, but less than 300 tons have been taken off these. The tin was shipped from continental ports at great inconvenience, and it is surprising that it should be sold as low as it is. Indications are that there will be an advance in this metal.

Copper Falls, But!

Copper.—At long and at last this metal shows a decline on the primary market. But the drop, it appears does not represent any falling off in the value of the metal. Stocks have decreased slightly. The supply is not materially changed, and there has been little difference in the consumption. It appears that the decline is brought about by some largely interested who are thus trying to scare out a speculative element. Locally a further advance is predicted, instead of a drop. The manufacturers of copper products have not increased their prices in accordince with the rise in the ingot metal. But they cannot continue to do this long, and it is predicted that the advance is to come shortly.

Spelter.—The metal is reasonably plentiful, but handlers are having to pay about 7c for it. This, when expenses are added, would seem to point toward a higher price being charged the buyers of moderate sized lots. There is talk in the States of a still higther figure being asked for spelter, but if the figure reaches 7¼c, European spelter will at once come into competition.

TORONTO.

Toronto, July 4.—The feature of the metal market here is the scarcity in lead. There is practically none in sight, and this in the face of an insistent demand. It is impossible to say when relief will come, for there is little pig lead in sight, and the market seems to have resigned itself to a shortage for some time at least.

Generally speaking, business has been very active. The consumption of all metals is growing apace. "We are on the eve of a record expansion," said one man to-day. "Demand is good in all lines. In some lines it is bigger than we can handle with our present stocks."

A Severe Shortage.

Lead.—The scarcity in lead is very pronounced here, so pronounced that the situation has become acute. The different firms are vainly striving to secure new supplies, and the competition has become very keen. In fact, they have been forced to the expedient of melting sheet to meet the demand. The situation is indeed serious when this step becomes necessary.

In view of the extreme shortage, the price of lead has been advanced ¼c per pound.

The general opinion is rather pessimistic with regard to the lead situation. "We are hoping for immediate relief," said one, "but we hardly expect that it will come very soon."

Tin is Down.

Tin.—As a result of the easier tone on the foreign market, tin has gone down here 2 cents, being quoted at 48 cents. The market has become highly irregular, but in view of recent advices from abroad about the new speculative interest in futures, the present decline is being regarded with some degree of suspicion. It is apparent that a strong bull tendency is growing; many would rather buy than sell.

Locally the demand has been maintained steadily.

Copper is Weaker.

Copper.—Despite predictions of an impending advance in copper, this metal seems to have become weaker. No change has been brought about in prices, but locally the copper market shows some degree of weakness.

It is interesting to note the following commentary on the copper situation:—"The London market is easier again today and Standard closes at £76 15s, which is on a par with the low price of June 24th, the day of the heavy decline. Our advices say that the big dealers in London are back of this reaction, not because they think badly of copper, but they figure that by frightening some of the specualtive element out it would enable them to buy cheap. The reports on trade conditions in England and Germany are very cheerful, much more so than some of the statistics indicate. For example, the figures issued by the British Board of Trade show that the consumption of copper in England for the five months ending May was actually 1,000 tons less than the corresponding period last year! What does this mean?"

Spelter.—There is no change here. Considerable interest is being shown, and business is seasonably brisk.

WINNIPEG.

Winnipeg, July 2.—The manager of one of the big structural steel works here, interviewed recently, said that steel is now being used extensively in buildings to prevent shrinking of joists. Thus the more building, the greater demand for this product.

"In our own plant," he said, "we are running full blast day and night to supply the demand. We find that the progress not only applies to Winnipeg, but to all the West as well. In this city new buildings are going up in practically every block. This is not confined to any one section but is general. Our company is supplying steel for over four hundred separate buildings."

The city building inspector estimates the year's building at $20,000,000. Over $11,000,000 in permits have been already issued.

Plate is still scarce although there has been some relief to the situation of two weeks ago.

No changes in prices are reported.

Weekly Market Report --- Hardware

TRADE IS GOOD.

The warm weather has stimulated demand in some lines. Although business is very good. Jobbers report that the past month showed a very satisfactory gain over the same month last year.

An advance has been declared in rope. Shot is also up as a result of the increases in lead.

MONTREAL.

Montreal, July 4.—Though there has been a slight let up in the volume of business done, the market has not been without interest. Still, price changes are being noted, and these, while not of great size, are yet causing some speculation. It is wondered if these are the last, or whether more changes in an upward direction may be expected.

The principal business just at present is in harvesters' tools, for which a great demand has sprung up. The orders—though of the sorting variety—are yet of considerable size.

Household goods, too, are strong, while gardening tools, sprinklers and hose are being ordered. The jobbers are not receiving an exceedingly heavy call for these lines, but the retailers are feeling a heavy demand. It is the first of the year, for the cold, unseasonable weather has kept down the call for this class of goods.

Rope Rises ¼ Cent.

Perhaps the price change of greatest importance is that in rope. Generally there has been an advance of¼c. This, following a similar advance of a week ago, is a matter of some importance. Sisal rope is now quoted at 8¾c. British Manilla at 9¼c, while pure Manilla has advanced from 10¾ to 11 and from 11 to 11¼c.

The cause of this advance is an increased cost of raw material, the manufacturers now having to pay considerably more for the hemp which they are using.

Shot Discount Change.

The high cost, and the scarcity of lead, has brought an increase in the cost of shot. The discount upon the lists is now quoted at 5 per cent.

Household Goods.—The preserving season is about at hand, and the hardware merchants are preparing to meet the demand. Cherry stoners are moving well. So are kettles, and sauce pans. The retail rush has hardly started yet, but the word received about the crops indicates that this will commence in a few days.

Harvesters' Tools. — Supplementary orders for this class of goods are now being received. Hay forks, rakes, corn knives—these and similar goods are in demand. The quietness in other lines enables them to be shipped promptly, which is a fine thing for the retailers.

How About Builders' Hardware?

Builders' Hardware. — The expected advance here has not come. Now there seems to be some doubt if it will come at all. There has been no weakening in the copper situation. Rather are prices higher now than they were a fortnight ago, yet the cost of the articles made from this copper have not risen. Competition is responsible for the continued moderate prices.

Sporting Goods.—Except for the change in shot no price differences are noted. The demand for goods has grown rapidly. Every class of summer sporting goods are moving now. The accessories too—the balls for baseball and golf enthusiasts—are being bought largely.

TORONTO.

Toronto, July 7.—This week has been a very busy one in hardware circles. The holiday broke into the routine of work and things have been going a little faster since to make up the lost ground.

Business is reported to be very brisk. It has gained rapidly during the past two weeks, owing to the increased warmth of the weather. Lines which were moving slowly previous to that time are now going with a rush. The rise of the thermometer was as a signal almost for business to begin.

The past month was a good one in point of business volume. "We showed a good increase," said one jobber. "Usually business falls off during the 'dog days' but there has been no sign of this so far."

Feature of the Week.

Harvest Tools.—The feature of the week has been the heavy demand for harvest tools. Everything that the farmer needs to harvest his crops now sells well. Forks, scythes, implement parts, binder twine, gloves and so on are being shipped out as fast as the railways will carry them.

Warm weather Goods.—There has also been a rush of orders for warm weather goods. Screen doors and windows have come into demand again and the refrigerator trade is by no means dead. Ice cream freezers are selling well. There is also a demand springing up for electric fans, which are carried in most hardware stores.

Advance in Rope.

Rope.—An advance has been declared in the price of rope. Quotations now are:—Pure manila, 11¼c; British, 9¼c; sisal, 8½c. The advance is due, it is said to the increased cost of hemp to the manufacturers.

Household Goods.—There is a good all around demand. Preserving season is now at hand and there is consequently a good, steady call for preserving kettles, sauce pans, strainers, cherry pitters, hullers, etc.

Builders' Hardware.—The demand for builders' hardware is growing just as was predicted. The building work throughout the country has been hurried along and hardware is now being needed. It is said that a scarcity of brick threatens which would tie up building operations to some extent and ultimately check the sale of builders' hardware. No such effect has been felt so far, however.

Sporting Goods.—The demand in all lines is now heavy. The warm weather has increased the popularity of aquatic sports and there has been a call for paddles, canoes and motor boat supplies. Fishing tackle is also very much in demand.

An advance has been made in shot, owing to the rapidly increasing cost of

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WINNIPEG.

Winnipeg, July 2.—Extremely hot, dry weather has caused no little uneasiness in some quarters and there is no denying that some sections of the country are suffering from drouth. This does not apply to the province of Alberta which has had abundant rain in the past week. There is nothing existing anywhere to justify a crop scare but straw

Concluded on page 50.

Weekly Market Report---Stoves

GAS STOVE DEMANDS.

The feature of the market has been the demand for gas stoves caused by the arrival of warm weather. The retailers are now selling more briskly and are going back to the manufacturers for supplies.

MONTREAL.

Montreal, July 4.—The principal interest in this market at the moment relates to the furnace branch—for the increased cost of plumbing goods, which is predicted, is likely to make the installation of heating systems more expensive. Men figuring in contracts will have to bear the coming advances in mind.

Generally business is very satisfactory. The hot weather has done a good deal to bring about many of the sales which have been delayed. Gas stoves have been moving again, and while the heat is not conducive to the sale of ranges, it is making the dealers think that fall is not so very far off, and that they had better prepare for the heavy demand to be expected then.

Heavy Call for Refrigerators.

The demand for refrigerators, which was remarkably good through the cool weather of spring, has grown greater. Those who delayed purchasing are now finding that they must get one of these food preservers. A few steaks gone bad, will—at the present price of meat — make a housewife see that a small expenditure for a refrigerator is genuine economy.

Kitchen Goods. — This is one of the best lines at present. The preserving season is at hand, and preserving season brings with it a big demand for kettles and sauce pans. Retailers have been laying in these, and now are displaying them prominently so as to attract the passing trade.

Summer Stoves.—As a general thing all the oil and gasoline cookers that are going to be sold are disposed of before the middle of July. It seems that the business in these lines will last somewhat longer this year—partially owing to the backward spring. The call for oil stoves at present is large. Those who can not enjoy the comfort of gas cooking are taking advantage of the short fires, the coal oil and gasoline make possible.

Trade With Emigrants.

In Montreal — which is the point where so many settlers change from ship to train—a big trade is being done in this class of cooker. The emigrants buy small coal oil stoves before setting out for the West, cooking their meals on these as they go.

Ranges and Furnaces. — The immediate retail demand for ranges is not great, but the prospects of a coming demand are all that could be desired. Furnaces too are evidently to be much wanted. Those who know they will need these would do well to remember that they can only be sure of prompt delivery by ordering early. The manufacturers are already facing a rush, and it will be a case of first order first serve.

TORONTO.

Toronto, July 4.—The warm weather has had a marked effect on the demand for gas stoves. People who have been "holding off" are now face to face with the necessity of securing a gas stove to insure comfort in the preparation of meals during the warm weather. Dealers in consequence are getting plenty of orders, which in some cases they cannot fill. The manufacturers are getting plenty of orders in turn and are making shipments as fast as they can.

There is also at the present time a heavy demand for oil and gasoline stoves for use at summer homes. The yearly exodus to the summer resorts is now in full swing and most of the people are investing in a stove of some kind to take along for cooling and heating purposes. Oil stoves are mostly in demand but there is also a larger call than ever for gasoline stoves. The manufacturers report a healthy increase in all these lines.

It must ont be supposed, however, that business is restricted to summer stoves by any means. Dealers are showing more of a tendency than ever before to place their orders for the fall stove trade well in advance. The travelers have little difficulty in getting dealers to draft up their requirements. Earlier shipments are being specified in many cases.

The travelers also report that the retailers seem to be anticipating a very brisk fall trade. The last two years seem to have convinced them that the demand is growing continually and that increases in trade are assured. The result is that requirements for the present fall trade are being estimated with liberal confidence.

Ranges.—Demand is reasonably, perhaps it would be better to say seasonably, brisk. While quite a number of orders for fall trade are being placed, dealers are also putting in demands for immediate requirements. Small orders are being placed and it is quite apparent that a little business is still coming the way of the retail dealer.

Heaters.—Very little demand is noted in these lines. Booking for the fall trade is starting, however.

Furnaces.—The amount of business done in this line is more than satisfactory. Quite a few furnaces are being sold. The satisfactory feature lies in the fact that the fall trade promises to break all records. Furnace men have so much work in sight that their demands will be extremely heavy.

Heating Accessories.—There is a good demand for all heating accessories at the present moment.

WINNIPEG.

Winnipeg, July 2.—The extreme heat of the last ten days has brought home to many the fact that a gas stove was one of the things they had to have at once, and a brisk business in gas ranges, oil stoves and electrical cooking apparatus has resulted.

In other lines business is normal with a brisk enquiry for different systems of heating by steam, hot water and hot air.

There will be a very busy time when the better class of residences now under construction are ready for putting in their heating plant.

HARDWARE MARKETS.

(Continued from page 49.)

is likely to be short and yield light unless rain comes speedily.

A circumstance that is serious in Winnipeg is the outbreak of extensive labor troubles in the city especially, involving the building trades, carpenters, steel construction workers and others and on Saturday work on all big buildings was practically suspended. All lines of business will suffer should not a speedy settlement be arrived at.

In the meantime, wholesale hardware merchants are busy and the retail trade at country points is brisk this being the between seasons' opportunity of the farmers to get building fences and machinery up to requirements. The only change of prices reported is an advance of ¼ cent per pound on pure manilla rope.

Country orders for fall sporting goods, guns, ammunition, etc., are now coming in freely.

Methods of Retailing Paints and Varnishes

Going to the Manufactories for Training

Would Not This Policy Enable Clerks to Better Present This Class of Goods—A Class Which Has Improved Faster Than the Methods of Selling?—The Present a Fine Time to Think of Such a Thing.

On the farm the hard work of the year is now in progress. Hay is cut, and all efforts are being made to get it in the barn before any rain comes which will tend to decrease the value of the crop. The cities are partially deserted. Again those who remain wonder why others insist upon leaving their comfortable homes to go to places where they must rough it. However, the people have gone. Many homes are vacated.

All of which means that a time of year has come when there will be a lull in the paint trade. Farmers are too busy harvesting their crops to do any painting; and those who are on a summer vacation will not think of this kind of work. Later, they will do something to the summer cottage, and upon their return there will be work to be done in the city home, but for the time being there has come a lull.

An Opportunity to Plan.

Such a state of affairs is not altogether annoying. It gives the manufacturers a chance to catch up with their orders—and they badly needed such an opportunity. It gives the retail dealers too, a much needed chance—a chance to plan their fall campaign.

In the past, fall has been considered a fairly good paint season, but not to be compared with spring. Still there are some who hold this opinion, yet more and more fall is looming up like a fine painting time. Spring, probably will always be the big season, but fall offers many opportunities to the householder who needs to do some painting. It offers more opportunities now than ever before, for the paint styles have varied. There has, of late, been a great widening of lines. Now the manufacturers offer not only exterior paints, floor paints, and such goods, but also wall paints, and enable the finishing of a room in beautiful style.

Why Not a Course of Study?

Perhaps the best season for the sale of these lines is the fall, but the trouble is that good salesmen are needed, and salesmanship of paint has not developed as rapidly as has the manufacturing end.

It is here that the present lull affords an opportunity. It makes possible the serious study of paint, so that its advantages may be brought home to the store customer.

H. Occomore, of Guelph, has made it a point to have one of his clerks an expert in stoves. He has sent this man to the factory where the line of stoves handled are made. Has, in short, given him every opportunity to learn about the stoves so that he can explain their advantages to probable purchasers.

Why could not some such policy be followed as regards paint? Though there is some complaint of the carelessness of clerks, there are yet many clerks who have a real interest in their work. Some take a special delight in the paint department—the writer can think of several such. Suppose these men were allowed a week or two in the factory in which is made the paint which they sell. Would they not come back primed with information about it? Would they not be able to advise the interested customer as to just how he would have to proceed to paint the walls of a certain room?

Would the Manufacturers be Willing?

The great need of salesmen is knowledge, and how could this knowledge be better secured than by studying at first hand the way the paint is mixed?



Window display of paints in the store of the summer Hardware Co., Moncton.

It may be argued that the Manufacturers would not be willing to have a novice roam about their factory. It is impossible to answer for all manufacturers, but one or two have spoken favorably of such a proceeding. It would mean money for them. It would mean some outlay—for the man who explained the working of the various machines to the paint salesman would be interrupted in his regular work—but the returns would come in the added sales which that salesman would make when he got back to selling the paint. He would not hesitate when a customer complained that the paint he was offering cost more than that sold by another dealer. He would get right to work explaining why this should be. He would talk of the manufacturing process as he had seen it. He would tell what was put in the paint. He would talk quality—than which there is nothing which exerts a stronger appeal to-day.

Such a salesman would know how the wall finishes would need to be applied. He would have heard some of the factory's paint experts explain these, and he would have caught not only their phrases but their enthusiasm.

He would, moreover, have learned much about ordering and stock-keeping. He would know that at certain seasons an order must be sent far in advance to assure prompt delivery. He would learn that though a wide stock is necessary there need not be a tremendously heavy stock of any one color. He would learn how to use the manufacturer's advertising cards, and how to keep it prominently forward that in the store paint is to be secured not only for exteriors, but for floors, for buggies, for walls—paint, for every purpose in fact.

A window which gives this wide vision of the stock which is to be secured within was recently arranged by the Sumner Co., of Moncton, and is here reproduced. Notice how the very number of cans used in the display gives the idea of a wide assortment on the shelves. There are cards saying something of floor painting; others advising carriage painting and machine painting. The window had the punch. It brought the need of these things home to the passers-by, and brought immediate results.

Prepared Paints are Gaining Ground

People Are Becoming Convinced that it Pays Them to Buy Prepared Paint Rather Than to Trust to the Painter to Mix it up—A Splendid Opportunity for Profit Here for the Dealer.

From indications noted of late, one is inclined to think that prepared paint is gaining ground, particularly in the householders' patronage. There are so many reasons which may have a bearing on this situation that it would be impossible to attribute it to any one cause.

Prepared paint is undoubtedly coming more to the front every day. The consumer is beginning to realize that it pays, and pays well, to paint almost everything, on which a coat of paint would serve as a protection or an adornment. Through the extensive national advertising which the paint manufacturer gives his goods, the householder is being educated to the fact that it is preferable to have ready mixed paint applied to his buildings, than to allow the painter to supply his own dry colors, oil, etc., and mix them himself. He is being shown that to use a standard, well advertised, good quality line of paint, is to insure himself against the ill use which painters sometimes practice on this line.

The use of benzine, particularly in large quantities, may be a factor in the sale of so much ready mixed paint. Painters are now using this article to some extent, in many cases, exclusively in place of turpentine, so it is said. In conversation with Hardware and Metal, one dealer stated that the paint applied by some painters, was fully 25 per cent. benzine. This undoubtedly acts as a dryer, and also covers more space than the turpentine, but on the other hand, it usually only lasts until the painter has left the job. It evaporates in a very short time and the result is a poor job.

The dealer who gets after the householders' trade will undoubtedly reap a rich harvest in profits. We have an instance in mind which illustrates this very clearly. On the same street on which a prominent hardwareman lived, there were 10 houses in course of erection. He canvassed the owners of these with such good effect, that he sold the paint for the whole 10.

Assistance in Decoration.

The Decorative Department run in connection with practically all the paint concerns should be a great force in the sale of ready mixed paints. With the assistance of this department of his paint house, the dealer should have no cause for worry if it is left to his judgment to select the color combinations which will be most suitable for certain surfaces. If, when the job is complete, it is satisfactory in every respect, the owner who has done the painting himself will look with pride at the fruit of his efforts. The average man will swell with pride at something particularly well done with his own hands, whereas, if the same results were obtained by an experienced decorator he would in a great many cases be inclined to look on it as a thing only naturally to be expected; which is undoubtedly true.

The dealer who is handling advertising and pushing consistently, a good quality line of paints, is not only reaping present profits but is laying the foundation for a reputation for satisfactory, high-class merchandise.

A final word. Do not put your stock of paint at the back of your store where it gets covered with dust and dirt. Paint cans usually seem to get their fair share of this without putting them at the back where they are overlooked. Keep the paint to the front, give it a share of your window displays and advertising and watch the results.

NO FURTHER REDUCTION.

Ottawa, Ont.—The Evening Citizen in commenting on the recent remission of 50 per cent. of the duty on cement, says:

"It is wholly improbable that any further action will be taken by the Government in regard to the cement duty. The action taken in remitting one-half of the duty is considered generally to be pretty drastic, though certain interests in the West are representing that it does not go far enough. The situation which called for a reduction of the duty was a special case, to meet which exceptional action had to be taken. There is no reason to anticipate, however, as hinted in certain quarters, that it is the thin end of the wedge and likely to be further extended as regards cement or other commodities till there is full inquiry into the tariff generally."

FEATURING BUILDERS.

Saskatoon, Sask.—The Morton Hardware Co., who have adopted the slogan, "The Square Deal Store," are taking advantage of the wide scope of building operations in this city by featuring builders' hardware. They are advertising the fact that they have shown careful selection of high-class goods. "Everything the best" is the description they apply to their stock. This appeal for the best class of trade should be found fruitful.

The M-L Line is the Direct Route to Prosperity



M L PAINTS

Under weather tests ML Paints have stood up better than the many "best" paints in the market. You can surely get particular trade with ML Paints.

M L FLOORGLAZE

A quick drying, glossy, wear-resisting finish—good for any paint purpose. In solid and transparent effects. Many shades. Well advertised.



ELASTILITE VARNISH

A favorite with folk who know that quality pays though it seems to cost more at first. Elastilite is splendid for any varnish need, indoors or out.

WE put quality into our paints and varnishes. The dealer gets the benefit. The proof lies in our continual growth. Our latest help to the dealer is decorative aid. To be prosperous, the ML Line should be on your shelves—the finishes that help the retailer.

DECORATIVE AID DEPARTMENT---A Help for Every Decorator and Dealer. Color schemes, and technical information given, by which any dealer may sell exactly the right paints in the right shades to properly decorate any house. Stencil designs, etc., included in information. This plan helps you get more business. Services are free. Write for Decorative Aid Booklet.

Many other good members in the ML Line. Get price list, color cards ana samples soon, from

Imperial Varnish and Color Company, Limited, Toronto

6-24 Morse St., Toronto 108 Princess St., Winnipeg 365 Water St., Vancouver

PROGRESSIVES

"All humanity," says one writer, "is divided into two classes, viz: Progressives and Standpatters. The Standpatters have one eye shut; the Progressives have both eyes open."

The merchant who clings to an inferior line from mere sentiment or lethargy belongs to the Standpat class. The dealer who is ready to weigh the merits of all propositions is a Progressive.

"High Standard" Agents are Progressives—every one of them. They were open to conviction and compared the relative value of different paints. They were on the lookout for something better—and found it.

Are you a "Progressive" or a "Standpatter"?

Lyon-Monkhouse Limited
171 James Street
Winnipeg, Man.

Lowe Brothers LIMITED

TORONTO
Dayton New York
Kansas City
Boston Chicago

Weekly Market Report --- Paints

PAINT NOTES.

Business has fallen off a little, but is still good. June was a record month.

White lead is very scarce, and there is talk of another advance pending.

Linseed remains the same, and in some sections is reported to be scarce.

MONTREAL.

Montreal, July 4.—White lead seems bound to hold the leading roll in the paint cast. For weeks now this product has given the greatest interest to the market. It continues to do so, for another advance now seems certain. The corroders are expected to meet shortly, and indications are that they will decide upon another rise. They can hardly do other than this, for the leaps pig lead has been making, make the manufacture of white lead at the present figure unprofitable.

The greatest interest in the white lead situation relates to the extent of the coming advance—none seem to doubt that there will be a rise. A month or more ago there were several rises of 10 cents. Then came a step upward of 15 cents, to be followed a fortnight ago by a 25c. advance. The coming rise seems hardly likely to be a very small one. If the corroders are to cover the advance in the pig metal they will have to set their selling price considerably higher than it has been.

Linseed Out of Market.

Outside of lead, linseed oil is causing the greatest interest, though the general scarcity of paint and paint sundries is attracting attention. Linseed is almost out of the market. Quotations are more nominal than any thing else. Mixed paints generally are still in demand, and the manufacturers are having some difficulty filling orders.

Linseed Oil.—Crushers are unable to fill all their orders. The paint manufacturers are husbanding their supplies. Generally there is a tight condition of the market. "What are you quoting on oil?" asked a buyer of a Montreal sales manager. "One dollar and one dollar three," replied the sales manager, "but there is little use quoting. We have not the oil to supply."

Seed is scarce. While the transportation facilities have improved there does not seem to be enough seed in the West to supply the demand. Too much, apparently, has found its way to Duluth. Prospects for next year are encouraging. A considerably larger acreage is being sown with flax than was last year. But after all this will have but little effect on the local market, as our prices are largely regulated by the American price, plus the duty.

Glass Price Seems Steady.

Glass.—The handlers have not had a meeting lately, apparently having abandoned the idea of putting up the price at once. Conditions in Belgium have quieted down, and there does not seem as much reason to expect that a higher price will be charged there. It would appear that the present quotations will obtain for some time.

White Lead.—During the week pig lead has reached its highest point—considerably above the high of last week. On Wednesday there was a slight decline, but that loss was quickly regained. There may be more to report in a few days.

Paint.—Now there is a slight let-up in orders—but a very slight one. The demand for paint has been tremendous. "How do you account for this," a western paint salesman was asked, "in a season when the weather was so unfavorable."

"Look at the building permits," he replied. "They tell a great deal of the story."

TORONTO.

Toronto, July 4.—Although the volume of business generally speaking is smaller than it was two weeks ago, it is still so large that the manufacturers and jobbers are not finding it the easiest matter in the world to meet the demand. Business is exceptionally good for this time of year. All reports are to the effect that the past month of June was a record one. "We have never known so busy a June in past years," said one man. "Our sales have been away in excess of last year, which was a pretty busy year at that."

There is still a scarcity of white lead and this constitutes the feature of the market. Prices have not been altered since last writing.

Oil is Firm.

Linseed Oil.—The price of linseed oil is still $1.08 for raw and $1.11 for boiled and it appears pretty firm at that figure. There is still a good demand although orders are not coming as briskly as they did two weeks ago. Stocks are in better shape although some firms report that they are pretty short.

Turpentine is Steady.

Turpentine.—There are no developments to report. The price of turpentine is still quoted at 68 cents. The demand is seasonably brisk.

Lead Scarcity.

White Lead.—The lead scarcity is dealt with more fully elsewhere. The situation here is indeed serious. The price, however, has remained the same, despite a rumor toward the end of last week that an advance has been declared. This was probably due to the fact that dry lead had been put up in price. White lead is very firm, however, and an advance in the near future would not cause any surprise here.

Glass.—The active season is still some distance off but business is nevertheless fairly good. Import orders are beginning to arrive now. All anxiety on the score of the labor troubles in Belgium seems to have died down and, although the situation there has not absolutely been quieted down, the Canadian importers are confident that nothing will transpire to interfere with shipments.

Putty.—Business is reported to be fair. Prices are as follows:—Standard bulk in casks, $2.40; in 100-lb. drums, $2.55; in 25-lb. drums, $2.65; bladder in barrels, $2.80. Pure putty prices are as follows: Bulk in casks, $3; in 100-lb. drums, $3.40; in 25-lb. drums, $3.50; bladder in barrels, $3.40.

Good Sorting Business.

Prepared Paint.—Although this is ordinarily a dull season for mixed paint, there is still an exceptionally good sorting business. The manufacturers are beginning to catch up with back orders but, in the face of the continued demand, it is rather slow work.

In the meantime, rumors of an impending advance in the price of prepared paint are still heard.

WINNIPEG.

Winnipeg, July 2.—The bright dry weather has given a considerable impetus to the retail trade in paints and oils and business has been exceptionally brisk with a most satisfactory outlook for future trade.

An unfortunate strike involving some sections of the building trades in the city may seriously effect the paint trade should it spread to other trade unions. There will be much loss and inconvenience on all sides if a speedy settlement is not reached.

No changes in prices are reported except that flax seed is much weaker than at the time of the last report. White lead and all lines into which it enters as a factor are very firm.

Dependon——Light Hard Oil Finish.

Everlastic——Quick-drying Floor Varnish.

Gold Medal——Inside and Outside Varnish.

—These three varnishes meet all the regular demands of your trade—simplify your varnish stock—increase your varnish profit.

If any part of your house or your customer's house, is in need of varnishing, the requirement is met by one of these three B-H Varnish Specialties—Gold Medal, Everlastic, Dependon.

GOLD MEDAL.—If the front door, porch, ceiling of bathroom wants brightening, Gold Medal, Inside and Outside Varnish, gives pleasing results with its easy flowing action, and will protect the exposed surface with a durable coating, which will fight the effects of moisture and changing temperature.

DEPENDON.—If the furniture, wall, inside door, or any interior work, of either hard or soft wood, is in need of finishing or renovating, Dependon dries free from tack in a few hours, and can be polished, if desired, in twelve, stands hard wear and dries with a brilliant lustre.

EVERLASTIC Quick-drying Floor Varnish has these special qualities. It dries hard and makes a very durable coating. It is elastic and tough. It does not show heel marks nor scratches easily. It dries quickly. Has a fine lustre, and can be walked on the next day after application.

These varnishes are sold in beautiful, lithographed gallon, half-gallon, quart, pint, and half-pint cans, imperial measure. The packages make a most attractive store display. Handsome lithographed illustrated signs will accompany your order.

Write for favorable quotations Address our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb..8 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 5c. per lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1. 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 20	2 20
Heads, per 100 lb.	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ in.	9 50	9 00
" " 2 "	8 25	8 50
" " 2½ "	10 50	10 00
" " 3 "	12 00	12 10
" " 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge... 0 26
Rods, base ½ to 1 inch, round.. 0 22
Tubing, seamless base, per lb.. 0 25
Tubing, iron pipe size , 1 inch base 0 25
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot	$19 00
Cut lengths, round bars, ⅛ to 2 in.	26 00
Plain sheets, 14 oz., 14x48 inches, 14x60 inches	28 00
Copper sheet, tinned, 14x60, 14 oz.	29 00
Copper sheet, planished, 14x60, base	36 00
Brazier', insheets, 6x4	28 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto
Canadian foundry, No. 1		19 50
Canadian foundry, No. 2		19 00
Middlesboro, No. 3 pig iron	18 00	19 00
Summerlee, No. 2 pig iron	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles $ base	2 50	2 50
Common bar, per 100 lb.	1 90	2 05
Forged iron, per 100 lb.	2 05	2 20
Refined iron, per 100 lb.	2 15	2 30
Horseshoe iron, per 100 lb.	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

Cold Rolled Shafting.

3-16 to 11-16 inch	0 06
¾ to 1 7-16 inch	0 05½
1 7-16 to 3 inch	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal.	Toronto
10 gauge	2 30	2 50
12 gauge	2 30	2 55
14 gauge	2 20	2 35
17 gauge	2 20	2 45
18 gauge	2 20	2 45
20 gauge	2 20	2 45
22 gauge	2 25	2 55
24 gauge	2 25	2 55
26 gauge	2 35	2 65
28 gauge	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
20x28x80	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 gauge, per square	5 00
26 gauge, per square	3 85
28 gauge, per square	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 80	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	345
26 gauge, American	3 85	3 50
28 gauge, (26 English)	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜-inch	$ 5 50	66 p.c.	51 p.c.
½-inch	8 50	71 p.c.	60 p.c.
¾-inch	11 50	75 p.c.	65 p.c.
1-inch	16 50	75 p.c.	65 p.c.
1¼-inch	22 50	75 p.c.	65 p.c.
1½-inch	27 00	75 p.c.	65 p.c.
2-inch	36 00	76½p.c.	66½p.c.
2½-inch	57 50	76½p.c.	66½p.c.
3-inch	75 50	76½p.c.	66½p.c.
3½-inch	95 00	75 p.c.	65 p.c.
4-inch	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70, 7 and 8 in. pipe, 50 p.c.
Light pipe, 60, fittings, 70 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00.

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15x24, $2; 18x30. $2.35; 18x36, $3.50.

HEATING APPARATUS

Hot Water Boilers—47 and 15 p.c.
Hot Water Radiators—45 and 15 p.c.
Steam Radiators—46 and 15 per cent.
Wall Radiators—40 and 15 per cent.
Specials—25 p.c.

OLD MATERIAL

Dealers' buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11¼
Light copper bottoms	0 09	0 09¾
Heavy red brass	0 10	0 10¼
Heavy yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02¾
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	0 02	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal
Domestic (Trail) pig, 110 lbs.	5 25
Imported pig, per 100 lb.	5 25
Bar pig, per 100 lbs.	5 50
Sheets, 2½ lb. sq. ft., by roll	5 50
Sheets, 3 to 6 lb., ft.	5 75

Cut sheets ⅛c. per lb. extra.
Cut sheets to size, ⅜c. per lb. extra.

LEAD PIPE.

Lead Pipe and Waste, 15 per cent.
Caulking lead, 4¾c. per pound.
Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal.	Toronto
Bar, half-and-half, guarant'd	0 24½	0 27½
Wiping	0 24½	0 25

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks	8 50	8 50

SPELTER.

Foreign, per 100 lb.	7 50	7 25

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lb...$52 00 $50 00
Redipped Charcoal Plates—Tinned M L S, Famous (equal Bradley)

	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I. X., 14x20 base	5 50
I. X. X., 14x20 base	6 50

Bright Cokes Bessemer Steel—

I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.
Cookley Grade—

XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 00
XX, 14x65, 50 sheet bxs.)	

Tinned Sheets.

72x30 up to 24 gauge, case lots	8 00	7 35
72x30 up to 26 gauge, case lots		7 85

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra: if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19 $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.
High Carbon. No. 9. $2.00 in cars.

Fine Steel Wire.
Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5: No. 18, $5.50: No. 19, $6: No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2: Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c.; oiling, 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

Hay Wire in Coils.
$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

Galvanized Wire.
From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55:14, $3.15. In car lots straight or mixed.

Poultry Netting.
2-in. mesh, 19 w.g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

Smooth Steel Wire.
No. 0-9 gauge, $2.25 base; No. 10 gauge, 6c. extra: No. 11 gauge, 12c. extra: No. 12 gauge, 20c extra; No. 13 gauge, 30c extra: No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c. spring wire $1.25, bright soft drawn 15c. charcoal (extra quality) $1.25, packed in casks or cases 15c, bagging and paperings 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks, 50c. in ½-lb. hanks, 75c., in ¼-lb. hanks, $1.

Wire Cloth.
Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

Wire Fencing.

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33 1-3 p.c. small lots: extra 5 p.c.
F.O.B. Montreal.

Wire Rope.
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5: 1 inch, $16.80.
Black, 1st grade 6 strands, 19 wires ⅜, $5, 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized	2 80
Plain	2 50

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

Beeswax.

Per lb.	0 40

Chemicals.

In casks per lb.	
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05¼
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

Colors in Oil.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb. irons	0 05

Enamels.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.

	Per lb.
French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" solder sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c, ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

Paris Green.

	Montreal	Toronto
Drums, 50 and 100 lbs.	0 18¼	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20¾
" ½-lb. "	0 22½	0 22¾
Tins, 1-lb., 100 in case	0 21½	0 21¾

Paris White.

In bbls.	0 90

Pigments.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

Prepared Paints.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 40
"New Era" house paint (Windsor	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 50
Moore's pure linseed oil, H.C.	1 45
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 70
Ramsay's paints, Thistle	1 40
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	
Jamieson's Crown and Anchor brand	1 60

Plaster of Paris.

Per barrel	0 30

Pine Tar.

Half-pint tins, per dozen	0 60

Putty.

	Standard
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders, in bbls.	2 75

Red Dry Lead.

Genuine, 560 lb. casks, per cwt	4 75	5 75
Genuine, 100 lb. kegs "	5 25	6 50
No. 1 casks, per 100 lbs	4 25	4 25
No. 1 kegs, per 100 lbs	4 75	4 75

Shingle Stains.

In 5-gallon buckets	0 75

Turpentine and Oil.

	Montreal	Toronto
Can. Prime white petroleum, gal.	0 14	0 12
U.S. Water white "	0 15½	0 13½
U.S. Pratt's astral "	0 19	0 15½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal. single bbls		0 15½
Pure Turpentine, single bbls	0 70	0 69
Wood Turpentine		0 60
Turpentine, second run		0 60
Linseed Oil " Raw	1 00	1 08
" " boiled	1 03	1 11
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

Varnishes.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" Union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps, brown japan	1 00
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75

Nothing contributes so forcefully to the success of your paint department as a fresh, clean-cut quality stock, with the proper support on the part of the manufacturer.
MINERVA PAINTS and PAINT SPECIALTIES
The Famous British Brand—fulfill these qualifications.
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We will furnish names on request.
Every can contains full Imperial Measure.

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If you could find a way to increase the profits in your paint oil department you would at least investigate it, wouldn't you? Then why not take the time NOW to increase your paint oil profit by investigating the

BOWSER PAINT OIL SYSTEM

We have installed systems for many of your fellow merchants—it pays them—it will pay you.

You can get one outfit or a dozen, just as your requirements demand. You don't have to invest much money but you get enormous returns.

The Bowser not only prevents all waste and over-measure, but it gives your store tone and attractiveness. It draws trade because you can give better service and cleaner oil. The pumps measure the oil directly into the customer's can—no measures nor funnels. It computes the charge and counts the gallons.

Send a card to-day for free book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 FRASER AVENUE

For Twenty-seven Years Manufacturers of Self-measuring Pumps, Gasoline and Oil Storage Systems, Dry Cleaning Systems, etc.

Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish.	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Ltd. "Gold Medal," in cases	2 25
Dependon Lt. H. Oil Finish....	1 55
Everlastic Floor	2 65
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange shellac varnish, in barrels	1 60
No. 1 orange shellac varnish, in barrels	1 30

Window Glass.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 25 p.c.

Montreal prices, no discount.

Size United inches	Star
Under 26	$ 3 05
26 to 40	3 25
41 to 50	3 65
51 to 60	3 90
61 to 70	4 15

White Lead Ground in Oil.

	Montreal Per 100 lb.	Toronto
"Anchor." pure	7 40	7 55
Brandram's B.B. Genuine..	8 40	8 55
C.P.C. decorators, pure ..	7 40	7 40
Crown and Anchor, pure..	7 40	7 55
Elephant Genuine	7 65	7 80
Essex Genuine (Windsor)..	....	7 15
Island City Decorators' pure	7 40	7 75
Lily Pure	7 40	7 55
Moore's Pure White Lead.	....	7 55
Monarch (Windsor)	....	7 65
Munro's Select Flake White	7 65	7 80
Purity, C.O. Co.'s, Ltd.....	....	7 25
Ramsay's Pure Lead	7 40	7 55
Ramsay's Exterior	7 15	7 30
Sterling Pure	....	7 55
Tiger Pure	7 40	7 56

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

White Zinc (Dry)

Extra Red Seal, V.M.	0 07¼

White Zinc in Oil.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2 " "	0 06¾

Whiting.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE.

Adzes.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

Axles and Hatchets.

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	5 00
Barrell hatchets	5 50	6 85

Anvils.

Buckworth, per lb.	0 10¼

Ammunition.

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust, $7.50 per 100 lbs. Discount 5 per cent.; cash discount, 2 per cent. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

Augers and Bits.

Ford's auger bits	30	and 10
Irwin's auger	47½	
Gilmour's auger	60	
Rockford auger	50	and 10
Gilmour's car	47½	
Clark's expansive	40	

Jennings' Gen. auger, net list.
Tobin High Speed Bits, 50 and 10.
Tobin Never Choke, 60 and 10.

Barn Door Hangers.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, dozen sets	....	6 50
Standard jointed hangers, dozen sets	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.). 3 25

Barn Door Latches.

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Bells.

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

Belting.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 80c; cut laces, 85c.

Bird Cages.

Brass and Japanned, 40 p.c.

Bolts and Nuts. Per cent.

Carriage Bolts, common, new, $1 list.	
Carriage Bolts, ⅝ and smaller	70
Carriage Bolts, 7-16 and up	
Carriage Bolts, Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less..	60, 10 & 10
Machine Bolts, 7-16 and up..	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 and larger	55 and 05
Coach Screw, new list	7
Nuts, square, all sizes, 4¼c per lb. off.	
Nuts, hexagon, all sizes, 4¼c per lb. off.	
Stove rods, per lb., 5½ to 6c.	
Stove Bolts, 80.	

Building Paper, etc.

Tarred Slater's paper, per roll....	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2 "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain and tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs.	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60", per 100 lb.	3 00
2 Ply Ready Roofing, per sq.	0 70
3 Ply Ready Roofing, per sq.	0 95
2 Ply complete, per roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, brls., per gal.	0 15
Liquid tins Cement	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz...	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb.	0 06
Nails, per lb.	0 05
Mop cotton, per lb.	0 15

Butts.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent.

Cement and Firebrick.

Canadian Portland, bags, per bbl.	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood.	....	3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low...	23 00	25 00
" " high....	27 50	35 00
Fire clay (Scotch), net ton..	....	5 50

Chalk and Pencils.

Carpenters Colored, per gross	0 65	0 80
" lead pencils, p. gr	2 40	6 75

Chisels.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

Chain.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

Churns.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

Clamps.

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

Conductor Pipe.

2	inch, in	10 foot	lengths	3 30
3	"	"	"	4 00
4	"	"	"	5 28
5	"	"	"	7 26
6	"	"	"	8 80

Cotter Pins.

Cotter pins, 90 p.c. Montreal.

Copper and Nickel Ware.

Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 42½ p.c.
Copper pitts, 27½ per cent.
Foundry goods, hollow ware, 45 p.c.

Door Knobs.

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

Door Sets.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

Door Hangers (Parlor)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

Door Springs.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

Draw Knives.

Carpenters 6 inch, doz.	6 25
Folding handles, 8 inch, doz.	1 60

Drills.

Bit stock drills, 2-32 in., doz.	0 67

Escutcheon Pins.

Steel, discount 50 per cent.
Brass, 55 per cent.

Eavetroughs.

8	inch in	100 foot	lengths	2 90
10	"	"	"	3 15
12	"	"	"	3 68
15	"	"	"	5 25

Add extra 10c per 100 ft. O.G. Round Bead Trough.

Factory Milk Cans.

Milk cans and pails, 35 p.c.
Hand delivery and creamery cans, 40 p.c.
Railways cans, 45 p.c.
Cream cans, 40 p.c.
Creamery trimmings, 75 and 12½ p.c.

Faucets.

Common, cork-lined, 35 per cent

Farrier Knives.

Buckworth, 50 p.c.

Files and Rasps. Per cent.

Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62 2-3
Jowett's (English list)	27½
Spear & Jackson (English list)	35

Forges.

Blacksmiths portable, 135 lbs.	9 85

Galvanized Ware.

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

Grindstones.

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

Hammers.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz....	5 60
Tinners setting, ½ lb., doz.	4 50
Machinists, ¼ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs....	0 09

Harvest Tools.

50 and 5 per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

Halters (Snap and Ring).

Jute Rope, ⅜-inch, per gross....	8 00
" " ¼-inch, per gross	10 50
" " ⅜-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1¼-inch, per doz.	5 20
Web	2 45

Sisal Halters (Snap and Ring).

¾-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

Hinges.

Blind, discount 50 per cent.

Heavy T and strap, 4-in., 100 lb. net	7 25
Heavy T and strap, 5-in., 100 lb. net	7 00
Heavy T and strap, 6-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 50
Heavy T and strap, 10-in. and larger	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge— under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50

Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

Hinges (Spring)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro., $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

Hooks.

Wrought iron hooks and staples— ¼ x 5, per gross	2 25
5-16 x 5, per gross	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 & 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

Horse Nails.

M.R.M. cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

Horseshoes.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

Horse Weights.

Taylor-Forbes, 4¼c.

Ice Cream Freezers.

White Mountain, 5c per lb.

Knives.

Hay knives, net list.
Clauss, 50 and 25 per cent.

Kitchen Enameled Ware.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial, and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 40 per cent.

Kitchen Sundries.

Asbestos mats, 50 p.c.		
Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per doz.	0 50	0 70
" wood, per doz.	0 50	0 80
Vegetable slicers, per doz.	....	2 25
Universal meat chopper, No. 1	....	1 15
Enterprise chopper, each	....	1 30
Spiders and fry pans, 50 and 5 per cent.		
Star Al chopper, 5 to 32	1 35	4 10
" 100 to 103....	1 85	2 00
Kitchen hooks, bright	....	0 60
Toasters, 50 per cent.		
Fire shovels, 50.		
Off stoves and ovens, 50 and 10.		

Ladders.

3 to 6 feet, 12c per foot; 7 to 1 ft., 15c.
Extension ladders, 15c per foot up.

Lanterns.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast, per doz.	6 75
Lift Tubular and Hinge Plain, per doz.	5 00

Japanning, 50c per dozen extra.
Prism globes, per dozen, $1.80.
Lamp wick, 50 per cent.

Lawn Hose.

Competition grade lawn hose, 10 and 5.

Lawn Mowers.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25; 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

Locks and Keys.

Canadian, 45 and 10 per cent.

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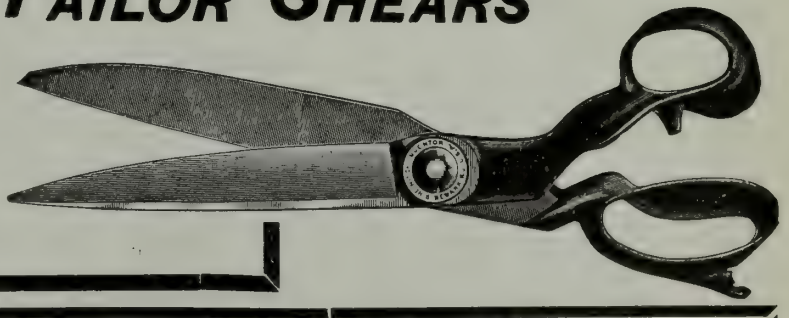
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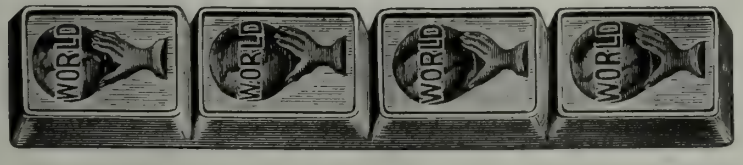
They are made from the highest quality materials and by skilled workmen, and have a finish and temper that have enabled us to gain a reputation for which our competitors are continually striving.

We also manufacture Scissors, Tinners' Snips, Trimmers---and guarantee them inferior to none.

Get them from your jobber.

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"WORLD" BABBITT METAL

FOR GENERAL MACHINE SHOP, MILL OR FOUNDRY USE
or any place where a good metal is required.

25c. net per lb. Freight paid on 100. lb lots to your nearest railway station.

We know "World" Brand to be a good Babbitt and will give you satisfaction, even if you are paying a higher price.

T. McAVITY & SONS, Limited
ST. JOHN, N. B. and WINNIPEG

Lumbermen's Supplies.

Cant hooks, dozen, from 12 00
Axes, dozen, from 6 50
Axe handles, dozen, from 1 15
Cross cut saws, per foot 0 25
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

Mallets.

Tinsmiths', 2½x5½ in., per doz.. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

Mats.

Wire door mats, standard, 16x24, doz. 9 00

Metal Polish.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

Miners Supplies.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lb., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

Mops and Ironing Boards.

Mops, per doz. 1 20 1 50
Folding ironing boards 16 25 18 00

Nails.

	Wire
1—1¼ inch	3 35
1¼ inch	3 00
1½—1¾ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

Oakum.

Plumbers....per 100 lb. 4 50

Oilers.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
Tinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

Plated Goods.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

Pieced Ware.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

Planes.

Wood bench, Canadian, 40, American, 25 per cent.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

Pliers and Nippers.

Button's genuine, 37½ to 40 per cent.

Plough Lines.

Russian snap .....per gross 36 00
Indian snap ..... " 25 00

Pumps.

Berg's wing pump, 75 per cent.

Razors.

	per doz.
Boker's	7 50 11 00
Boker's King Cutter	.... 15 00
Henckel's	7 50 30 00
Gillette Safety, each	.... 3 75

Star Safety Razor, 33 1-3 p.c.

Rope and Twine.

Sisal rope	0 18¾
Pure Manila Rope	0 11¼
"British" Manila	0 09¼
Cotton, 3-16 inch and larger.....	0 24

Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.
Jute, ¾ and upwards, 9c; under ⅜, 9½c.

Lath yarn, single	0 08
Lath yarn, double	0 08¾
Sisel bed cord, 48 feet, per doz..	0 65
Sisel bed cord, 60 feet, per doz.	0 80
Sisel bed cord, 72 feet, per doz.	0 95

Cotton clothes line, 18 per cent. off.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine...	0 26
" " 4-ply twine...	0 30
Mattress twine, per lb.	0 45
Staging " "	0 35

Refrigerators.

Sanderson-Harold, 40 per cent.
Galvanized, 45 per cent.

Rivets and Burrs.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.
Copper Burrs only, 22½ per cent.
Extras on Coppered Rivets, ½-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned Rivets, net extra, 3c per lb.
Coppered Rivets, net extra, 2½c per lb.

Rivet Sets.

Canadian, 35 to 37½ per cent.

Rules.

Boxwood, No. 68, 2 foot, doz.....	1 15
Ivory, No. 1282, 2 foot, each	3 50

Sad Irons.

Mrs. Potts, No. 55, polished, per set	0 80
Mrs. Potts, No. 50, nickel-plated, per set	0 85
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

Sand and Emery Paper.

Sand and emery paper, 40 per cent.

Sash Weights.

Sectional, 1 lb. each, per 100 lb...	2 25
Sectional, ½ lb., each, per 100 lbs	2 40
Solid, 3 to 30 lbs.	1 55

Sash Cord.

No. 8, per lb. 0 33

Saws.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

Saw Sets.

Canadian discount, 40 per cent.

Screen Doors and Windows

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

Scales.

Gurney Standard, 35; Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45, Weigh Beams, 30.

Scythe Snaths.

Canadian, 40 per cent.

Screws.

	Per cent.
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

Screws (Machine).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

Screw Drivers.

Sargent's, per dozen	0 65 1 00
North Bros., No. 30, per doz.	16 80

Scissors and Shears.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

Shelf Brackets.

No. 140, 65 and 10 per cent.

Skates and Hockey Sticks.

Starr skates, 37½ per cent.
Boker, hockey, 30c upwards; spring
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

Shovels and Spades.

Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.

Scoops.

Grade 1, 2, 3, 50 and 5 per cent. off.
Grade 4, 50 per cent. off.

Squares.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, dos. net $2 85

Snaps.

Harness, 25 per cent.

Soldering Irons.

Base, per lb., 28 cents.

Stamped Ware.

Plain, 75 and 12½ per cent.
Retinned, 75 and 5 per cent.
Tinners' trimmings, 75 and 5 p.c.

Sap Spouts.

Bronzed iron with hooks, per 1,000 7 50
Eureka tinned steel, hooks, per 1,000 ..... 8 00

Staples.

Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 0 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

Stable Fittings.

Dennis Wire & Iron Co., 33 1-3 p.c.

Stove Boards.

Lithographed, 60 and 10.

Stovepipes.

5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

Stovepipe Elbows.

5 and 6-inch, common, per doz... 1 22
7-inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, 70 per cent.

Stocks and Dies.

No. 20 Beaver Die Stock 18 75

Stones—Oil and Scythe.

Washita .....per lb.	0 25	0 37
Hindostan ..... "	0 06	0 10
" slip ..... "	0 18	0 20
" Axe ..... "	....	0 10
Deer Creek ..... "	....	0 10
Deerlick ..... "	....	0 25
" Axe ..... "	....	0 15
Lily white ..... "	....	0 42
Arkansas ..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe .....per gross	3 50	5 00

Tacks, Brads, Etc.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¾ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

Tape Lines.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821..	1 95
" Steel, No. 1849, 50 ft..	

Trowels.

Disston's, 10 per cent.

Thermometers.

Tin case and dairy, 75 to 75 and 10 p.c.

Tinners' Snips.

Discount 35 per cent.

Tinners' Trimmings.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

Traps (Steel Game).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

Traps (Rat and Mouse)

	Doz.
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 85
Blizzard Mouse Traps	0 45
" Rat Traps	0 85
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

Vises.

Per pound	0 11 0 12¾
Hinged pipe vise, 25 lbs....	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

Washing Machines.

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer...	180 00

20 per cent.

Wringers.

Royal Canadian, 11 in., dos.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

Wheelbarrows.

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

Whiffletrees.

Tubular steel whiffletrees, 28 in...	0 70
" " " 34 in...	1 00
" " " 36 in...	1 25
" " neckyokes, 36 in....	1 05
" " doubletrees, 40 in..	0 95
" " lumbermens, 44 in..	1 15

Wood Handles.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent.

Wrenches.

Agricultural, 67½ per cent.

Wrought Iron Washers.

Canadian, 50 per cent.

WINNIPEG HARDWARE QUOTATIONS.

Ax Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

Augur Bits—"Irwin" bits, 47½; other lines, 70 and 10 per cent.

Barb Wire—Lyman 4 pt., $1.85 f.o.b. Fort William; $2.26 per spool of 80 rods f.o.b. Winnipeg; Guidden 2 pt., $1.75 f.o.b. Fort William; $2.12 per spool of 80 rods f.o.b. Winnipeg; Baker 2 pt., $1.73 f.o.b. Winnipeg; Waukegan 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool f.o.b. Winnipeg; Alberta 2 pt., $1.73 f.o.b. Fort William, $2.05 per spool f.o.b. Winnipeg; American special, 2 pt., $1.45 f.o.b. Fort William; $1.73 per spool f.o.b. Winnipeg; plain twist, $2.80 f.o.b. Fort William, $3.20 per 100 lb., f.o.b. Winnipeg; coil spring wire, No. 9, $2.07 per 100 lbs., Fort William; $2.50 at Winnipeg.

Bolts—Carriage, ⅝ and smaller, 65; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—$3.15 per keg base. Wire nails, base, $2.80 Winnipeg; $2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates—Half-polish, 6 and 7-inch, $3.40; 8-inch, $3.60; full polish, 6 and 7-inch, $4.25; 8-inch, $4.50.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware—37½ per cent.

Grindstones—Per 100 lb., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

Harvest Tools—50, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, Black—¼, $2.25; ⅜, $2.30; ½, $3.10; ¾, $3.65; 1, $5.30; 1¼, $8.60; 2, $10.90; 2½, $17.40; 3, $22.85; 3½, $30; 4, $34.35; 4½, $38.80; 5, $43.30; 6, $56.10.

Galvanized—¼, $3.10; ⅜, $3.20; ½, $4.10; ¾, $4.90; 1, $7.05; 1¼, $9.60; 1½, $11.50; 2, $14.80.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—67½ per cent.

Pig Lead—$6. Lead Pipe—$6.05.

Lead Waste—$7.00.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 33c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8¾; Pure Manila, 10½c; British Manila, 9c; lath yarn, 9¼c.

Staples—Bright wire, $2.50 f.o.b. Fort William; $2.90, Winnipeg.

Steel Squares—40 off new list.

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Solder—Half and half, $32 per cwt.

Screws—Bright iron round head, 82½ and 10 p.c.; flat head, 87½ and 10 per cent.; round head, brass, 72½ and 10 per cent.; flat head, brass, 77½ and 10 per cent.; coach, 65 per cent.

Staples—Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

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Turpentine—Per gal., barrel lots, 80c.

Dry Colors—White lead in ton lots, decorators' pure $7.50; decorators' special, $7; in small lots advance price 25 cents per cwt.; red lead, kegs, $6.50; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxides, in casks, 3½c; less quantities, 4c per lb.

Putty—Casks, $2.90 per cwt.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

Paris Green—22 cents per 112-lb. drums.

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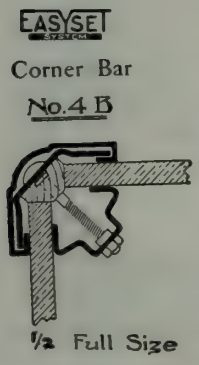
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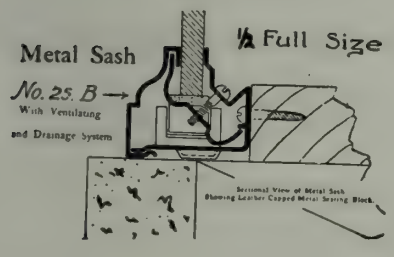
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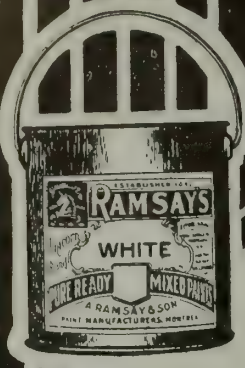
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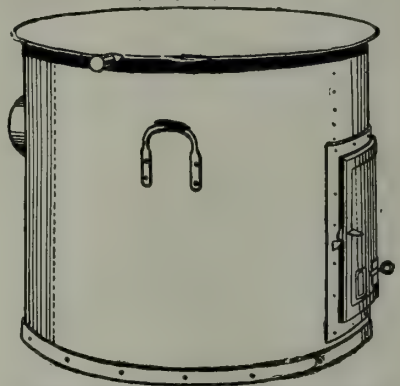
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Made without rivets. Heavy Cast Iron end fastened by our patented device.

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We guarantee absolute satisfaction. Hot, dry weather does not injure them; no leak, no rusting.

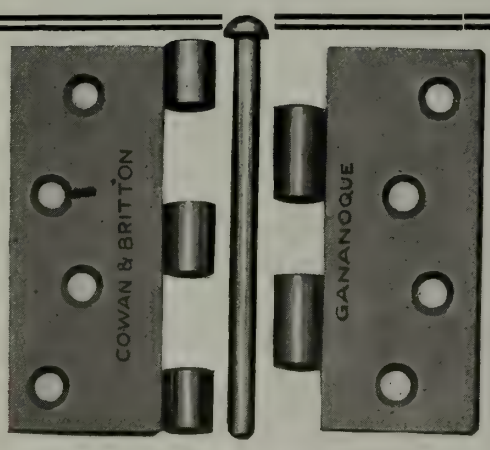
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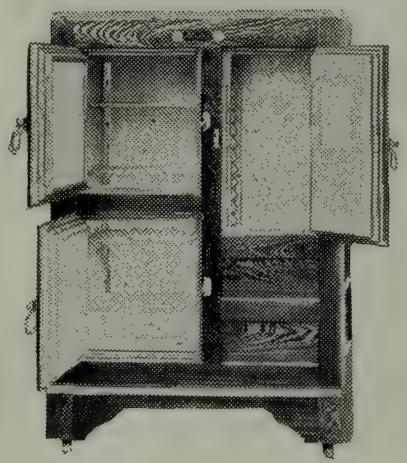
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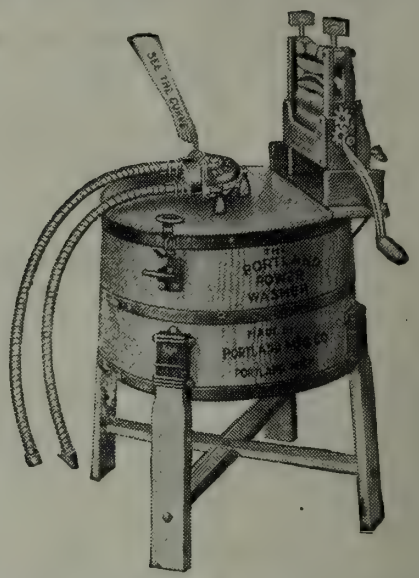
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Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

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Made complete in our own factories—washer, motor, and furniture finished tub.

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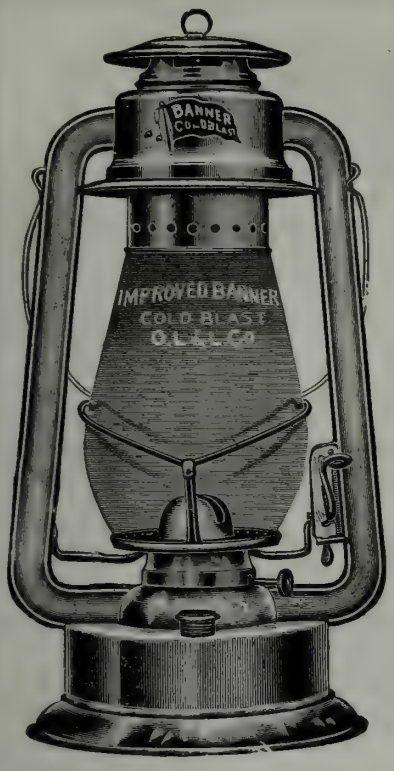
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Compare Our Latest Model

"BANNER" COLD BLAST LANTERN

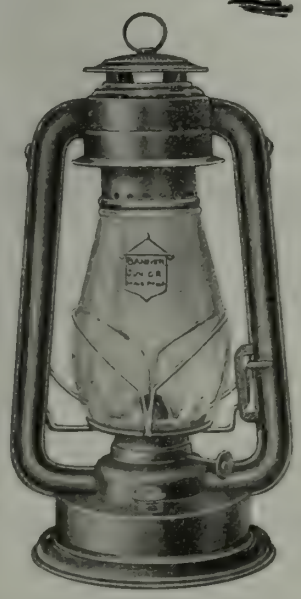
with that of previous years.

Remember there is no increase in price—and

ORDER AT ONCE.

"IDEAL BANNER" JUNIOR
COLD BLAST LANTERN

The "special occasion" lantern.



Used at socials, etc., as it will not soil delicate clothing.

Leakproof,
Windproof

Nickel Plated or Solid Brass

Ontario Lantern & Lamp Co.
LIMITED

Hamilton - - Ontario

Branches:

MONTREAL, P.Q.,
30 St. Dizier Street

WINNIPEG, MAN.,
56 Albert Street



Of International Reputation

The line of Varnishes which is recognized the world over as the Standard of Quality is surely a safe brand for the wide-awake Canadian Dealer to feature.

INTERNATIONAL
VARNISHES AND VARNISH SPECIALTIES

have held pride of place for more than 40 years.

They are just as good as care, skill and the selection and blending of the finest materials can make them.

And there is genuine Full Imperial Measure in every can.

Feature the International Line.

INTERNATIONAL VARNISH CO.
LIMITED

TORONTO WINNIPEG

Canadian Factory of Standard Varnish Works

NEW YORK CHICAGO LONDON
BERLIN BRUSSELS MELBOURNE

Largest in the world and first to establish definite standards of quality

M38



"BEST ROOFING WE HAVE"

Not long ago, the Robb Engineering Co,, Limited, of Amherst, N.S., wrote to us in response to an inquiry as to how their roofing was getting along:—

"Gentlemen:—Referring to our Amatite Roofing, we examined a few days ago the roof covered with this material in 1907 and are pleased to advise that we think it is the best roofing we have around our premises, and as far as we are able to speak from experience with it during the time it has been on, we would not hesitate to recommend it,

(Signed) A. S. ROBB, Superintendent,"

Amatite ROOFING

Amatite has not been on the market many years, but regarding the roofs which were laid in the early days, we are now receiving many letters like the above.

The fact that Amatite needs no painting is very important; for it means that the maintenance cost is nothing. This saving would justify us in charging more for Amatite than the usual price for ready roofing, because it's worth extra money not to have to paint it. Amatite, however, is lower in price than other roofings of the same grade. Use it and after a few years you, too, will say, "it is the best roofing we have."

Sample and booklet free on request. Address our nearest office.

THE PATERSON MANUFACTURING CO., Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S.

STANDARD CHAIN COMPANY



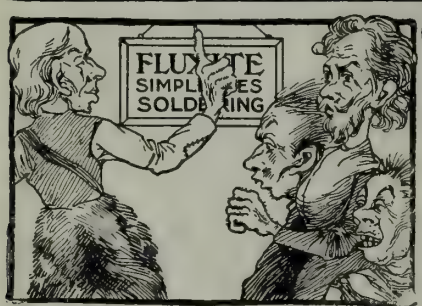
COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Plumbers and other mechanics will have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use. Easy to sell.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 212 Vienna Rd., Bermondsey, Eng.

General Representatives: SAYWELL'S SALESMEN, 61 Albert Street, Winnipeg.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

TRADE MARK
KEYSTONE
BRAND
REGISTERED

Through a little effort at advertising and a big effort at producing the best article that skilled mechanics and A-1 materials could produce, our

Klondike and Jubilee Brooms

have become known as the most reliable in the market. Just now we are devoting special attention to **perfecting the handles** of these lines by a new system of polishing—making them **"smooth as glass"** Try a sample lot, you'll be delighted.

Manufactured by

Stevens-Hepner Co., Limited
PORT ELGIN - ONTARIO

Non-speculative Varnishes

NEITHER you nor the user takes any chances when buying Berry Brothers' Celebrated Varnishes.

The reputation of over half a century of successful use, is protected by the most careful system of practical and chemical laboratory tests provided by any manufacturer.

There's no guesswork in the making—and none in the buying of any item in our extensive line of finishes.

BERRY BROTHERS, Limited
The World's Largest Varnish Makers,
Walkerville, Ont.



Good Pumps--- with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

Write

The
R. McDougall Co., LIMITED
GALT, CANADA

American Sickle Grinder

Sells on sight to FARM TRADE.

This grinder is of the Enclosed Machine-Cut Gear Type and is especially adapted for all kinds of grinding, such as Plow Points, Axes, Scythes, Sickles, etc.

The selling price will appeal to the farmer, the profits will appeal to you.

Every Grinder is guaranteed.



No. 4

Write for Circulars and Prices NOW.

American Grinder Mfg. Co.
Milwaukee, Wis., U.S.A.

Merchants Hardware Specialties Co., Ltd., Calgary, Alta., (Agents for Western Canada.)

Enthusiasm

To sell goods and make profit you must develop this quality. Home made goods always did make you feel that way. That is why so many hardwaremen throughout Western Canada are selling our

METAL CEILINGS, SHINGLES, SIDINGS AND CORRUGATED IRON

and making nice profits.
They have seen them made. They know they are right. They can get them in a hurry.
All these things will be at your service when you hook up with us.

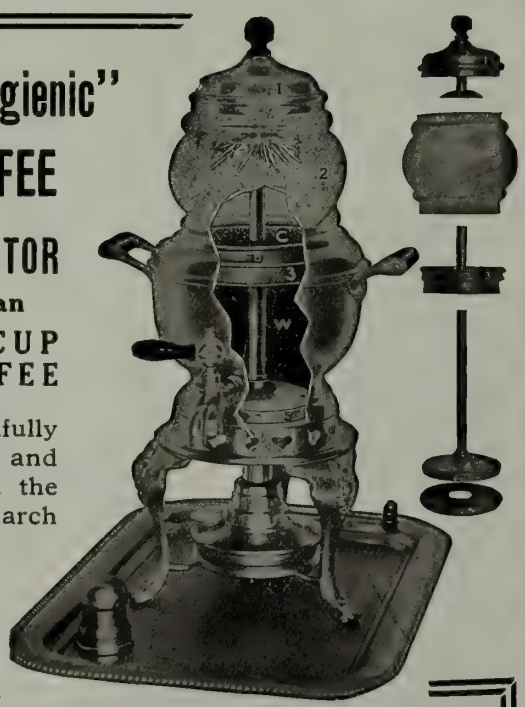
WRITE TO-DAY.

Winnipeg Ceiling and Roofing Co.

P.O. Box 2186 H. Winnipeg, Man.

The "Hygienic" COFFEE PERCOLATOR

Makes an IDEAL CUP OF COFFEE



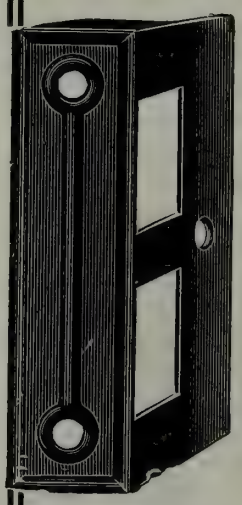
It is beautifully finished and fitted with the new Monarch regulating lamp.
The Hygienic has no near rival when it comes to point of adding pleasure and satisfaction to a home. Gift seekers buy it as the most appropriate and the most reliable gift.

Write for illustrated catalog.

The Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
H. F. McINTOSH & CO., 28 Toronto Street, Toronto

NATIONAL Steel Rim Locks



have, through their past service, proved that they are the easiest operated, most durable, and absolutely the safest on the market.

They cannot get out of order, as they are extremely simple and extra strong where strength is most needed.



If you do not know the National Lock, get acquainted, as it means more money for YOU.

Order from your jobber.

National Hardware Company, Ltd.
ORILLIA, ONTARIO, CANADA

LONDON
HIGH GRADE

Never Varies
in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.,
LONDON - - CANADA

Sales Agents, Ontario, Baines & Peckover, Toronto. Manitoba, Bissett & Loucks, Ltd., Winnipeg.

BAR IRON

Look For This Trade Mark





Then Buy The "White" Mop Wringer







WHITE MOP WRINGER CO.
FULTONVILLE, N.Y.



Each FORD Feature Means Money To YOU

Ford's Bit Extension is the newest, the best and the most practical ever made.

It combines the best points of other makes with several exclusive **Ford** features, the combination being an extension that has absolutely no equal on the market to-day.

Each feature is a time, labor and money saver to the purchaser, for the **Ford** does **more work, better work** and accomplishes it easier and in less time than all former clumsy working extensions.

Each feature is a talking point—a strong selling argument and

EACH ONE CLINCHES A SALE

because of its superiority over the ordinary extensions.

Electricians are very enthusiastic over the **Ford**, and without exception pronounce it the first and only really practical extension ever produced.

It sells for the same price as inferior extensions, but the satisfaction it gives is ten-fold greater.

The demand is steadily increasing, as it becomes known it will be still greater. Are you prepared for your shares of the trade that's sure to come? If you have not stocked up with this new extension, we shall be pleased to send you advertising circulars, price lists and name of nearest jobber.

Ford Auger Bit Company
HOLYOKE, MASS.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY



OAKEY'S

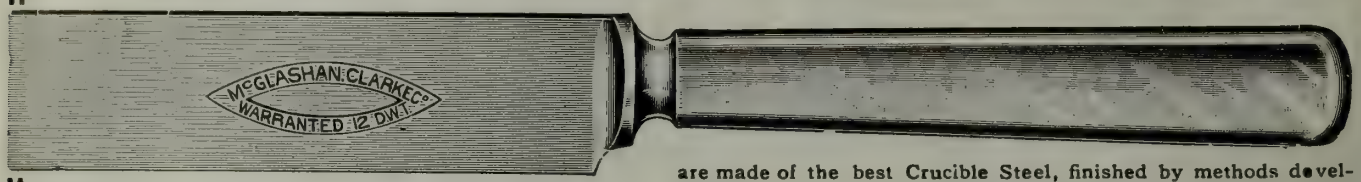
The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

The McGlashan, Clarke 12 Dwt. Knives



are made of the best Crucible Steel, finished by methods developed during years of successful manufacture, plate with 12 dwts. pure silver, put up in neat Rack Boxes containing one-half dozen. Every box contains our guarantee.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Canada

AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. David Philip, 291 Portage Ave., Winnipeg, Man. Benj. Rogers, Charlottetown, P.E.I.

Dealers!

HERE'S YOUR CHANCE TO MAKE A SPLASH.



This Mantel or any of our "70" different designs, fitted with our Electric Grate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

Write for the "dope"—Your contractors will fall for it.

Don't forget—We have the best line of Gas and Coal Grates in the country.

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"

"THERMO" The Washer

That makes the Washday Bright

Easy to Sell



Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial, Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices. Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON, CANADA

Edwin Schofield (Eastern Agent), Canadian Express Bldg., Montreal; F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

A Common Sense Talk

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

House Building is a Science Nowadays and no Building is Complete Without one of our J. W. Harris Ventilators.

THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building, either as to size or as to quality of material.



MONTREAL, Dec. 4th, 1905

MESSRS. J. W. HARRIS MFG. CO., Ltd.
City

DEAR SIRS,—
In answer to your letter of the 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,
W. CHAMPAGNE,
191 St. Paul St.

Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal



There's a Big Demand Among Miners and Sportsmen

for a lamp that gives high lighting efficiency at low cost and that will stand up under long hard service with minimum of breakage or loss of parts.

Maple City Acetylene Lamps

fill this demand. They have many strong selling features to be found in no other acetylene lamps and every lamp is thoroughly guaranteed. Our broad advertising campaign is creating a specific demand for Maple City Lamps that you can easily turn to profits. *Write to-day for our special Selling Proposition.*

MAPLE CITY MANUFACTURING CO.

MONMOUTH, ILLINOIS, U. S. A.

We have the facilities for turning out

The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost---a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.



THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.





Each Basic Invention Brings New Wrench Demands



The success of many inventions depends on the manufacturer's ability to present them in simplified forms to the consumer. Economy of space often places adjustments in almost inaccessible places. New shapes of wrenches are required both in construction work and as part of the equipment furnished.

"**W. & B.**" **Diamond Trade Marked Wrenches** have a design to meet the need of every branch of industry, manufacturing, agricultural, railroad building, etc. We are in touch with the World's progress in inventions and processes and can fill your needs.

Get them from your nearest jobber or send order direct.



The Whitman & Barnes Mfg. Co.

Established 1854

St. Catharines, Ontario

Stocks carried at Winnipeg and Montreal



TRADE W&B MARK

Tools of Quality Bear These Marks.

TRADE W8B MARK



BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

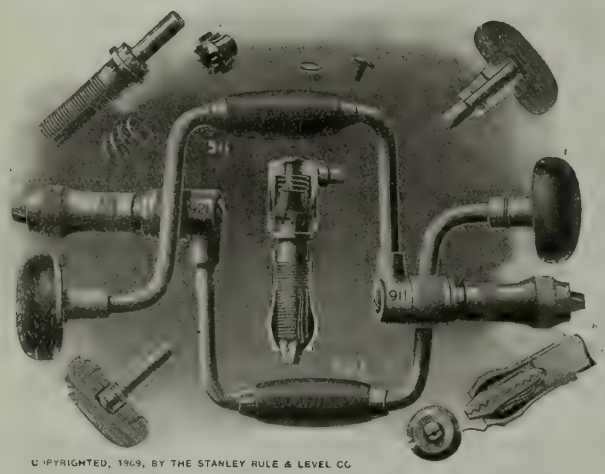


INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Send for Catalogue containing complete description.

Stanley Tools

Stanley Concealed Ratchet Bit Braces

Note Particularly—The Cam Ring which governs the ratchet is in line with the bit—a great advantage in working.

The Ratchet mechanism is completely **protected**, so that it is always free from dirt, grit and moisture, and retains oil for a long time.

In the clutch mechanism, **five teeth** are in engagement when working as a Ratchet, as against **one tooth** in other forms of Ratchet Braces.

They are highly nickeled and have cocobolo Ball-bearing Heads and Cocobolo handles.

These Braces, together with many other varieties of Ratchet and Sleeve Braces, are now being made at our CANADIAN WORKS.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

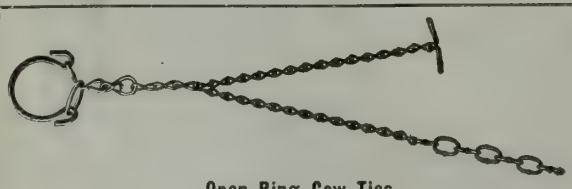


MAXWELL'S "BLUE BELLE"

is a remarkably quick-acting, easy-working, reciprocating washer. When the tub moves in one direction the rubber board revolves the opposite way. This double action, which is found only on Blue Belle machines, is a great time saver. Double re-acting springs and ball-bearings assist in making easy motion. Tub is oak grained and angle-steel frame is finished in aluminum,

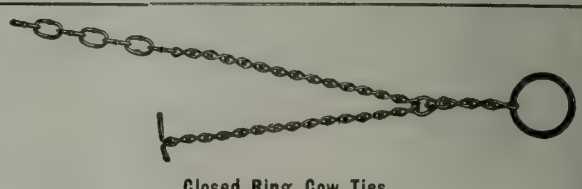
Write for Catalogue of Washers

DAVID MAXWELL & SONS, ST. MARY'S, Ont.



Open Ring Cow Ties

ELECTRIC SWELL WELD CHAIN



Closed Ring Cow Ties

25% more { WELD STRENGTH WEAR

{ MADE IN CANADA AND SOLD BY JOBBERS }

25% more { ORDERS SALES PROFITS

Made by

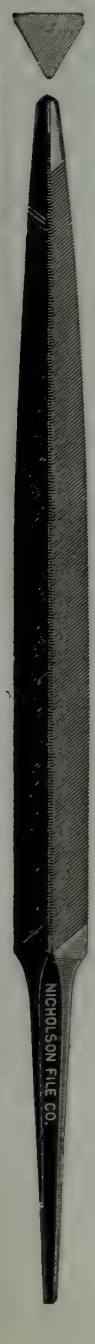
Office: BUFFALO, N. Y.

McKinnon Chain Company

Factory: ST. CATHARINES, ONT.

WHAT FILES

are you handling? Are they perfectly satisfactory to your customers? If you would be absolutely certain about the quality of your file stock, make it a point to handle only Nicholson-Made Files. These are the favorite made-in-Canada Nicholson Brands:—



"American"
"Arcade"
"Great Western"
"Globe"
"Eagle"
"McClellan"
Kearney & Foot
"J. B. Smith"



Nicholson-Made Files are the standard of file quality the world over. Since 1864 we have specialized in the manufacture of high-grade files.
Our long experience, special machinery, special methods, specially trained men and specially made steel stand back of every dealer who sells Nicholson-Made Files.

Your Jobber sells them.

NICHOLSON FILE CO.

PORT HOPE, - ONT.



PERFECT MITRES
are always made with
THE LANGDON ACME MITRE BOX

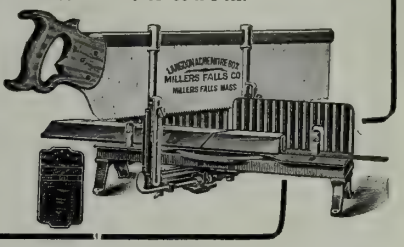
When supplied with back saws fitted by ourselves, they are warranted to do perfect work.

QUICKLY ADJUSTED FOR ANY ANGLE.

Some of the advantages over older models are :—In longer guides, which hold the saw steadier. These guides are provided with elevators to hold the saw stationary, when desired, above the work. In a graduated arc showing the various angles commonly used. In supporting guides, to hold the work in place. In an appliance for quicker adjustment of extension lever. In a length gauge for duplicate lengths.

These boxes are made in three sizes, and put up with varying sizes of saws, ranging from 22 x 14 in. to 30 x 5 in.

Send for the FREE book "Tool Practice"



Millers Falls Co.
28 Warren Street
New York

For Increased Business
Sell the

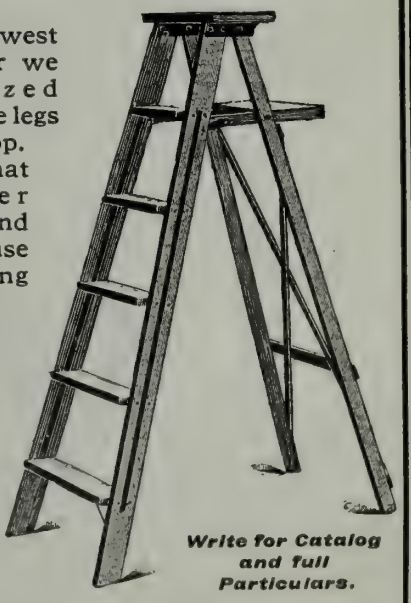
SHELF LOCK STEP LADDER

This is the lowest priced step ladder we make. Galvanized steel ears fasten the legs and risers to the top.

The lock that holds the ladder from opening and closing when in use is made by using strips of steel to form a hinge with the arms that support the shelf.

The shelf is always up when the ladder is closed and horizontal when in use. This is a very convenient and practical house ladder where short lengths are used and it is certain to appeal to the puplic.

Made regularly 4 to 10ft.



Write for Catalog and full Particulars.

The Stratford Mfg. Co., Limited
Stratford Ontario Canada



"I Tell You It's A Great Saw"

The best advertisement for your store is a satisfied customer. The carpenter who buys a

SIMONDS SAW

and is pleased with his purchase returns again to give you more of his trade. This is one sure way to gain friends among the best buyers. Each Simonds Hand Saw is fully warranted, and you are absolutely protected against loss in selling it.

Simonds Canada Saw Company, Limited
MONTREAL, P. Q.
St. John, N.B. Vancouver, B.C. In the U.S.—The Simonds Mfg. Co.

"Try Us for Service and Quality"

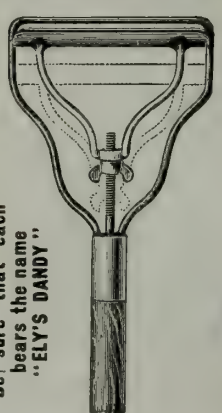
We carry a large stock of **Wholesale Plumbers' Supplies,** from which we can make immediate shipments.

Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.
WINNIPEG.

ELY'S JANITOR MOP

☞ No. 8 for men
No. 21 for women ☜
Others are not just as good



ELY'S DANDY

Mop Wringer and Bucket COMBINED

Others are not just as good.

Be sure that each bears the name ELY'S DANDY

Made in three sizes, 10 qt., 14 qt. and 22 qt.; guides, posts and step of malleable iron; lever of wrought iron, finished in black enamel; cedar buckets, three hardwood rolls. The most popular mop wringer on the market.



THEO. J. ELY MFG. CO.
ERIE, PA.

Get our catalogue of Mop Sticks, Mop Wringers, Brush Holders, Carpet Beaters, Broom Holders, Etc.



YOUR sales will be materially increased by handling the Aylmer Metallic Ring Sprayer, the best hand pump made in Canada. No soft packing to give you trouble, a pump that gives perfect satisfaction to your customer in every instance.

Write for Prices and Discounts.

The Aylmer Pump & Scale Co., Limited
AYLMER, :: ONTARIO

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE 

MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

Copper Sheets

M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

TORONTO

BEAR BRAND LAMP BLACKS

Whenever you see this mark on LAMP BLACK there is ABSOLUTE PURITY

We are the largest manufacturers of LAMP BLACKS, IVORY BLACKS, BONE BLACKS, DROP BLACKS, MINERAL BLACKS and CEMENT BLACKS in the world.

This has been entirely due to the CONSISTENT HIGH QUALITY of our products.

WRITE FOR SAMPLES AND PRICES.

SOLD BY MOST WHOLESALE HOUSES.

WILCKES MARTIN WILCKES CO.

NEW YORK, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.

1 Lb Germantown Lamp Black



STEP LADDERS

4 TO 12 FEET

The Best Ladder at the price.
Clear Norway pine sides.
Hardwood Steps --- malleable iron clamp.

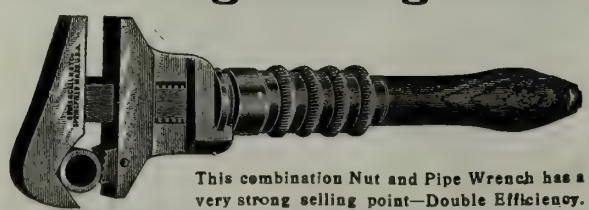
We also make
Curtain Stretchers, 3 styles.
Tub Stands, Clothes Bars,
Ironing Boards, Etc.

Send for catalogue

OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE - - ONT.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company

LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

HARDWARE BUILDERS' SPECIALISTS

Buyers and Exporters for Hardware, Metal, Heating, Paint and Oil Trades.

STRACHAN, OSWELL & CO.

22 St. Mary Axe, LONDON, E.C.

Correspondence Invited.

BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.

HAMILTON, ONT.

WESTERN ASSURANCE COMPANY

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE, TORONTO, ONT.

Assets over - $3,570,000

Losses Paid Since Organization of the Company, over - 54,000,000.00

HON. GEO. A. COX, President
W. R. BROCK, Vice-President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo. A. Cox, President. W. R. Brock, Vice-President.
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Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager.

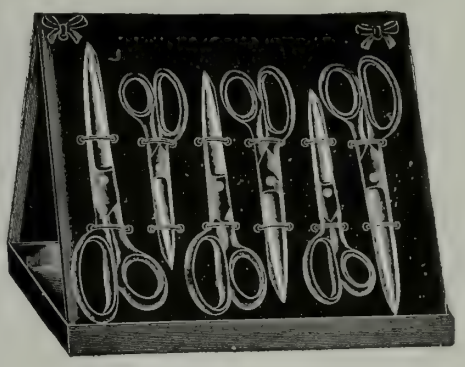
CAPITAL - - - - - - - -	$1,400,000.00
ASSETS - - - - - - - -	2,061,374.10
LOSSES PAID SINCE ORGANIZATION	35,000,000.00

MR. DEALER:

Buy Pliers that sell, **UTICA** are the highest grade Pliers made, and are in great demand throughout the Country. They do not lie on your shelves, but bring you business. Try them.

Every tool stamped "Utica" is guaranteed to give entire satisfaction or money back.

UTICA DROP FORGE & TOOL CO.
UTICA, N.Y.
SOLE CANADIAN AGENTS
SMITH HARDWARE CO., Ltd., 240 Lemoine St., MONTREAL



" RAINBOW "
Converted Steel Shear

In display boxes of assorted dozens. Sizes 6, 7, 8 and 9 inches; also in dozens straight sizes.

A popular seller at a popular price.

Smith Hardware Co., Limited
240 Lemoine St.
Montreal.

BLACK JACK

QUICK
CLEAN
HANDY

¾-lb. tins—
3 doz. in case



TRY IT

SOLD BY ALL JOBBERS

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

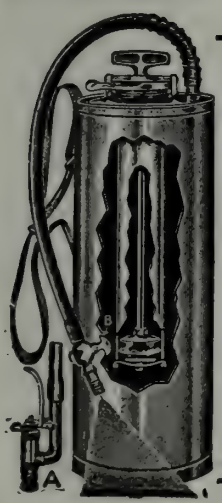
NUTS

We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA



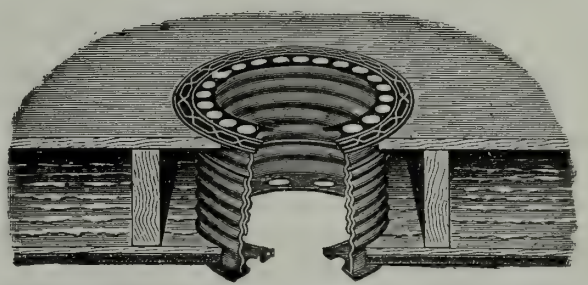
POTATO BUGS

will be at work shortly. We claim to have the most convenient **HAND SPRAYER** for applying Paris Green that is on the market—at the price. It is Automatic (Compressed-Air) light, easily handled, does the work quickly and well, saves material and is cheap.

Every Farmer and Potato Grower needs one. You should have it in stock.

CAVERS BROS., Manufacturers
GALT, ONTARIO

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. **LIMITED**

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

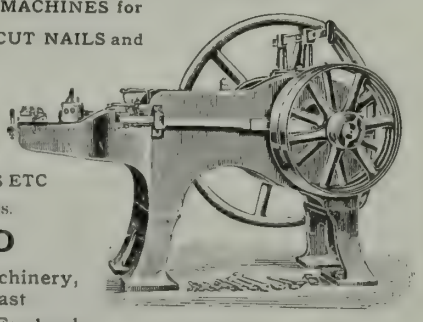
James Hutton & Company

MONTREAL

MODERN WIRE MACHINERY

COMPLETE PLANTS FOR WIRE DRAWING, NETTING, WEAVING
Complete Plants for making ELECTRIC WELDED CHAIN
Up-to-date AUTOMATIC MACHINES for making:
BOLTS, COTTER PINS, CUT NAILS and TACKS, FURNITURE SPRINGS,
HINGES, NAILS,
RIVETS, SCREWS
STAPLES, WIRE NAILS
QUADRANGULAR MESH WIRE NETTING
WIRE STRAIGHTENING and CUTTING MACHINES ETC

SEND YOUR ENQUIRIES.



RIVET PRESS

ED. BRAND

Specialist in Wire Machinery,
472, Moss Lane, East
Manchester - England
Cable Ad: "Filieres, Manchester
Code used--A.B.C., 5th Edition

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BABBITT METAL.

SPOONER'S No HOT BOXES
NON-FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, - QUEBEC

CHAPLETS.



ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.



PRIEST'S CLIPPERS
THAT'S SUFFICIENT.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

HORSE POKES.

Surprise Horse and Cattle Pokes

The only poke that will stop horses from jumping. Made at Perth, Ont., by

James & Reid

ASK YOUR JOBBER



EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES

Raymond Bros., London, Ont.

IRON.

IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.

David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
St. Nicholas Bldg., Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

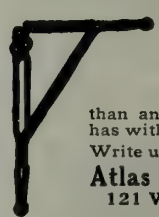
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

BRACKETS.



The Atlas Bracket

This bracket brings you a larger profit and is better than any on the market. Our 5 x 7 has withstood a test of 500 lbs.
Write us for samples and prices to-day.

Atlas Manufacturing Company
121 Water St., New Haven, Conn.

A want ad. in this paper will bring replies from all parts of Canada.

WE MAKE A SPECIALTY OF
WIRE SPRINGS
for COMPRESSION and EXTENSION.

James Steele, Limited, Guelph

Send For Our New Catalog

Most complete line of

SCREW DRIVERS AND SMALL TOOLS

PIONEER TOOLS

The Southington Mfg. Co., - Southington, Conn.

TOOL HOLDERS



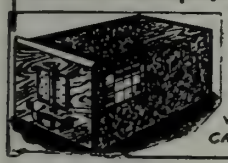
ARMSTRONG UNIVERSAL RATCHET

Two inches of motion at end of handle, in any direction, will drive the drill

Armstrong Bros. Tool Co. 106 N. Francisco Ave., Chicago, U. S. A

HARDWARE SHELF BOXES

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL Toronto

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

13½ Toronto Street, Toronto. 52 Canada Life Bldg., Montreal



Reproduction of

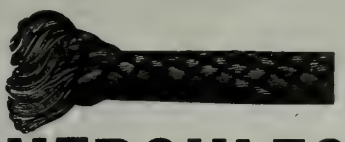
NEW SEYMOUR SHOW CARD

12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York



HERCULES

SASH CORD

BUY THE BEST

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by All Wholesale Dealers



The **INFALLIBLE GLAZIER'S DIAMOND**

Just the Tool for Inexperienced Glass Cutters

Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

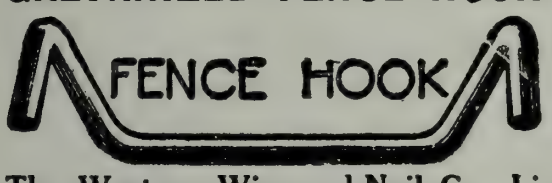
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"ACME" **are the strongest and sharpest low-priced Shears and Scissors on the market.**

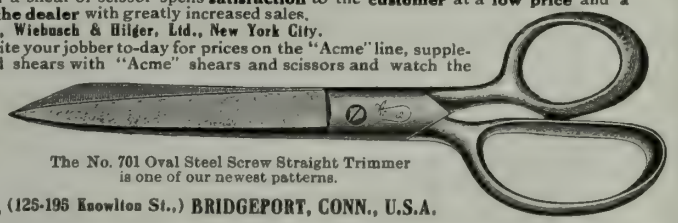
Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?

Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.

Special Representatives, Wiebusch & Hilger, Ltd., New York City.

MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high-priced shears with "Acme" shears and scissors and watch the gratifying results.

Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.



The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

THE ACME SHEAR CO., (125-195 Knowlton St.,) BRIDGEPORT, CONN., U.S.A.

PEASE HEATING SYSTEMS

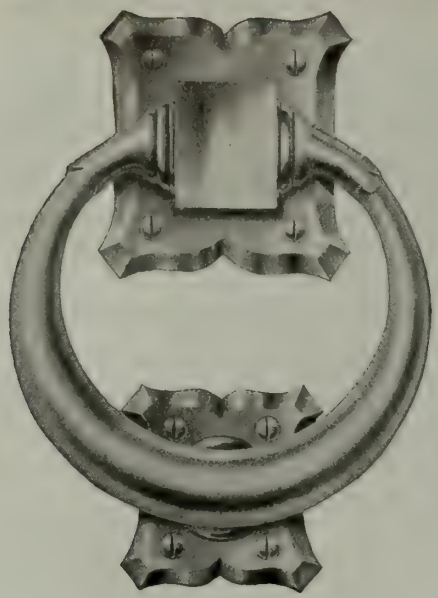
WRITE FOR CATALOGUE & PRICES

PEASE WALDON CO., Limited WINNIPEG

PEASE FOUNDRY COMPANY LIMITED TORONTO

PEASE PACIFIC FOUNDRY, Limited VANCOUVER

Peterboro Hardware



Door Knockers add greatly to the appearance of a door. They are rapidly coming into vogue. Peterborough Door Knockers supplied to match any of our designs. A sample on your show cases will interest .customers

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH, ONT.

SHEET COPPER

Prompt Shipment

Stock or Import

B. & S. H. Thompson & Co.
LIMITED
MONTREAL, QUE.

Why not make 1912 the most profitable saw year in your history?



ATKINS STERLING SAWS
MADE IN CANADA

THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

E. C. ATKINS & CO.,
MAKERS OF STERLING SAWS
HAMILTON, ONTARIO
Vancouver Branch, 109 Powell St.
U.S. Factory, Indianapolis, Ind.

MYERS
PUMPS

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARNDOOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MYERS."

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

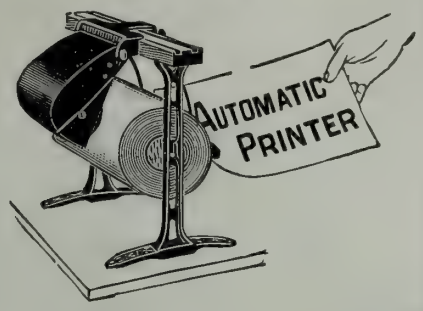
All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER . . . ONTARIO

MAKE YOUR PARCELS ADVERTISE YOU



You can make each parcel that goes out of your store advertise you. The advertisement will go into many houses where you could not otherwise get it and will identify your name with quality and satisfaction that the purchaser gets from your goods.

The Automatic Printing Device prints the advertisement on the wrapper by the action of unrolling the paper No extra work. No trouble.

Write for our Leaflet which describes the details and advantages of this valuable device and gives you prices.

UTILITIES LIMITED
73 Bank of Ottawa Bldg., · MONTREAL

MORE ECONOMICAL DELIVERY

That the motor truck will soon replace the horse and rig for commercial delivery purposes is the contention of a writer in MacLean's Magazine for April, who deals with "The Future of the Motor Truck." The trucks are now in general use in the larger centres of the United States and are rapidly growing in popularity in Canada. There is no question as to the better service which they provide; the only issue is as to the cost of operation. To merchants this is a vital problem. The facts, figures and conclusions which are presented in the article would seem to indicate that the motor truck will soon supersede the horse and rig.

AN ALL-YEAR ROUND SELLER!

Western Agents
Jas. Stewart Mfg. Co., Ltd.
Winnipeg - Man.

ARE YOU SELLING
BUSTER BROWN
Children's Express Wagons?

They are the strongest and handsomest line of Toy Wagons on the market. In four sizes at popular prices. Handy around the store, farm or home. Just the thing for boys.



Write for Prices

The Woodstock Wagon & Mfg. Co., Ltd.
WOODSTOCK, ONTARIO

NO SMELL!
NO DIRT!
NO WASTE!



These are only three of the great advantages of ERMALINE paper bag cookery.

The food tastes better and all the goodness is preserved.

If your customers use ERMALINE paper bags once, they will use them all the time. That means a nice steady trade for you, and the profit is good.

Can be used with success in any kind of an oven, wood, coal, gas or oil. Try them yourself and see!

Samples free from your wholesaler or from the manufacturers.

EDWARD LLOYD Limited
EASTERN TOWNSHIPS BANK BLDG.
MONTREAL
Main 4829.



INCREASED OUTPUT

is the best sign of progress. That has been our record month after month since we started making batteries. Now, we couldn't increase output unless sales showed a corresponding increase, and an increase in sales means satisfaction to consumers.

X CELL
Dry Batteries
(Made in Winnipeg)

have captured the whole field in the West. Dealer and consumer alike have learned to expect and rely upon getting fresh, live cells of high initial amperage and strong recuperative powers, when buying X CELLS.

Write us and we'll put you in touch with the nearest jobber

Canadian Carbon Company
OF WINNIPEG, LIMITED
Bury and Irish Ave., - - Winnipeg
E. W. HANNA, President and Managing Director



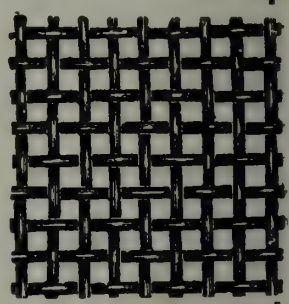
GOODS THAT LAST

WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

Perforated Sheet Metals
General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.



Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

Canada Wire and Iron Goods Company
HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

CLEAN, SATISFACTORY PROFITS

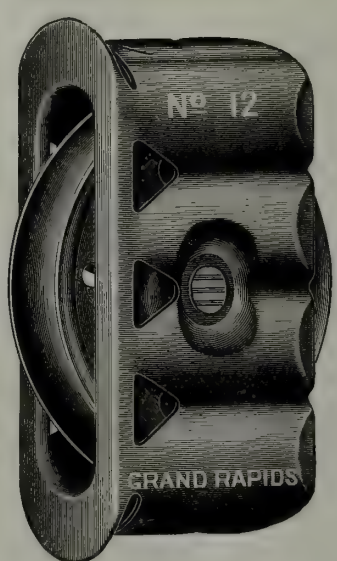
can only be secured by selling a reliable and serviceable article. In

STILL'S AXE HANDLES

you will have everything that is desired in a quick-selling and reliable handle. The shaping, balancing, finishing and selection of wood are done by experts, and an absolute guarantee accompanies every handle that leaves our factory. Write for price list.

J. H. Still Mfg. Co., Ltd.
ST. THOMAS ONTARIO

GRAND RAPIDS



No. 12
GRAND RAPIDS

All-Steel Sash Pulleys

SAVE THEIR ENTIRE COST IN

Labor, Freight, Screws, &c.

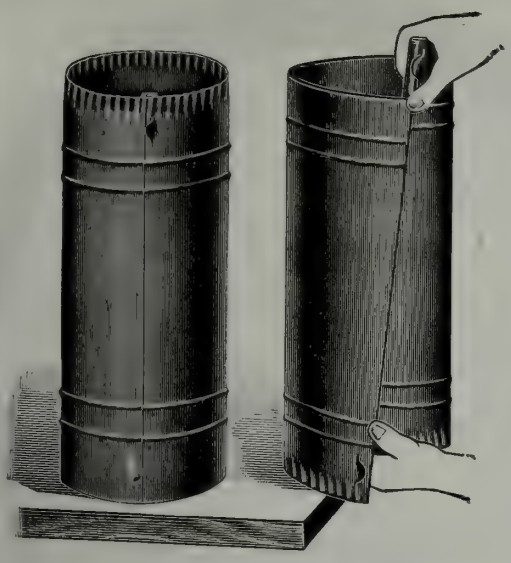
GRAND RAPIDS are the original—the STANDARD goods. Nearly every jobber in Canada and United States carries them in stock.

Write for samples and descriptive catalogues

We make thirty-seven styles.

Largest Sash Pulley makers in the world.

GRAND RAPIDS HARDWARE CO.
100 Eleventh Street, GRAND RAPIDS, MICH., U.S.A.



"Scheip's Perfect" Patent Nestable Stove Pipe

The Best on Earth

Anybody can put it together. Hands are the only tools required. 6 in. and 7 in.

Requires no staples.
Locks easily and securely.
When put together is equal to riveted pipe.
Every length guaranteed to fit perfectly.
Oiled to prevent rusting.
Packed 25 lengths in a crate.

It is cheaper to buy "Scheip's Perfect" in crates than to make your own pipe, or pay the freight on riveted pipe.

The crating lessens your freight charges, and the pipe you get is "Perfect" —as its name implies.

When you are ready to stock up with stove pipe accessories, tell us.

We have everything you need—Elbows, Dampers, Half-lengths, Damper-lengths, Tees, Tapers, Thimbles, Plugs, Chimney Caps, Ridge Pipes, Side Roof Pipes, Stove Boards, etc., for all sizes from 3 inch. to 8 inch.

Our prices will be quoted on request—you will find them reasonable.

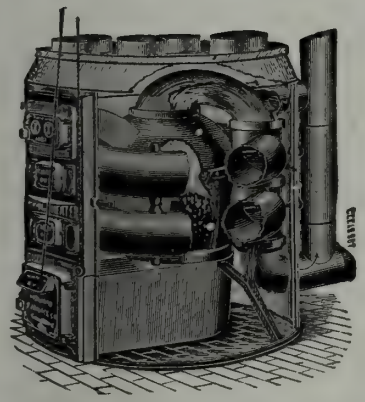
E. T. WRIGHT & CO. (H. G. WRIGHT) **HAMILTON, CANADA**

Agencies at Vancouver, Winnipeg and Toronto

IT'S QUALITY AND ADVANTAGES THAT MAKE

CANADIAN HOWARD DOUBLE RADIATOR FURNACES

THE CHOICE OF MOST BUILDERS



The "HOWARD" Furnace means an enormous economy in fuel to the user, as the heat and gases have to pass through two radiators, thereby greatly reducing the heat by the time it reaches the smoke pipe, which, in the ordinary furnace would go up the chimney.

We employ only the most skilled mechanics and use only the best materials in the manufacture of this furnace.

Mr. Dealer, if you want to handle a line that will prove completely satisfactory to your customers, and a money-maker for yourself, investigate the HOWARD. Remember it is absolutely guaranteed. Write us for particulars.

The C. NORSWORTHY CO., Ltd., St. Thomas, Ont.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada

TORONTO

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet Brand"

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

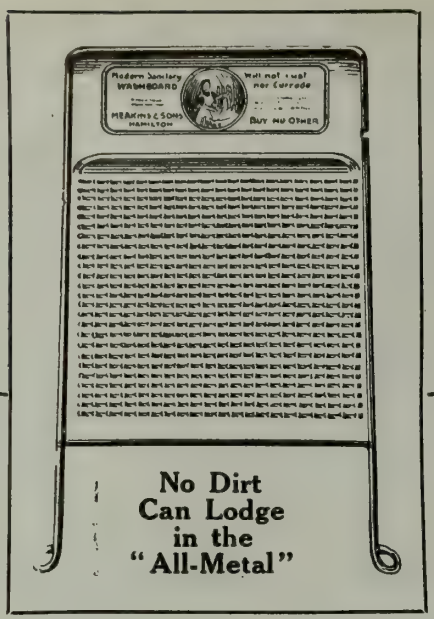
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Sole Canadian Sales Agent

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Hay Fork, Manure Fork,
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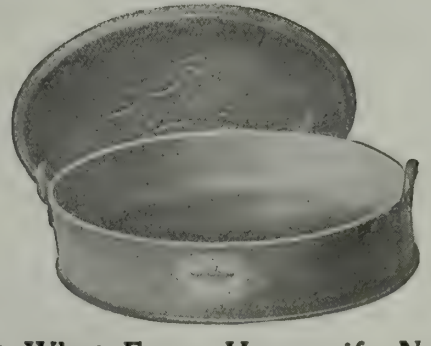
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Canadian Hart Wheels, Hamilton.

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Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
Ware Mfg. Co., Toronto.
Wondershine Limited, Toronto.

Ammunition
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York.

Animal Traps
Oneida Community Ltd., Oneida, N.Y.

Anchors
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.

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Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
Tobin Arms Mfg. Co., Woodstock.

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Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
Tallman Brass & Metal Co., Hamilton.

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Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

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Laidlaw Bale-Tie Co., Hamilton, Ont.

Bar Urns
Buffalo Mfg. Co., Buffalo, N. Y.

Bath Room Fittings
Buffalo Mfg. Co., Buffalo, N.Y.
S. Sternau & Co., Brooklyn, N.Y.

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Dominion Belting Co., Ltd., Hamilton
Sadler & Haworth, Montreal.

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Gutta Percha and Rubber Mfg. Co., Toronto.

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E. T. Wright & Co., Hamilton.

Binder Twine
Plymouth Cordage Co., N. Plymouth, Mass.

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London Bolt and Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
National Acme Mfg. Co., Montreal.

Boilers and Radiators
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.

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Star Expansion Bolt Co., New York.

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Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

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Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton
Stover Mfg. Co., Freeport, Ill.

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Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton

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Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.

Bridle Rings—Galvanized, Brass and Plain.
Star Expansion Bolt Co., New York.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lufkin Rule Co., Saginaw, Mich.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., N. Britain

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Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough.

Butts.
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, C.

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Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Carriers, Cash and Parcel
Hamilton Brass Mfg. Co., Hamilton.

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Bissell Carpet Sweeper Company, Grand Rapids, Mich.

Carriage Heaters
Chicago Flexible Shaft Co., Chicago.

Carriage Springs and Axles
Guelph Spring and Axle Co., Guelph.

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National Cash Register Co., Toronto.

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Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Cement
Canada Cement Co., Montreal, P.Q.
Alf. Rogers, Ltd., Toronto.
B. & S. H. Thompson & Co., Montreal

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Cummer-Dowswell Ltd., Hamilton, Ont
Maxwell, David, & Sons, St.Mary's, Ont

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Buffalo Mfg. Co., Buffalo.
S. Sternau & Co., Brooklyn, N.Y.

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S. Cheney & Son, Manlius, N.Y.

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J. N. & T. A. Smith, Ltd., London, Eng.

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Triangle Mfg. Co., Freeport, Ill.

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American Shearer Mfg. Co., Nashua,NH
Chicago Flexible Shaft Co., Chicago.
Coates Clipper Mfg. Co., Worcester, Mass.

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The Western Clock Mfg. Co., La Salle, Ill.

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Cummer-Dowswell Ltd., Hamilton, Ont
Hamilton Cotton Co., Hamilton.

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Cummer-Dowswell Ltd., Hamilton, Ont
American Wringer Co., New York City
Lovell Mfg. Co., Erie, Pa.

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The Morris & Bailey Steel Co., Pittsburg, Pa.

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Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

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McKinnon Dash and Metal Co., St. Catharines.
Oneida Community, Ltd., Niagara Falls

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Buffalo Mfg. Co., Buffalo, N.Y.
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McClary's, London, Ont.
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Henderson & Richardson, Montreal.
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Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.

Door Bolts.
Montreal Hdwe. Mfg. Co., Montreal.

Door Checks.
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Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.

Door Hangers.
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Richard Wilcox Mfg. Co., Aurora, Ill.

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Stover Mfg. Co., Freeport, Ill.

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Stover Mfg. Co., Freeport, Ill.

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Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.

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Alexander Gibb, Montreal.

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Hero Mfg. Co., Philadelphia.

Dry Batteries
Canadian Carbon Co., Winnipeg.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
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Wheeler & Bain, Toronto.

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McClary's, London, Ont.

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Steel Co. of Canada, Ltd., Hamilton.

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The Steel Co. of Canada, Ltd., Hamilton.
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor, Banwell & Co., Walkerville.

Files and Rasps
Barnett Co., G. & H., Philadelphia, Pa
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.

Firearms and Ammunition
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
Tobin Arms Mfg. Co., Woodstock.

Fire Escapes
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.

Fire Grates.
Ohio Foundry & Mfg. Co., Steubenville, O.

Fine Irons
Stover Mfg. Co., Freeport, Ill.

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The Barton-Netting Co., Ltd., Windsor, Ont.

Flint Paper
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

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Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.

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Chicago Flexible Shaft Co., Chicago.

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Steel Co. of Canada, Limited, Hamilton.

Furnaces, see Stoves

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Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd, Hamilton.

Galvanized Iron
W. Gilbertson & Co., Ltd., Alex. Gibb, Montreal, Agent.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.

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Jas. Morrison Brass Mfg. Co., Toronto

Glass
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
B. & S. H. Thompson & Co., Montreal.

Glass, Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass Paper
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

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Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto

Glaziers' Diamonds
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.

Grinding Machinery.
London Emery Works, London, Eng.

Grindstones
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.

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Harrington & Richardson Arms Co. Worchester, Mass.
Tobin Arms Mfg. Co., Woodstock, Ont.
C. J. Hamilton & Son, Plymouth, Mich.

Hammers
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles
Still, J. H., Mfg. Co., St. Thomas.
W. C. Crawford Co., Tilbury.

Hardware, Metal Window.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.

Hay Unloading Tools
F. E. Myers & Bro., Ashland, Ohio.

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.

Hinges, Spring
Chicago Spring Butt Co., Chicago.
Standard Mfg. Co., Shelby, Ohio.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
St. Marys Wood Specialty Co., St. Marys.

Hooks
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.

Hoop Iron
The Steel Co. of Canada, Ltd., Hamilton.

Hoops—Steel and Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails
Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools
North Bros. Mfg Co., Philadelphia, Pa

Iron and Steel Bars
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton
London Rolling Mill Co., London.

Iron Pipe
Steel Co. of Canada, Ltd., Hamilton.
Canada Tube & Iron Co., Montreal.

Iron Pumps
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
Red Jacket Mfg. Co., Davenport, Iowa
F. E. Myers & Bro., Ashland, Ohio.

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Jno. Oakey & Sons, Ltd., London, Eng.

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Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf
Hamilton Brass Mfg. Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Lamps, Acetylene
Maple City Mfg. Co., Monmouth, Ill.

Lampblack
The L. Martin Co., New York.
Wilckes Martin Wilckes Co., New York

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Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.

Lawn Fencing
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville
Banwell Hoxie Wire Fence Co., Hamilton.

Lawn Mowers
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia
Clipper Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Swings
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lightning Rods
Hamilton Brass Mfg. Co., Hamilton, Ont.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

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Pink, Thos., & Co., Pembroke, Ont

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McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes
Stover Mfg. Co., Freeport, Ill.

Metals
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A., C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
McKechnie Bros., Birmingham, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co.,Montreal

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.
John C. Wilson, Ottawa.

Metal Stove Fronts
Canada Foundry Co., Ltd., Toronto.

Mop Holder
Theo. J. Ely Mfg. Co., Erie, Pa.

Mop Wringers
Theo J. Ely Mfg. Co., Girard, Pa.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.

Nails, Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. C., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton.

Oilers
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T. & Co., Hamilton, Ont.

Oil Stones
Canadian Hart Wheels, Hamilton, Ont
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont

Packing
Garlock Packing Co., Hamilton, Ont.

Paints, Oils, Varnishes
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover
Chadeloid Chemical Co., New York.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.

Perforated Sheet Metals
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Samuel Benjamin & Co., Toronto.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pliers
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Poultry Netting
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pruning Knives
International Tool Co., Detroit.

Pumps
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg. Co., Davenport, Iowa.

Pumps, Power
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.

Razors
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.

Razor Blades.
Schramberger, Uhrfedernfabrik, Schramberg, Germany.

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton.
Carborundum Co., Niagara Falls, N.Y.

Razor Strops
J. R. Torrey & Co., Worcester, Mass.

Registers
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrosteel Co., Bridgeburg.

Rivets
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co. of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.

Rope
Independent Cordage Co., Toronto.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.

Saws
Atkins, E. C., & Co., Indianapolis, Ind.
Disston, Henry, & Sons, Philadelphia.
Drabble & Sanderson, Sheffield, Eng.
Shurley Dietrich Co. Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Ont.

Screen Door Sets
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Screws, Nuts, Bolts
National Acme Mfg. Co., Montreal.
Steel Co. of Canada, Limited, Hamilton.

Screws, Wood
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.

Scythe Stones
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.

Shelf Boxes
Cameron & Campbell, Toronto.

Shellacs
Berry Bros., Walkerville.

Shovels and Spades
Spear & Jackson, Sheffield, Eng.

Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silverware
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.

Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.
Spramotor Co., London.

Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

Spring Hinges, Etc.
Chicago Spring Butt Co., Chicago, Ill.
Standard Mfg. Co., Shelby, Ohio.

Stains, Shingle
Berry Bros., Walkerville.

Stains, Wood
Berry Bros., Walkerville.

Staples
B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton.

Steel—High Speed
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops
Steel Co. of Canada, Ltd., Hamilton.

Stencils
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont.
Herod Machine & Stamping Co., Brantford.

Store Ladders
Hamilton Brass Mfg. Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.

Tacks
The Steel Co. of Canada, Ltd.,Hamilton.

Tapes
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Armstrong Bros. Tool Co., Chicago.
Robt. Sorby & Sons, Sheffield.
Stanley Rule & Level Co., New Britain.
International Tool Co., Detroit.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.

Tool Grinders
American Grinder Mfg. Co., Milwaukee Wis.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont.
Renfrew Scale Co., Renfrew, Co.

Varnishes: See Paints
Berry Bros., Limited, Walkerville, Ont
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators
Harris, J. W., Co., Montreal.

Vises
Henderson & Richardson, Montreal.
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer–Dowswell Ltd., Hamilton, Ont
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.

Wall Plaster
Manitoba Gypsum Co., Winnipeg.

Waffle Irons
Stover Mfg Co., Freeport, Ill.

Wagons—Children's
Wodstock Wagon Co., Woodstock.

Washers
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

White Lead
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Howland, H. S., Sons & Co., Toronto
Lewis Bros. & Co., Montreal.

Window Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery
Ed Brand, 472 Moss Lane., Manchester Eng.

Wire Products
Andrews Wire Works, Watford, Ont.

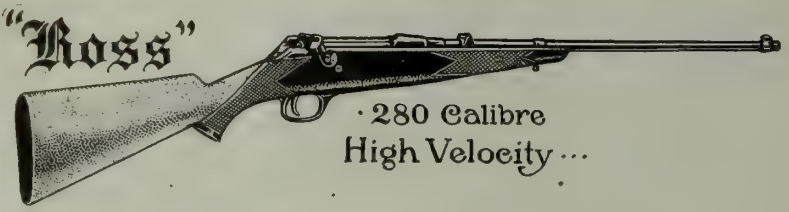
Wire Rope.
The B. Greening Wire Rope Co., Ltd. Hamilton.

Wire Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Jas. Steele Limited, Guelph, Ont.

Wood Finishes
Berry Bros., Walkerville.

Wrenches
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdwe. & Tool Co., Springfield, Mass.

No Wasted Time When You Sell
ROSS RIFLES



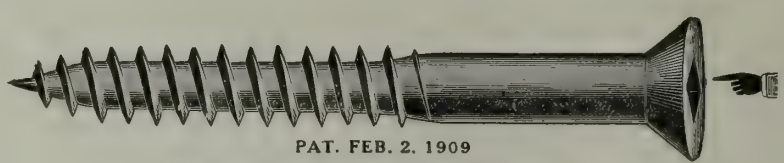
So good is their reputation that all you need to do is to show your customer your samples of "Ross" Rifles, and if he really is in the market his choice is soon made.

By the way, many dealers have not yet any Ross .280 (High Velocity) Rifles. Don't forget that not only is this rifle absolutely the best sporting rifle made and the best rifle value offered, but moreover every sale means a tidy profit to YOU.

WRITE US FOR DISCOUNTS, ETC.

ROSS RIFLE CO. - QUEBEC





PAT. FEB. 2. 1909



ROBERTSON
SOCKET HEAD
WOOD SCREWS





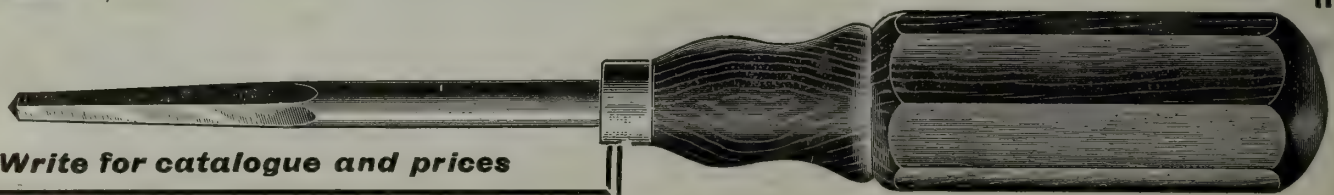


have a new and very important feature in the square hole. It is a feature that wood workers are quick to notice, as it not only preserves the screw, but also saves much of their valuable time, as it does away with all possibility of the screw driver slipping. It is certain to create a large demand in your vicinity after once introduced.

We also manufacture Hand Drivers, Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails, Wire and other high-grade products.

The P. L. Robertson Manufacturing Co., Limited, - Milton, Ont.

TORONTO WAREHOUSE, 19 Jarvis Street, - F. J. Schuch, Agent



Write for catalogue and prices

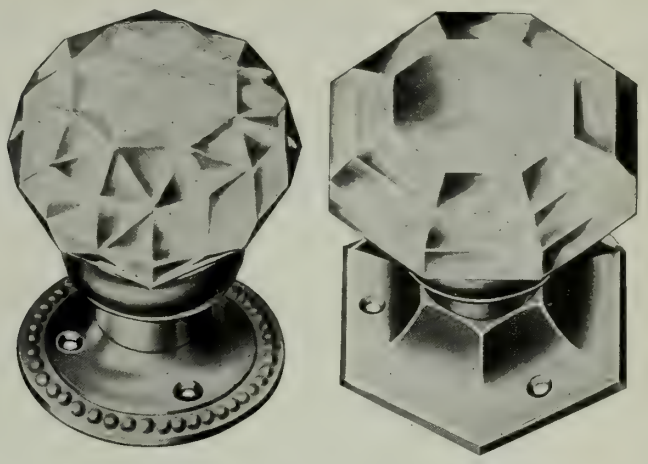
IF IT'S AN
ANCHOR BRAND
WRINGER



THAT'S ALL YOU NEED TO KNOW ABOUT A WRINGER

The quality goes in before the name goes on. Do you handle them? If not, why?

LOVELL MFG. CO.
ERIE, PA. U.S.A.



A few of our beautiful line of

Cut Glass Knobs

HIGH-CLASS BUILDERS' HARDWARE of all kinds for high-class buildings, banks, offices, residences, etc.

The Belleville Hardware and Lock Manufacturing Co.
LIMITED

Head Office and Factory — BELLEVILLE Canada



THE "HANDY ANDY" FORCE CUP
FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

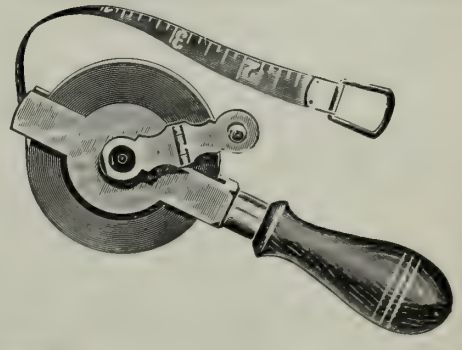
The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

Toronto Montreal Halifax Winnipeg Calgary Vancouver

MEASURING TAPES
MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.

Those that bear this Trade-Mark LUFKIN

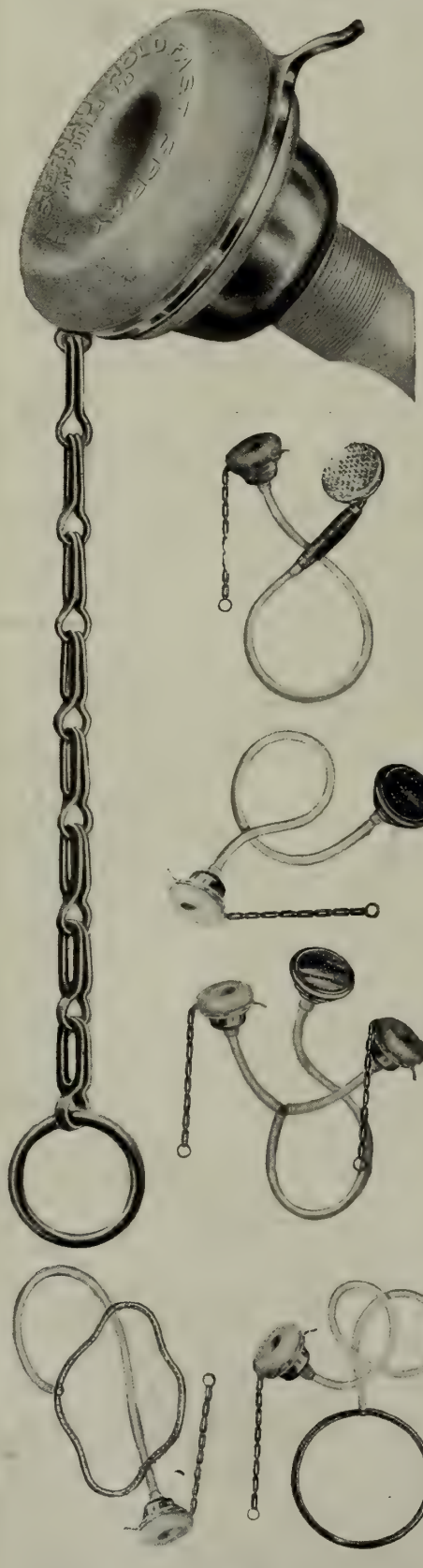


are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY ALL JOBBERS. THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT. CATALOGUE ON REQUEST

Sternauware Summer Specials

The Improved Sternau Holdfast Bulb.



Some of the Different Style
STERNAU BATH-SPRAYS

It looked for a long time as if the Sternau Holdfast Bulb was perfect, but we are never quite satisfied with our present performances, and we have bettered the famous Holdfast. The rubber top is now held in place with a metal ring, and if it split, break or be otherwise damaged, it can be quickly removed and a new one put on. If a rubber top be wanted with a larger or smaller hole than the one at first offered the customer, substitution can be made in a minute. Thus the dealer can have a sufficient stock of the rubber discs always on hand without carrying a spray for each one

The heavier the pressure of water, the more tightly is the rubber top held to the metal. In summer when Sternau Bathroom Fixtures are in constant use, the hardness and economy of the Improved Holdfast Bulb are sure of appreciation.

The Improved Holdfast Bulb
with its Parts Disjoined



Write for full particulars and catalog.

S. Sternau & Co.

MAKERS OF
STERNAUWARE
COMPRISING

Fancy Tea Kettles, Chafing Dishes, Coffee Machines, Alcohol Stoves, Bathroom, Fixtures, etc.

New York Showrooms
305 Broadway,
N.W. Cor. Duane Street

Office and Factory
John and Gold Streets,
Brooklyn, N. Y.

FEATURING—" Value of Tinshop Taught by Test" by C. F. Fawcett.

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV. Publication Office: Toronto, Canada No. 28

July 13, 1912

Diamond "A" Harvest Tools



EXTRA CHOICE HANDLES

TAPERED PATTERN





HIGH-GRADE CRUCIBLE STEEL

OIL TEMPERED OVAL TINES

BEST IN THE WEST

SPECIALLY MANUFACTURED ▣ EACH TOOL PAPER WRAPPED

The J. H. Ashdown Hardware Co., Limited

CALGARY **WINNIPEG** SASKATOON

ESTABLISHED 1869



Big Ben Store Helps

In order to enable Canadian dealers to get the maximum benefit from the Big Ben campaign now running in Canadian magazines, we are packing Big Ben specially for Canadian trade, six in a carton with a full set of store selling helps (two posters, two show cards, two metal signs.)

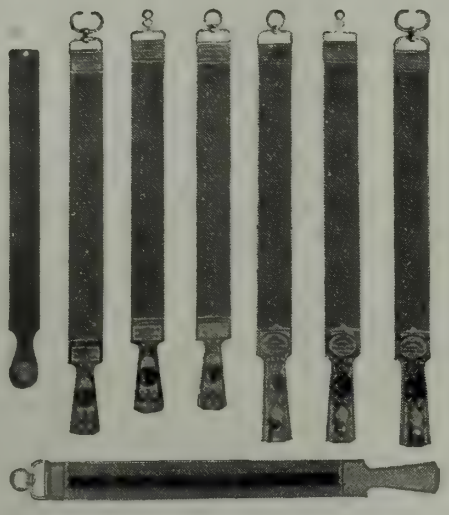
On an order for 12 we add a solid mahogany display stand. On an order for 24 or more, we print your name on dials, give the posters, display stand, and a beautiful metal sign lithographed in five colors.

Big Ben and his selling helps are being carried in stock by 54 wholesale Canadian distributors. We will be glad to let you have their names upon request. Any will tell you Big Ben is the best made and the best selling alarm that's ever been put out.

In broken and dozen lots, $2.15 less 2%. In lots of 24, $2.05 less 2%.

The Western Clock Co., La Salle, Ill.

Here is a Carborundum Product that will Make the Sales Jump



The Carborundum Razor Strop

THE best strop for home or shop—made from the best of selected leather—soft, smooth, pliable. One of the big features of the Carborundum Strop is the Corrugated Sharpening Side—the corrugations and the texture of the leather are filled with the finest of Carborundum powder—this gives a sharpening side that is lightning fast. The finishing side is soft, smooth, velvet-like. The hardware and fitting of the strops are novel and practical—especially the split ring holder. Every strop is backed by the Carborundum guarantee.

Send for the Razor Strop Catalog and our Strop Display Case Offer

Are You a Member of the Fraternity of Eeh - Nis - Kim?

The Carborundum Company, Niagara Falls, N. Y.

THE LIGHTNING AND BLIZZARD

FREEZERS



stand ready to serve you in the same satisfactory manner in which they have served both trade and consumer for over a quarter of a century. The construction is of the same high class. They run easy, freeze quickly and take the smallest amount of ice and salt of any freezer made. The extensive advertising from season to season has created a permanent demand. They bring trade and help you keep it.

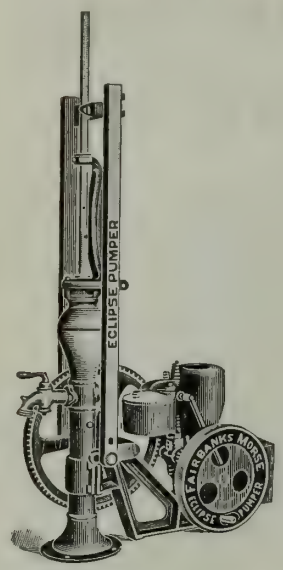


Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.

More Water for Less Money



¶ Would you pump water from a deep well for two cents per hour? That's what the "ECLIPSE PUMPER" does right along. Neither does its usefulness end there. The engine is easily disconnected from the pump and is all ready to turn the cream separator, run your grindstone or grind your feed, etc. The "ECLIPSE PUMPER" is a practical, guaranteed "Fairbanks-Morse Engine."

Every hardware dealer should carry them; and a letter to our nearest branch will bring you our catalogs and our special terms to agents.

The Canadian Fairbanks-Morse Co., Ltd.

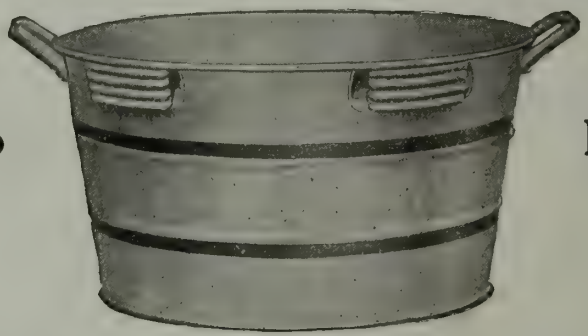
FAIRBANKS STANDARD SCALES—FAIRBANKS-MORSE GAS ENGINES—SAFES and VAULTS

Montreal, Toronto, Winnipeg, Vancouver, Calgary, Saskatoon, St. John

The S.M.P. Galvanized Wash Tubs

With Wringer Attachments

No hoops to fall off



Light, yet strong and durable

No.	0	1	2	3
Inches	17¾ x 8¼	20¼ x 11	23¼ x 11	25¼ x 11

EXTRA HEAVY, WITH MALLEABLE HANDLES AND PAINTED BANDS

No.	10	20	30
Inches	20¼ x 11	23¼ x 11	25¼ x 11

N.B —The No. 0 have no Wringer Attachments

PRICES ON APPLICATION

THE SHEET METAL PRODUCTS COMPANY

OF CANADA LIMITED

Montreal TORONTO Winnipeg



Grasp the Point,

for "there's a reason" why this nail is attracting so much attention throughout Canada and the U.S.

Merit Alone

has caused an unusual and insistent demand by Dealers, Roofers and Owners for the

SIMPLEX

Large Head One-Piece

Roofing Nail

Stop to think—here is a nail with a head **four times as large** as the ordinary roofing nail—and that isn't all—it's **made in one piece,** has **thick** rust resisting head and a small barbed stem.

The Head Area

gives a large bearing surface on the roof and prevents roofing tearing out under wind strain.

The One-Piece Head and Stem

prevent leaking and rusting where nail goes through the cap—**the nail and cap are welded into one piece.** No time lost—to say nothing of the inconvenience—in handling separate nails and caps.

The Cupped Shaped Head

gives a head bearing equal to its full diameter.

The Small Barbed Stem

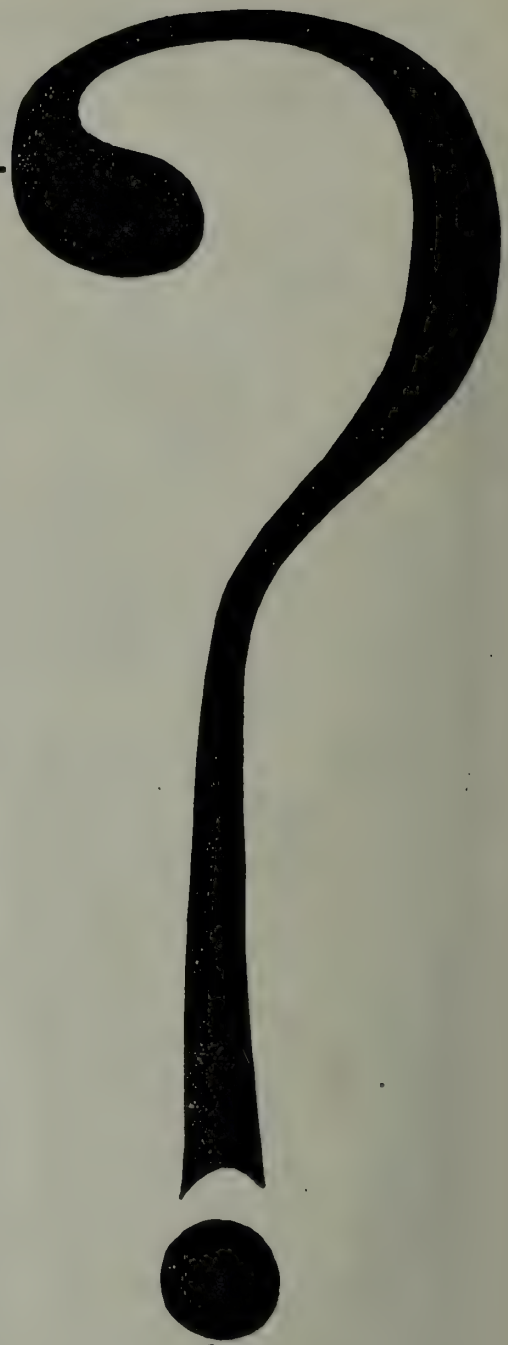
insures greatest holding power and doesn't split the roof boards.

Head 1 inch diameter, 21 gauge thick ; Stem 1 inch long, 15 gauge diameter.

LEWIS BROS. LIMITED, MONTREAL

AGENTS

OTTAWA TORONTO VANCOUVER



CAN WE HELP YOU

There are some hardware dealers living in this 20th Century who are still using 19th Century methods. They do not realize that Halifax is closer to Vancouver to-day than Montreal was to Toronto fifty years ago.

Twenty-five years ago it was a calamity for a merchant to lose a good clerk, for he knew it was practically impossible for him to get in touch with an experienced man. Such an idea as making a deal with a fellow hardware man a couple of hundred miles away either to buy a set of tinners' tools or to sell a second-hand counter or show case, did not seem practicable to even the most progressive hardware men. If a man wanted to sell his business he had to accept the highest price he could get from some one of his fellow townsmen, for no one else knew of the opportunity or had any means of finding out about it.

To-day the up-to-date dealer

CREATES HIS OPPORTUNITIES

He states his wants briefly in a "Hardware and Metal want ad." and in four days' time practically every hardware merchant, clerk, hardware manafacturer and traveler has read the proposition, and it seems reasonable that somewhere among the "blue noses" of the Maritimes or the pioneers of the boundless West someone will want just what he has to offer.

EVERY HARDWARE MERCHANT IN CANADA

can take advantage of our "want ad." page. Ask yourself:

Is there not some article I would be better without if I could get a fair price for it? If you cannot get a fair price for it by appealing to the trade throughout Canada you had better sell it for scrap

We can help you, but you must take the first step.

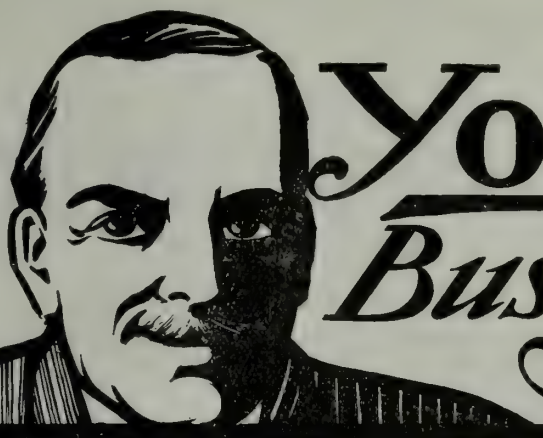
Surely it is worth 25c or 50c to find the one man in Canada whose wants dovetail into just what you have to offer.

RATES: *(payable in advance)* **2c per word first insertion. 1c per word subsequent insertions. Box Number, 5c additional each insertion.**

HARDWARE & METAL

Montreal **Toronto** **Winnipeg**

They'll Build YOUR Business



Here's Prestige and Profit for Your Store

And—in addition a bang-up trade for the summer months

¶ There's need for a good oil lamp in every home. Not only in the summer time veranda life but all through the year as well. For no one **should** depend entirely on gas or electricity. Yet most people do.

¶ Be the first to point out the need to **your** customers. Don't wait for a competitor to create the demand. Do it yourself and get the cream.



Success Lamps—the best Oil Lamps made

¶ They are solid metal, with a center draft. Heavily nickel-plated—highly polished—ornamental—substantial—easily wicked—easily cleaned. And they give an intense, pure white light. Just the lamp to bring customers into your store because it's just the lamp for their homes.

¶ Feature it this summer. Show folks that they need it—they'll buy it fast enough.



You Can Cash This Word—

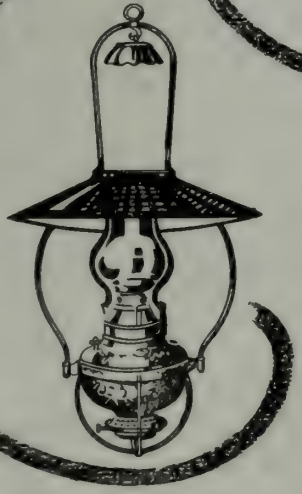
PILABRASGO

¶ Simply a contraction of our firm name. But it's going to be famous. Tie to it—here's what it means—

¶ Snappy—clean-cut—fast moving—oil, gas and electric goods. Designed by masters—made by skilled workmen—and shot into your store while they're spick, span, brand new.

The Pilabrasgo Line—Sellers from the drop of the hat





Some Seller

¶ This lamp has made money for every man that ever handled it. And it will make money for **you.**

It's The Pittsburgh Mammoth

The Best Known Store Lamp on the Market

¶ You can get more for it than for any other Mammoth Lamp simply because it's **worth** more. And you'll sell it **faster** because it's known and called for.

¶ Listen: It's big, handsome, convenient, easily handled, easily managed—briefly, **everything** a store lamp ought to be. But that's not all.

¶ It holds more oil, burns longer and gives more light than any store lamp you ever saw. And it has an indicator showing the exact quantity of oil in the fount at **all times** which makes it absolutely safe.

¶ It's as staple in your store as sugar in a grocery. You can find no more profitable lamp.

¶ These two lamps are merely samples of our immense line. It's the most profitable one on the road and it's one you ought to see. Believe us, Mr. Merchant, it will bring business to **your** store. Shall we send a man with photographs? A postal to our branch will bring him.

The Pittsburgh Lamp, Brass & Glass Company

Canadian Representative, R. E. Davis

119 Wortley Road **London, Ontario**

THE
STEEL COMPANY OF CANADA
LIMITED

TACKS

With heads that do not come off and points that are sharp.

WIRE NAILS
WOOD SCREWS
MACHINE SCREWS

We guarantee thoroughly the quality. :: :: :: ::

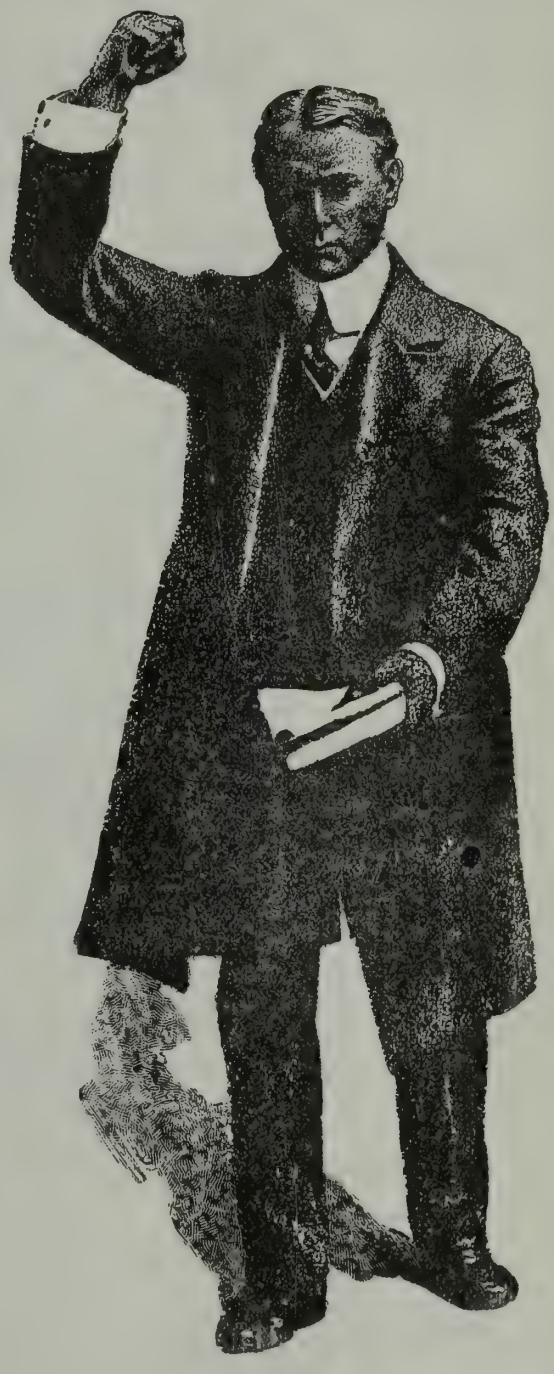
If prompt delivery is a factor
ORDER TO-DAY

DISTRICT SALES OFFICES:

HAMILTON, TORONTO, MONTREAL, WINNIPEG

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.

Samson
Ready Roofing



The basis of all our dealing is to bring customers back for more, and the success of Samson Ready Roofing shows that it has the quality to make good. If you care for reputation, and are particlar at all as to the goods you sell, ask for Samson Ready Roofing that

Gives Satisfaction

Our idea is not to sell you a bill of goods now and then, but to form a permanent business connection that will be to our mutual advantage. Samson Ready Roofing is a real money-maker wherever introduced, and is something that your trade will like and buy again. Samson Ready Roofing is a good line to feature every month in the year. You can guarantee satisfaction to any of your customers.

SEND US YOUR ORDERS

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

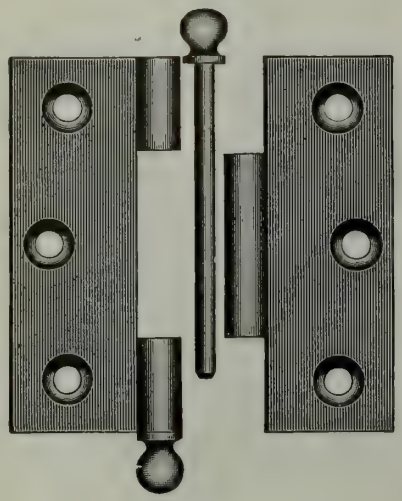
TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

Crescent Brand HARDWARE



Butt Hinges Strap Hinges Tee Hinges

Barn Door Hangers Parlor Door Hangers

Trolley Hangers Hinged Hasps Shelf Brackets

Wrought Staples Rollston Pulleys

Gate Hooks Wagon Hardware Etc. Etc. Etc.

Steel Sheets Bands Bars

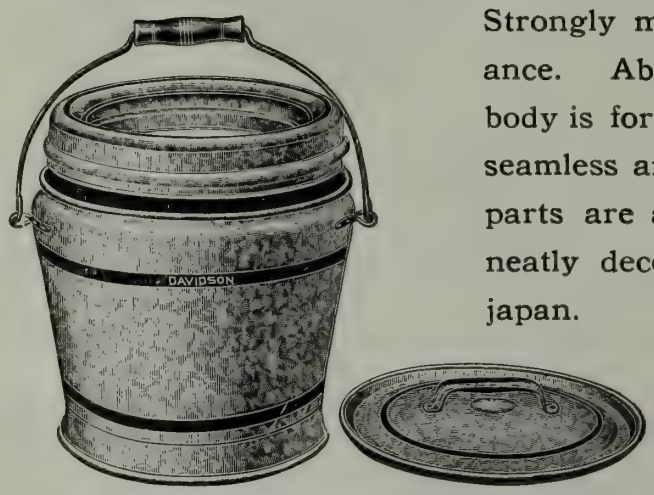
Rods Wire

CANADA STEEL GOODS CO., Limited

HAMILTON - - - CANADA

Davidson's Western Slop Pail

A Modern Sanitary Pattern and a Good Seller



Strongly made and attractively neat in appearance. Absolutely impossible for it to leak as body is formed out of one sheet of steel, entirely seamless and is then heavily galvanized after all parts are assembled. Finally finished by being neatly decorated with two bands of bright red japan.

One Size only, No. 3, Capacity 16 Quarts

Can be sold with or without Commode Attachment.

Write for prices and arrange to try a sample lot.

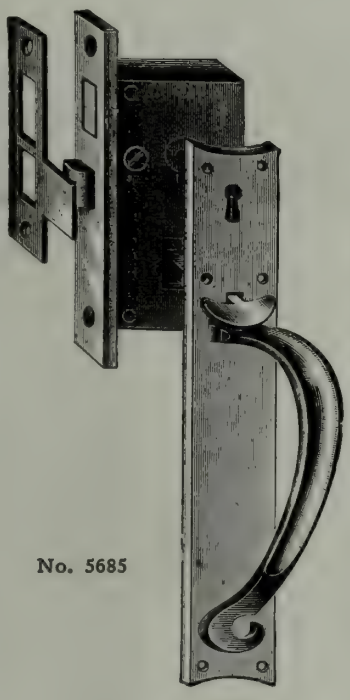
The Thos. Davidson Mfg. Co., Limited

MONTREAL WINNIPEG TORONTO

Estd 1809 **EVERED** & Co LTD

MANUFACTORY:

Surrey Works, Smethwick, near Birmingham, England



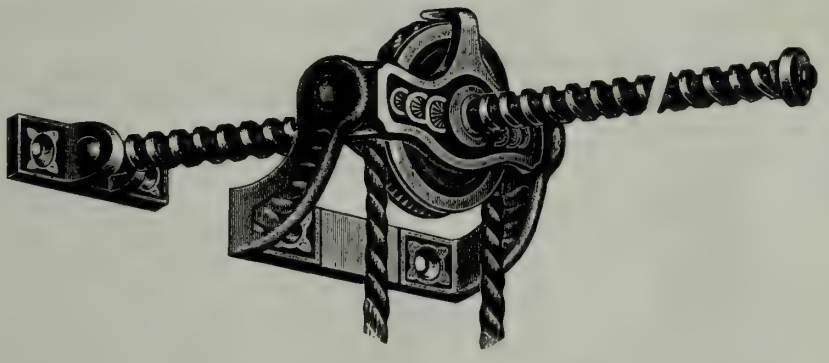
No. 5685

LOCK LATCH SET

Consisting of two handles and latches, and weighted mortise lock.

PRESTON'S SCREW FANLIGHT OPENERS.

For opening, closing and fastening all kinds of Fanlights, Casements and Skylights. Various patterns adapted to all positions.



EVERED & CLARKE'S PATENT TELESCOPIC CASEMENT STAY



No. 6582.

The Stay, either open or closed, is entirely out of the way of blinds and curtains.

The thumb screw is riveted to prevent loss.

The Stay, being made of hard-drawn oblong tube, is stronger than a cast stay of the same thickness.

7 inches long closed, 12 inches extended.

CANADIAN REPRESENTATIVE:

GEO. H. SAYWELL

HAMMOND BUILDING, 61-3 ALBERT STREET -:- WINNIPEG

ALSO AGENTS AT

TORONTO, CALGARY, VANCOUVER AND SASKATOON

ASK OUR SALESMEN TO WAIT UPON YOU

EDGE TOOLS

AXES, HAMMERS, PICKS,

MATTOCKS, LUMBERING TOOLS, ETC.,

of the Highest Quality



MATTOCK

Write For

CATALOG

It contains cuts of our complete line. We have spent much time in producing it so as to give the trade a fair impression as to the attractiveness of our manufacture.

ALLAN HILLS' GOODS PAY AN ATTRACTIVE PROFIT

Our Guarantee

We guarantee to replace free of any charge any tools that prove defective in material or workmanship.



CLAY PICK

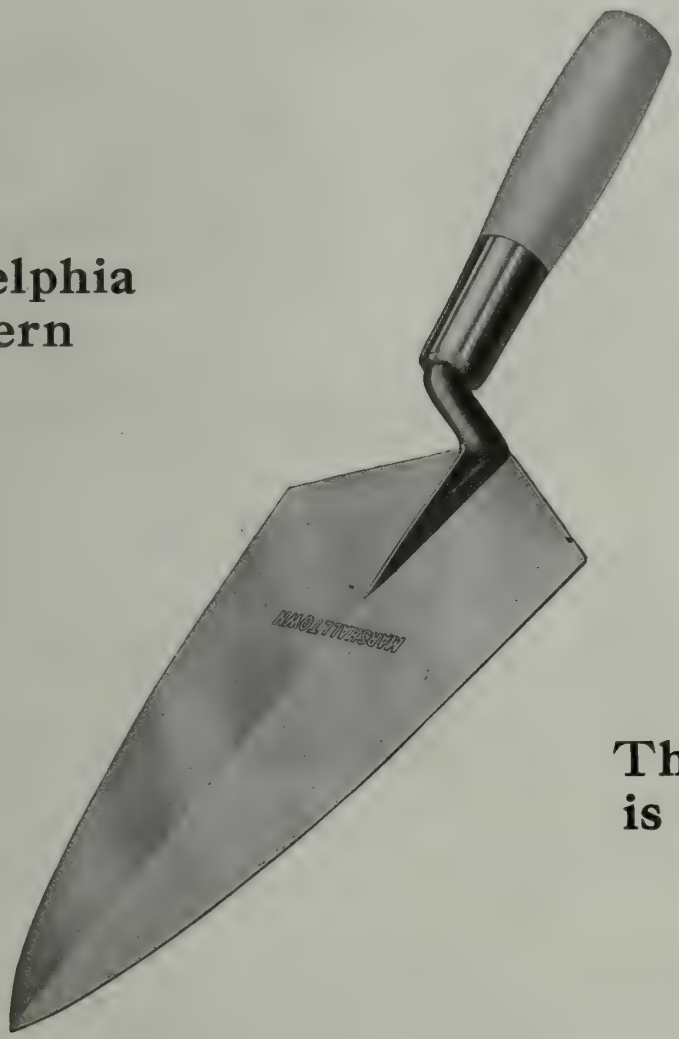
Allan Hills Edge Tool Co., Limited,

Galt, Ontario, Canada

The "MARSHALLTOWN" No. 19

The Trowel of Quality

Philadelphia Pattern

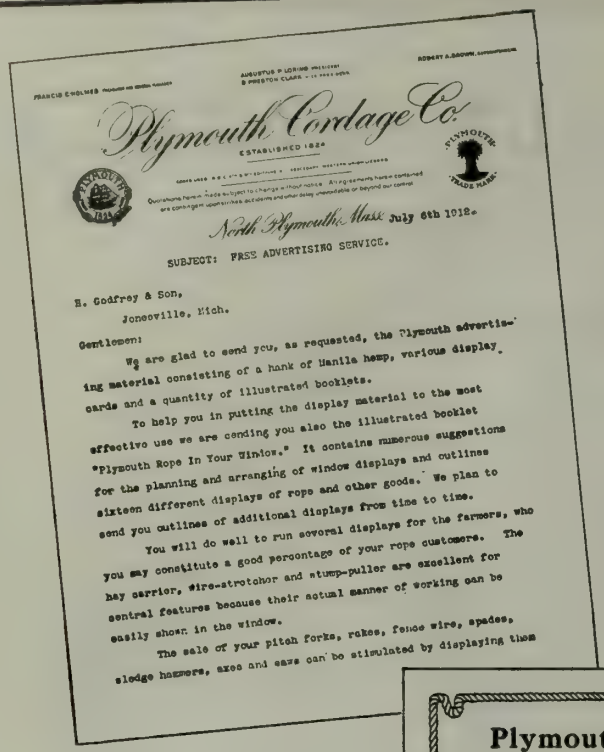


The Hang is Perfect

THE QUALITY IS THE BEST

WE ARE HEADQUARTERS

Wood, Vallance & Leggat, Ltd., Vancouver; Wood, Vallance, Ltd., Winnipeg; Wood, Vallance & Co., Hamilton; Wood, Vallance & Adams, Calgary.



Plymouth Cordage Co.
ESTABLISHED 1824

North Plymouth, Mass. July 6th 1912.

SUBJECT: FREE ADVERTISING SERVICE.

H. Godfrey & Son,
Jonesville, Mich.

Gentlemen:

We are glad to send you, as requested, the Plymouth advertising material consisting of a bank of Manila hemp, various display cards and a quantity of illustrated booklets.

To help you in putting the display material to the most effective use we are sending you also the illustrated booklet "Plymouth Rope In Your Window." It contains numerous suggestions for the planning and arranging of window displays and outlines sixteen different displays of rope and other goods. We plan to send you outlines of additional displays from time to time.

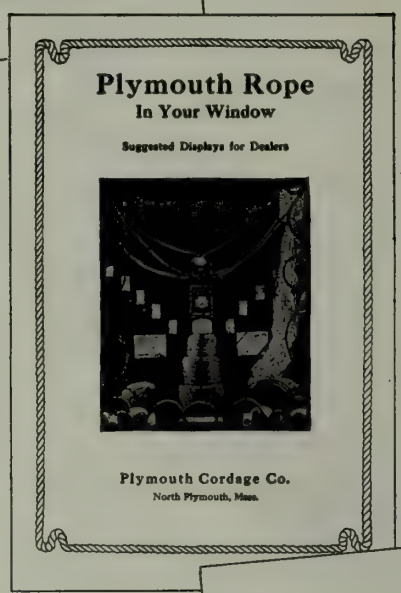
You will do well to run several displays for the farmers, who you say constitute a good percentage of your rope customers. The hay carrier, wire-stretcher and stump-puller are excellent for central features because their actual manner of working can be easily shown in the window.

The sale of your pitch forks, rakes, fence wire, spades, sledge hammers, axes and saws can be stimulated by displaying them

We Show You How

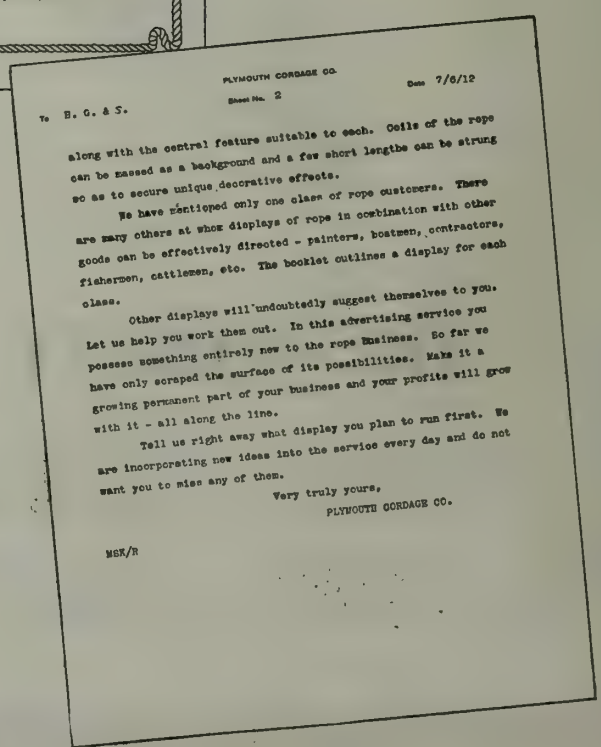
Set the Plymouth free advertising service at work in your store —it builds trade.

No great demand on your time. You can install a Plymouth window the day you receive the display material — our booklet shows you how.



Our letters will help you to work out questions peculiar to your store and community. Our bulletins will give you plans used by other stores.

Plymouth dealers can secure this service now by request—others as soon as they stock the rope. Write for full information.



PLYMOUTH CORDAGE CO.

Sheet No. 2

Date 7/6/12

To H. G. & S.

along with the central feature suitable to each. Coils of the rope can be massed as a background and a few short lengths can be strung so as to secure unique decorative effects.

We have mentioned only one class of rope customers. There are many others at whom displays of rope in combination with other goods can be effectively directed - painters, boatmen, contractors, fishermen, cattlemen, etc. The booklet outlines a display for each class.

Other displays will undoubtedly suggest themselves to you. Let us help you work them out. In this advertising service you possess something entirely new to the rope business. So far we have only scraped the surface of its possibilities. Make it a growing permanent part of your business and your profits will grow with it - all along the line.

Tell us right away what display you plan to run first. We are incorporating new ideas into the service every day and do not want you to miss any of them.

Very truly yours,

PLYMOUTH CORDAGE CO.

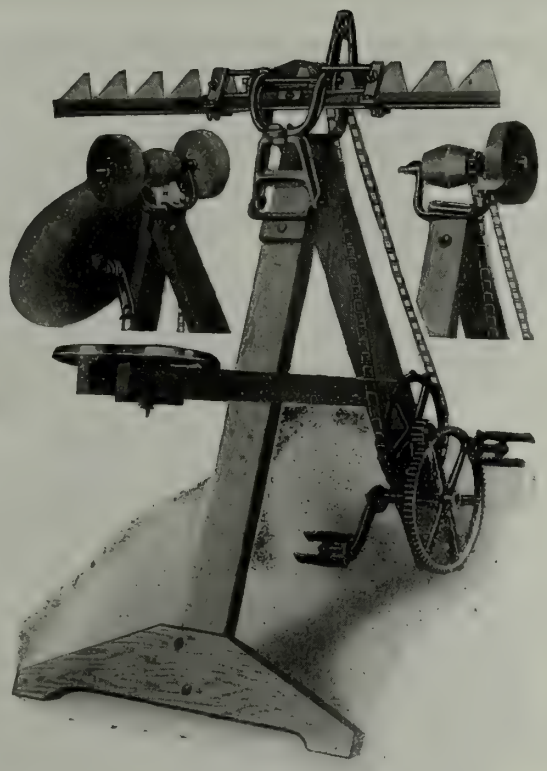
MGK/R

INDEPENDENT CORDAGE CO., LIMITED

Canadian Sales Agents.
55 Colborne St., Toronto, Ontario.

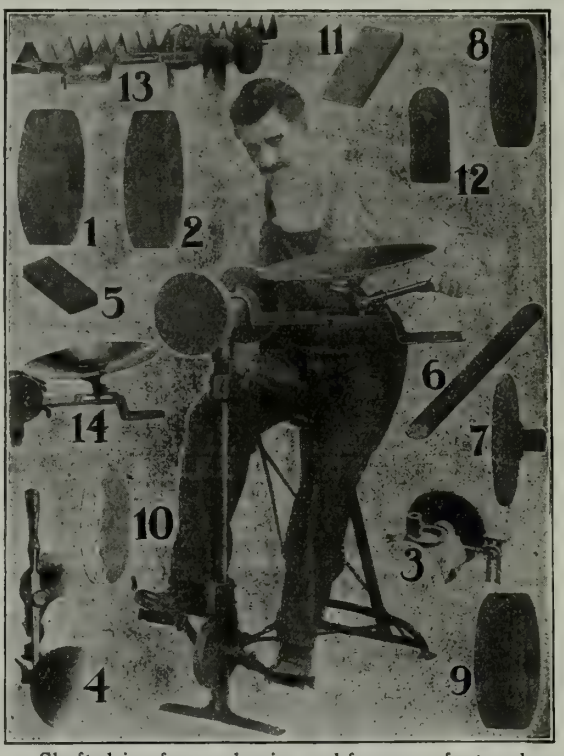
Stocks at

Toronto, Montreal, Halifax, St. John, Winnipeg, Vancouver.



"Farm Special" for grinding all Farm Tools.

No. 63.



Shaft-drive for mechanics and farmers—foot and engine power. No. 273.

LUTHER

Dimo-Grit

TOOL GRINDERS

The Luther Line includes 32 types of grinders to meet every tool sharpening need for mechanics, farmers, ranchers, machinists, carpenters and every class of tool-users. Every grinder is scientifically designed, strongly built and fully protected by patents.

25 Times Faster Than Grindstones

Dimo-Grit, the new artificial diamond abrasive, best for steel, cuts hardest steel as emery cuts copper. It peels steel away in tiny shavings instead of wearing it away like emery or the grindstone. 25 times faster than the grindstone, 10 times more efficient than emery. No need of cooling with water—no danger of drawing temper.

Shaft Drive Grinders for Farmers and Mechanics.

The Luther shaft-drive grinder is built entirely of steel and iron, with shaft drive in dust-proof housing. It sells in 4 outfits, including one for farmers and one for mechanics. The farmers' outfit includes disc and sickle grinding attachments, and other tool rests for all grinding of farm tools. The mechanics' outfit includes plane-bit and twist drill sharpening attachments, and provides for every sharpening and polishing need. Extra attachments transfer this grinder into jig and circle saws, drill, forge, lathe, milk tester, etc.

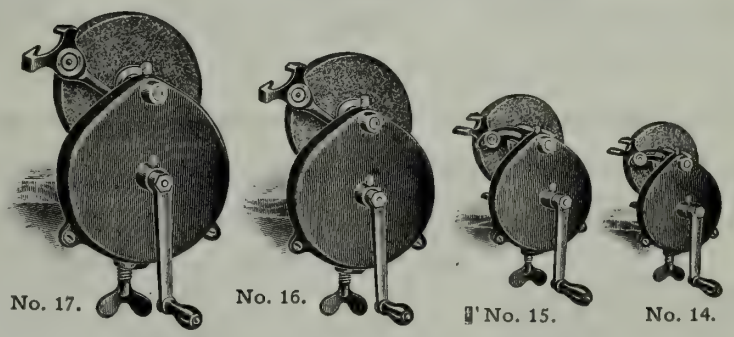
Good Profits for Dealers.

The fast-cutting Dimo-Grit wheels, the superior design and construction of Luther grinders enable dealers to make quick sales. Profits are good, and we give price protection. Write for full information about complete line.

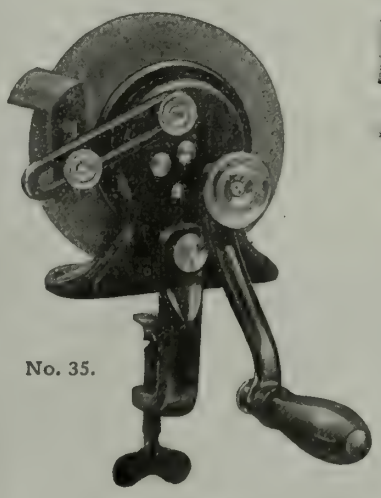
LUTHER GRINDER MFG. CO.

Dept. 139, Stroh Bldg., Milwaukee, Wis.

Canadian Distributors:—Henderson & Richardson, Montreal; Moncrieff & Endress, Ltd., Winnipeg; J. M. Kains & Co., Vancouver, B.C.

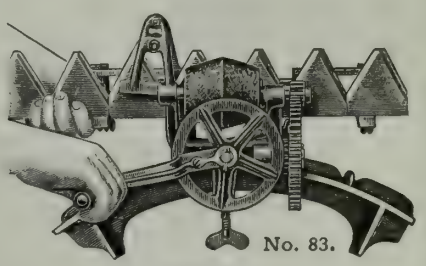


"Mechanics Special"—hand and foot power.



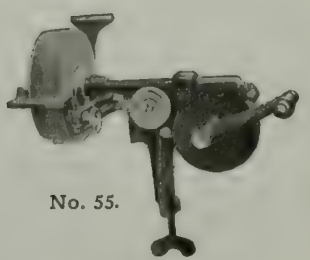
No. 35.

"Compacto"—quickly taken apart or assembled for tool chest service.



No. 83.

Spartan



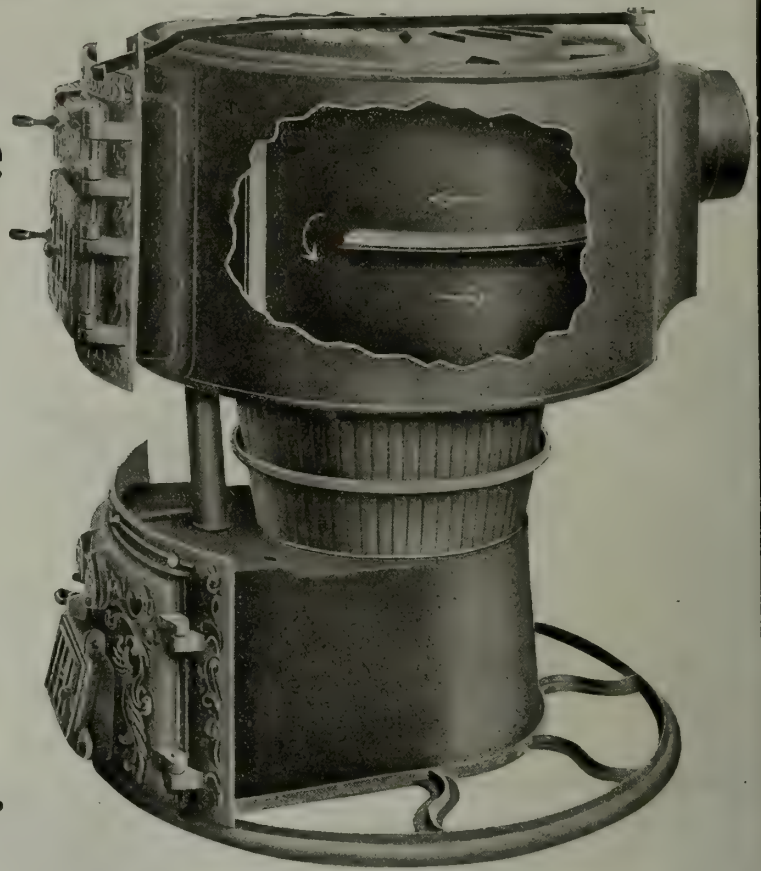
No. 55.

"Best Maide" uses every surface of wheel.

The Pilot Success Furnace

WILL WIN TRADE

Having an **extra long fire travel**, it has a distinct advantage over most other furnaces. **It preserves all the heat**—it cannot go to waste up the chimney. Keeps the home very comfortable and **saves fuel. Write us at once for full particulars** regarding **The Pilot Success**—**let us point out other quick-selling qualities.**



DO NOT DELAY

The Hall Zryd Foundry Co., Ltd.

HESPELER, ONTARIO

ALL YOUR CUSTOMERS WILL WANT THIS



Here Is What Has Been Needed to Make Perfect the Equipment of Fireless Cookers

"IDEAL" TRIPLICATE PAILS OF PURE ALUMINUM

For cooking several things at one time in one compartment of a Fireless Cooker.

Freight Prepaid on First Order for one Dozen or More Sets

BIG DEMAND FOR THIS ARTICLE

TRIPLICATE PAILS OF ALUMINUM is what has been lacking to make the equipment of Fireless Cookers perfect. As always we lead with the latest and best cooking devices—things the people want. These pails are made from heavy seeets of PURE ALUMINUM, seamless and have self-locking covers. Each pail has capacity for two quarts. Three together 9½ inches in diameter. Same diameter as 8-qt. kettle.



Not only the IDEAL equipment for a Fireless Cooker (any make) but also splendid for cooking several things at one time over one burner of a GAS or OIL STOVE.

Prices: Retail $3.00 per set

Dealers $24.00 per Dozen Sets.

Made Exclusively by

THE TOLEDO COOKER CO., 1319 W. Bancroft St., TOLEDO, OHIO

LARGEST MANUFACTURERS OF COOKERS IN THE WORLD

SPECIAL OFFER COUPON FOR TRIPLICATE PAILS

TOLEDO COOKER CO., Toledo, Ohio:
I understand as a Special Introductory Offer to dealers on your Triplicate Pails of Pure Aluminum, you will PREPAY freight on first order for one dozen or more sets.

Send me .....doz. Sets
..... doz. "Lifters"
Name .....
Address .....

TERMS: 30 days, net; 2% cash, 10 days.



"IDEAL" Fireless Cook Stove

The Cooker with the "Water Seal" top. Pure aluminum lining; vulcanized solid oak outer casting.

Finest built, Best Cooking, Handsomest Cooker on the Market.

Send for our catalogues and prices on Steam and Fireless Cookers. Write to-day.

For Quick and Satisfactory Sales Try

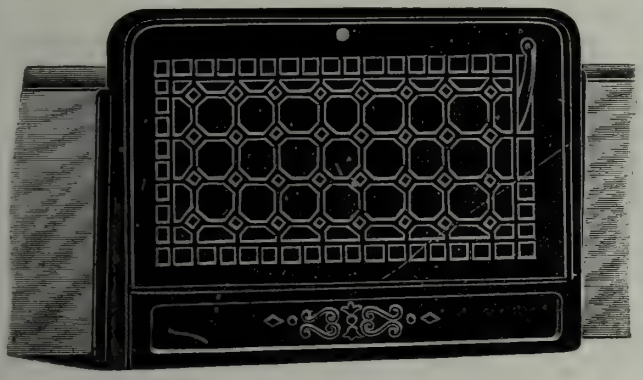
"EMPIRE"
HOT AIR REGISTERS

These are two popular and very neat designs that are sure to attract those who are interested.

The "Empire Special" Register meets the demand for a register with a large opening. Has all the qualities that are required to assure the complete satisfaction of the user.



EMPIRE SPECIAL
New design, made in full sizes from 7 x 10 to 12 x 15



MOORISH DESIGN CAST REGISTER
Made in full sizes from 7 x 10 to 12 x 15

Made in Japanned, nickel-plated and oxidized

Write us to-day for full particulars, catalogue and discounts.

Others dealers are making good profits by handling this line—you can do the same. We guarantee to please you. *Do not Delay.*

THE

Canadian Heating & Ventilating Company, Limited

OWEN SOUND :: ONTARIO

Or The Canadian Heating and Ventilating Co. Branch:
521 Henry Avenue, Winnipeg, Man.



Here is YOUR Chance

to make your range department more profitable and more satisfactory.

"Happy Thought" Ranges

are known from one side of the continent to the other and recommended by every housewife who ever used them.

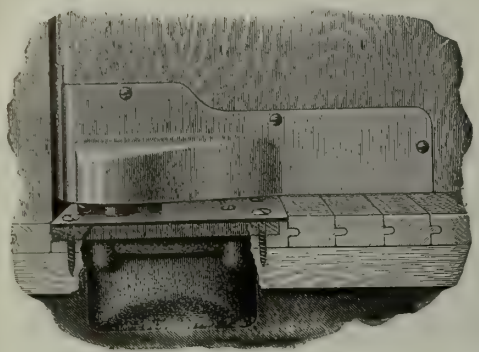
The **"HAPPY THOUGHT"** works equally well with coal or wood and gives a longer and more reliable service than any other.

This is not a claim, but a fact, and we can prove it.

Get a **"HAPPY THOUGHT"** Catalog at once. Each sale brings a good profit.

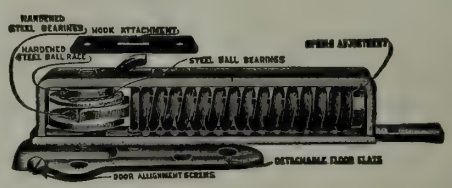
The William Buck Stove Co., Limited

Calgary Saskatoon Vancouver Brantford Montreal Winnipeg



Standard DOUBLE ACTING SPRING FLOOR HINGES

It is a door check and hinge combined.
It automatically closes the door without a slam.
It prevents children from being knocked down.
It prevents injury to hands if caught when door is closing.
It stops door exactly at center.
It holds door open automatically when desired.
It renders the action of door absolutely noiseless.
It will outwear three of the spring hinges now in common use.



REGULAR KIND

Patented—Canada, February 20, 1912.
" —United States, October 31, 1911.

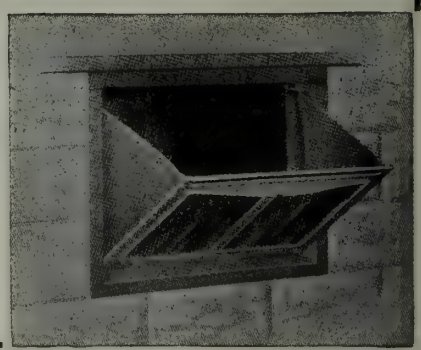
THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.



Sell This WINDOW-CHUTE

It Brings Excellent Results

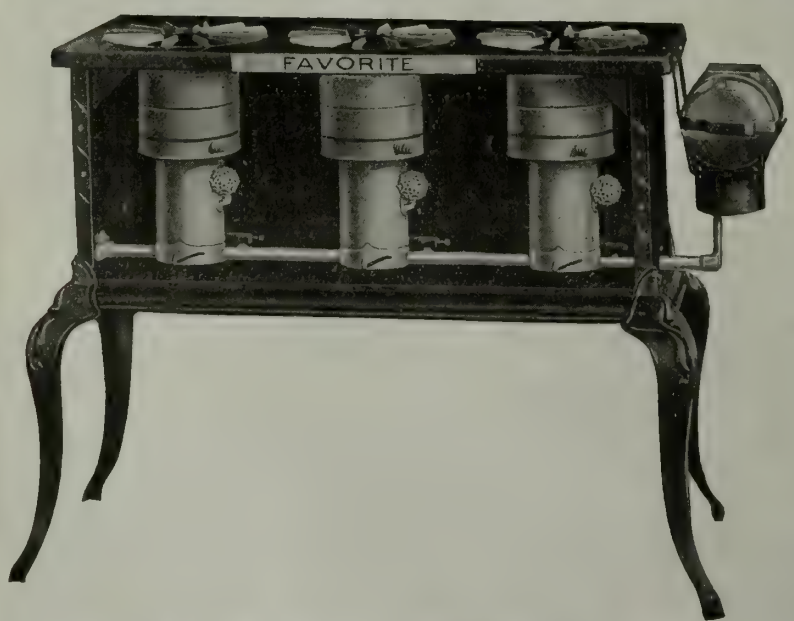
Not only a chute, but useful every day for light.
Saves the cost of a frame and sash.
No hinges on the outside, looks like and is a window.
Easiest chute on the market for the mason or carpenter to set. No slanting top or bottom.
Will not rust out, and is strong enough to support the wall above it without buckling
Locks automatically from the outside by merely closing it.
Can be opened only from the inside.
No climbing over a dirty coal pile to lock or unlock.
No bolts, hooks or clips to get out of order.
The only real window combination hopper coal-chute.



Write for prices and full particulars.

D. J. BARKER & COMPANY -:- PICTON, ONT.

"FAVORITE" Wick Oil Stoves



MAKE THESE YOUR LEADERS FOR SUMMER TRADE

We also carry a full line of

"WICKLESS" OIL STOVES

"FAVORITE" GASOLINE RANGES

JUNIOR GASOLINE STOVES AND PORTABLE OVENS

They solve the fuel problem and make summer cooking a pleasure.

WRITE FOR ILLUSTRATED CATALOGUE

FINDLAY BROS. CO., Limited, 260 Princess St. WINNIPEG

Factory: Carleton Place, Ont.

CANADIAN TUBE & IRON CO., LIMITED
Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR JOBBER FOR

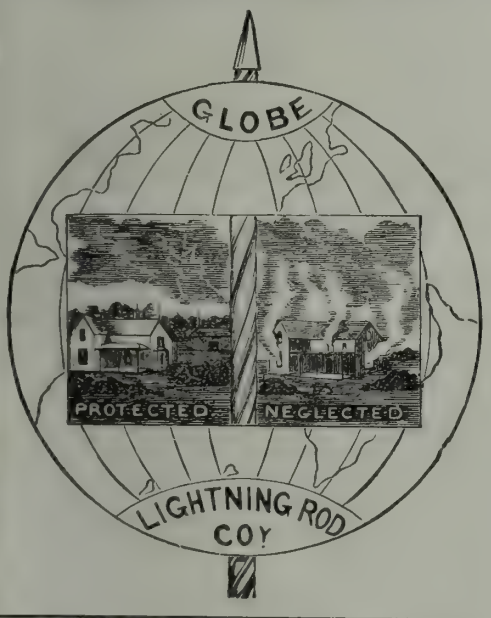
TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES
Black and Galvanized
All Sizes.

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works: Lachine Canal



WANTED—Live Dealers

TO HANDLE OUR COPPER COVERED STEEL CENTRE LIGHTNING ROD

The Oldest Established Business of this kind in Canada.

Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

WRITE TO-DAY FOR SAMPLES AND FULL PARTICULARS

Hamilton Brass Manufacturing Co.
(Successors) Limited

Hamilton, ∴ ∴ Ontario

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

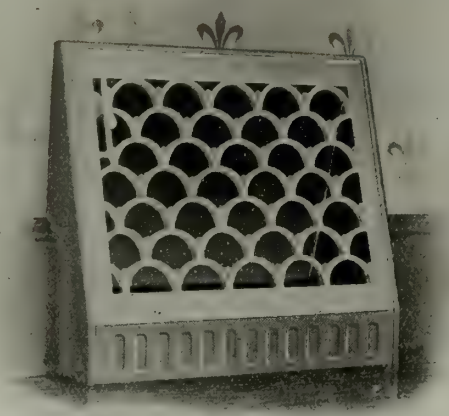
WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

THE DEFIANCE

THE MOST POWERFUL
REGISTER IN THE WORLD



Fits a stack head EIGHT INCHES deep, and accommodates either a 12 in. or a 14. in. supply pipe. Write for prices.

Canadian Ferrosteel Co., Limited

BRIDGEBURG, ONTARIO



No. 1186 Coal Grate

MANUFACTURED BY

The Ohio Foundry & Manufacturing Co.

STEUBENVILLE, OHIO, U.S.A.

Manufacturers of all styles of coal or gas burning fire-place goods, as well as andirons and wrought fire-place trimmings.

IMPERIAL --- STANDARD --- SCALES

400 Varieties Accurate, Durable, Well Finished

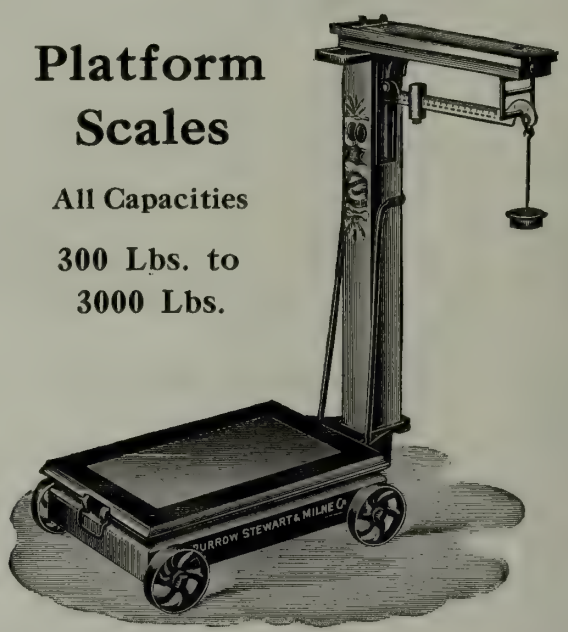
——— Send for the large 128 page catalog and prices, No. 66 ———

Butchers' Scales
Bathroom Scales
Confectioners' Scales
Dairy Scales
Druggists' Scales
Foundry Scales
Grain Warehouse Scales
Grain Elevator Scales
Grocers' Scales
Tea Scales

Platform Scales

All Capacities

300 Lbs. to 3000 Lbs.



Letter and Postal Scales
Railway Depot Scales
Railway Track Scales
Rolling Mill Scales
Salt, Meat and Fish Scales
Stock Scales
Steelyards
Weigh Beams
Union Scales
Etc.

The Burrow, Stewart & Milne Co., Limited

HEAD OFFICE AND WORKS: HAMILTON

Offices and Warehouses at Toronto, Montreal and Winnipeg



Galvanized Cornices

Skylights Ventilators

Curved Eavetrough

Special Galvanized Iron Work of All Kinds

WRITE US FOR ILLUSTRATED CATALOGUE AND PRICE LIST

THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

C 92



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.
We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List. Long Distance Phone No. 87.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of Lumber Tools

PEMBROKE, ONT.

Goodell-Pratt's

Style of 1½, 2, 3 inch.



Style of 4, 5, 6, 8, 10 inch.

RATCHET SCREW DRIVERS

One of the best reasons why you should carry in your stock and push Goodell-Pratt's Ratchet Screw Drivers is the fact that many other dealers are stocking them and finding a ready sale. The popularity of these Screw Drivers is spreading, sales are continually increasing, therefore, if you want your **Ratchet Screw Driver business to sho w a** gain, stock Goodell-Pratt's.

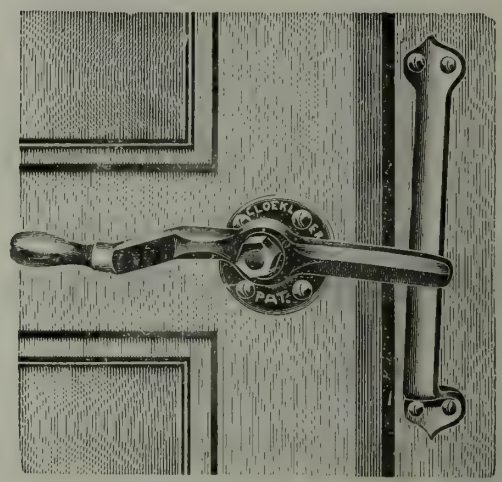
Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.

Gloekler's Patent FASTENERS

For Refrigerator Doors and Cold Storage Work

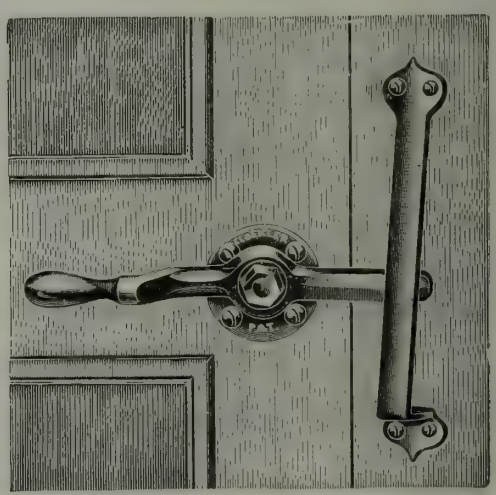


SHOWING DOOR OPEN

Simple and Easy to Operate
EASY TO SELL

These fasteners are heavy and substantially constructed and are specially adapted for heavy work. They will last a lifetime. You are certain to have calls for these, stock a few and be prepared—**don't miss a sale.**

We also make a line of Spring Fasteners, Hinges, etc., in tinned, brass and nickel plated.



SHOWING DOOR FORCED SHUT

Write for descriptive circulars and price list

Bernard Gloekler Co.

Pittsburgh, Pa. U.S.A.

Free If You Are Not Satisfied

The New Preston O. G. Square Bead Eavestroughing

We have always claimed that our eavestroughing was the best on the market, but we have gone ahead and gotten out something that is far superior to our old make. Now we can claim that we can't be beat when it comes to our eavestrough.

Some time ago we advised all the trade that we were manufacturing O. G. Square Bead eavestroughing by machinery which assured absolute uniformity in shape, but it developed that our machinery was not heavy enough to produce as sharp a bead as we desired. We have now perfected and patented automatic steel dies to fit our large power press and we now guarantee a trough superior in shape, appearance and fit to any other on the market.

You can save time and solder in the erection of this eavetrough FOR EVERY PIECE IS EXACTLY THE SAME and fits snug and tight. There are more profits for you and more satisfaction if you use our make. See our special offer below and take advantage of it at once.

Cut out this ad. and mail it to us to-day with your order for 250 feet of our new O. G. S. B. Eavestrough and if it is not exactly as we represent it we will make you a present of it. This offer is good for thirty days.

THE METAL SHINGLE & SIDING CO. LTD

MENTION HARDWARE AND METAL

PRESTON ONT. MONTREAL QUE.

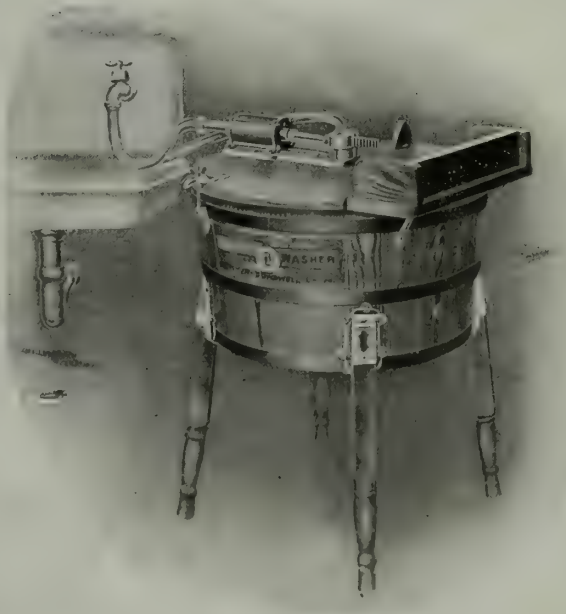
You Can Sell These Machines NOW!

They're hot weather washers because they wash clothes thoroughly without any labor

They Run Themselves



In every house where running water is available there is a possible purchaser.



MADE BY

Cummer-Dowswell, Limited

HAMILTON, ONTARIO

Agents:
W. L. Haldimand & Son, MONTREAL
H. F. Moulden & Son, WINNIPEG

Quality Goods for Business Builders

McClary's

1912 GAS RANGES

Our 1912 Series Gas Ranges embraces lines suitable for Palace or Cottage

In quality, style and finish, they outdistance all other Gas Ranges.

For economy of gas and labor they are unsurpassed.



Illustration shows
Style E. S. No. 256

New bright black enamel finish that lasts.

Specially selected, hammered blue finished steel oven doors.

Neat designs of nickel trimmings throughout.

White enamelled broiler pan and match trays.

The style and finish of this range makes selling easy.

The quality of the range, and its economical working, pleases users and brings new customers. That's the foundation of successful business building. It's quality that does it.

GET SAMPLES RIGHT AWAY

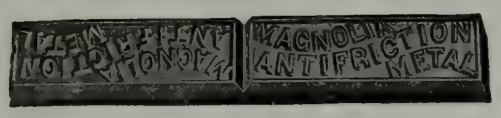
When **you** see the samples **we'll** get your stock order.

"McClary" on Goods is a Quality Name.

McClary's

McCLARY'S SHIP QUICK.

Toronto, Montreal, London, Vancouver, St. John, N.B.
Hamilton, Winnipeg, Calgary, Saskatoon



MAGNOLIA

UNIVERSALLY SPOKEN OF AS THE "OLD RELIABLE"

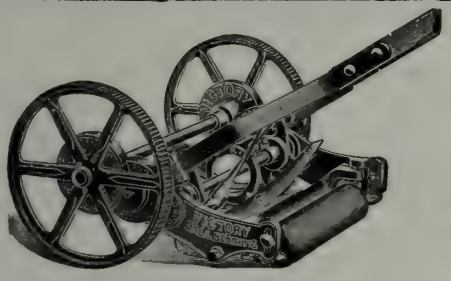
SOLD BY LEADING DEALERS EVERYWHERE OR BY



MAGNOLIA METAL CO.

Office and Factory 225 St. Ambroise Street Montreal



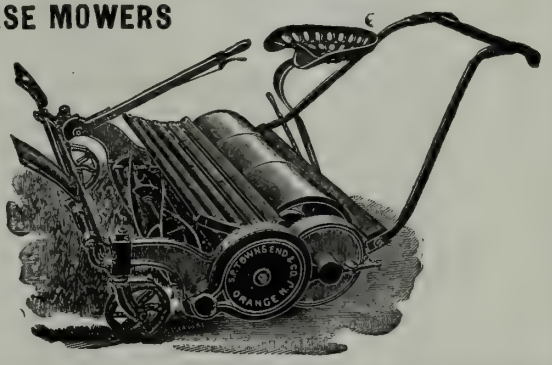


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

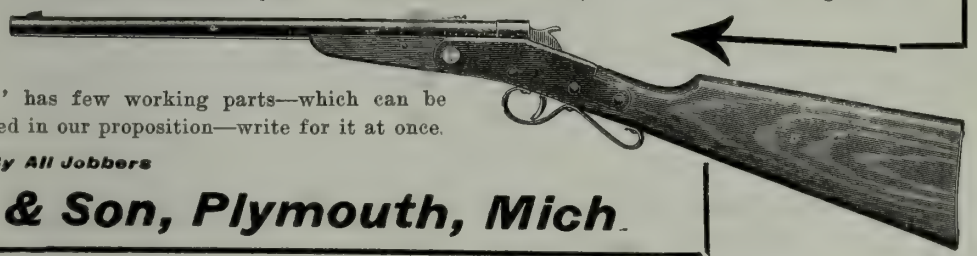
S. P. Townsend & Co.

ORANGE, N. J.

You Can Hit the Increased Prosperity Mark

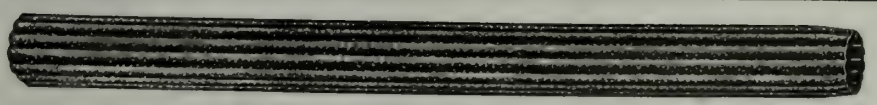
By recommending and selling the **HAMILTON RIFLE**

The "**HAMILTON**" is beyond all doubt the best rifle for the price on the market. Its finish, construction and design make it a very attractive line to handle —a line that sells on sight and meets with complete approval wherever used. The "**HAMILTON**" has few working parts—which can be easily kept clean. You will be interested in our proposition—write for it at once.



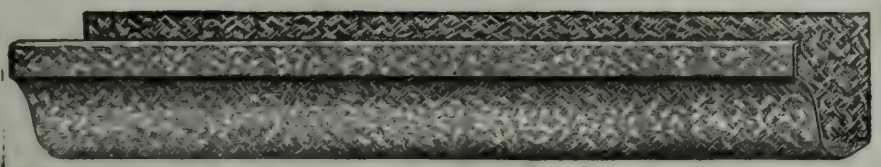
For Sale By All Jobbers

C. J. Hamilton & Son, Plymouth, Mich.



Our eavetrough and conductor pipe continue to be the easiest fitting to be found anywhere.

Corrugated iron skylights, elbows, valleys and ridge roll, &c.



WHEELER & BAIN

THE QUICK SHIPPERS

TORONTO

MADE ONLY BY
YALE
YALE AND TOWNE



THE man who is looking for a good padlock is looking for one thing more—the name Yale on the lock he buys. And for this reason Yale padlocks are as much of a staple with the progressive hardware dealer as potatoes are with a grocer.

Yale Products sold in Canada are now made in Canada. We are backing our Canadian dealers with active advertising in the Canadian magazines. We offer free these further aids:

Newspaper Advertisements	Window Displays	Printed Matter
supplied in plate form, ready for you to use in your local papers.	that attract and convince, designed by our expert in show-window salesmanship.	describing and explaining Yale Products, for you to send or give to prospective customers.

Dealers' Helps are shown and described in our booklet "Yale in Canada"
Have you received a copy? If not, write for it

Canadian Yale & Towne Limited

Makers of YALE Products in Canada: Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

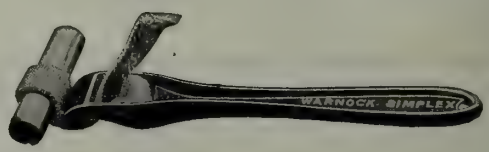
General Offices and Works, St. Catharines, Ont.

C54-3

EVERY DEALER

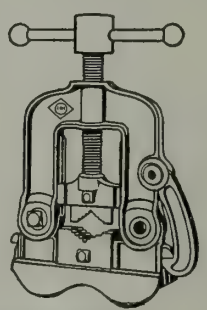
should investigate the convenience of our line of

Plumbers' and Steamfitters' Tools



WARNOCK SIMPLEX WRENCH

This is the simplest Strap Wrench made—a handle—a strap—a wedge. For use with brass or nickel plated pipe and tube. Both ends of straight unlooped strap can be used, thus getting double wear.



STANDARD HINGED PIPE VISE

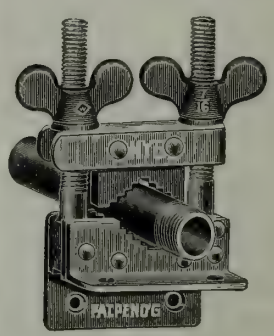
No. 1 takes ⅛ to 2½ in. pipe.
No. 2 takes ⅛ to 3½ in. pipe.

Stillson, Trimo and Cochrane Pipe Wrenches

Vulcan, Trimo and Spartan Chain Wrenches

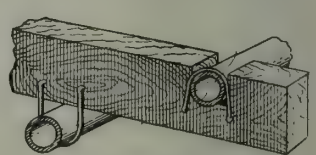
Brown's and Common Pipe Tongs

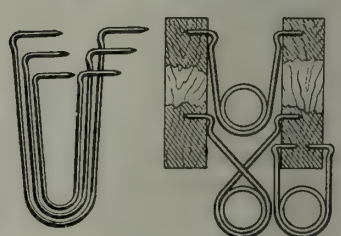
Solid and Adjustable Stocks and Dies, &c.



NYE POCKET VISE

Very strong and effective. Can be easily carried in coat pocket, being very light and compact. Ideal for repair work. Will last a lifetime. Takes ⅛ to 1¼ in. pipe and ⅛ in. to 2 inch.





PAT. JULY 11, 1893.

REZNOR PIPE HOOKS

Cheap, strong and very durable. Every dealer will handle them.

The James Morrison Brass Mfg. Co., Ltd.

Manufacturers and dealers in a complete line of Plumbing and Heating Supplies.

93-97 Adelaide Street West, - Toronto

25% TRADE DISCOUNT

— OFF PRICE LIST "A-17" —

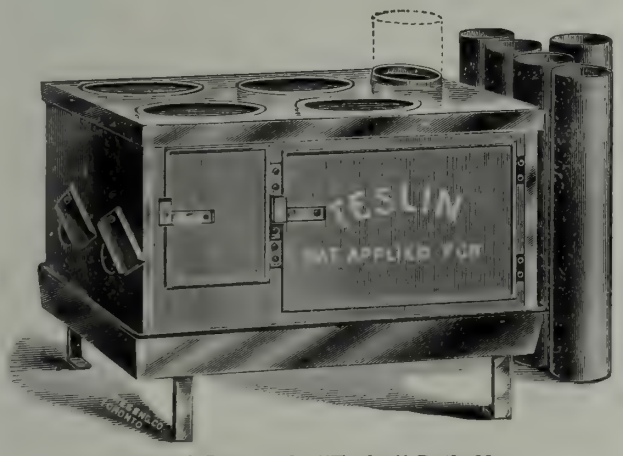
METAL CEILINGS & WALLS

WRITE US FOR THIS LIST

The Galt Art Metal Co., Limited (Dept "C")

GALT, ONT.

McClary's — McClary's



Cut of Four Hole "Teslin" Built Up.

ORDER NOW.

CAMP STOVES

Every Camping Party requires one or more of these, and the season is on.

Supply the prospective campers in your town.

IT'S A PROFITABLE LINE TO HANDLE.

Many styles and sizes; built-up or in knock-down form, with nestable pipe.

McClary's

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon



GREENING'S
COW TIES
ARE THE

Lightest, Strongest and Best Chains on the market.
Made in six sizes and six styles.
Also Halter, Dog, Kennel, Tie Out and Trace Chains.



Tie Out Chains.



Greening's Special Cow Tie.

MANUFACTURED BY

The B. Greening Wire Co.

LIMITED

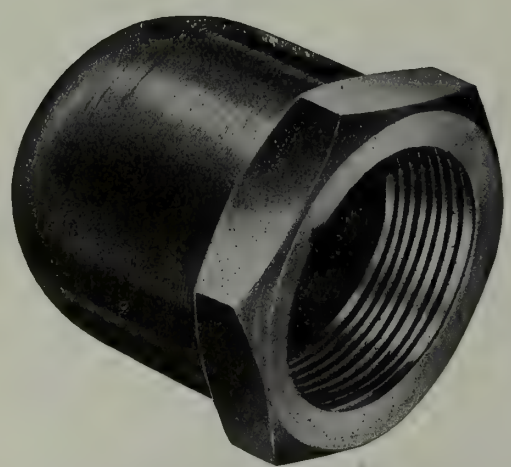
HAMILTON, Ont. - - - MONTREAL, Que.



Trace Chains.



Halter, Dog and Kennel Chains.



DO YOU USE MILLED PARTS?

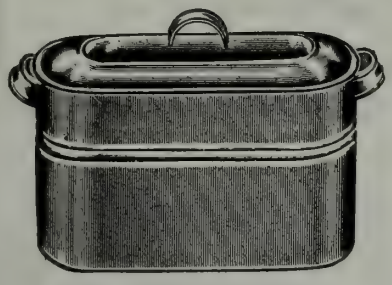
When consumers place their orders for Namco products they are sure of excellent service and quality. Any kind of a milled part in iron, brass, or steel made to specifications. Rigidly inspected before leaving our factory. Special price on large amounts of a kind.

Regular Cap and Set Screws, and Nuts of all sizes carried in complete stock at our factory. They will be shipped immediately on receipt of your order. Our contract proposition will interest you. Booklet?

THE NATIONAL-ACME MANUFACTURING COMPANY

MONTREAL, ST. HENRI & G.T.R.

WASH BOILERS That Will Prove Rapid Sellers



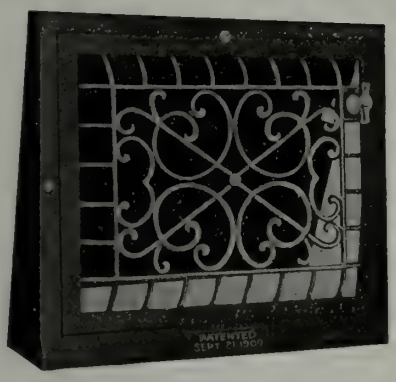
These boilers are positively hand made from start to finish.

Each one has a heavy steel wire rod which assures strength and durability.

All seams are carefully soldered. We make all grades of Copper, Tin and Galvanized ware, each guaranteed to give the buyer his money's worth.

Write for catalog on all our lines—our prices will interest you.

SOREN BROS., Cor. King & Niagara Sts., Toronto



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

DISSTON

Quality Tells

The mechanic using

DISSTON

SAWS, TOOLS and FILES

obtains those full and satisfying results which make him an earnest advocate of the DISSTON BRAND.

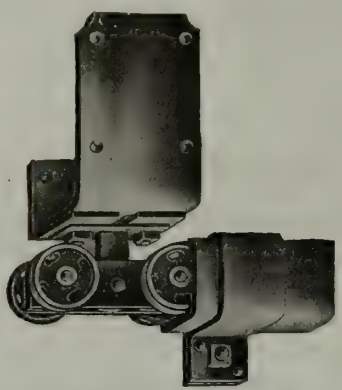
HENRY DISSTON & SONS
INCORPORATED
Keystone Saw, Tool, Steel & File Works
Established 1840 PHILADELPHIA, PA.

The Automobile and the Ox-Cart

Both get there—but what a difference in satisfaction.

Likewise, there is a vast difference in Door Hanger satisfaction.

The space here is too small to tell the many advantages of the R-W line—so write to-day for our catalogue, telling the whole story.



Our No. 20 R-W Gem Roller Bearing Trolley Door Hanger.

A Hanger for Every Door That Slides

Richards-Wilcox

MANUFACTURING CO.
AURORA, ILL. U.S.A.

Robert Sorby's

Celebrated Kangaroo Brand

TOOLS

OF ALL KINDS

TRADE MARK

TRADE MARK



Lists and Prices from

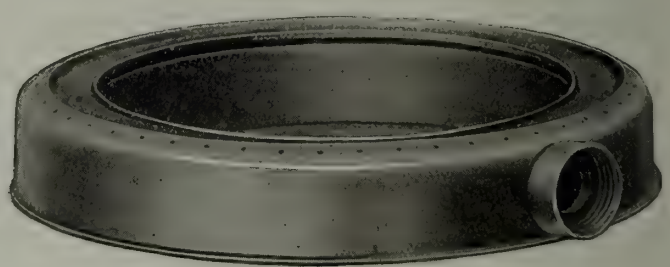
Robert Sorby & Sons, Ltd.

SHEFFIELD ENGLAND

Canadian Representative:
GEO. H. SAYWELL, 61-3 Albert St., WINNIPEG

Local Agents at
Toronto, Calgary, Vancouver and Saskatoon

The "Fountain" LAWN SPRINKLER



"A SPRINKLER That Every Household Can Afford To Buy"

Try it on your own lawn—Your customers will ask "where can I get one like it?"

It Really Imitates Nature

Made of brass, handsomely polished, thoroughly good and "looks it"

With Every Order of SIX SPRAYERS You Get a Very Attractive DISPLAY BOX

which makes selling easy—Your jobber has it, ask him and be sure to specify the "Marysville Fountain"—The original and only sprinkler with

The "Mist-Like Spray"

The Standard Stamping Co.

No. 501 MAIN ST., MARYSVILLE, OHIO.

THERMOS BOTTLE WEATHER

IS THERE



Prices on Thermos Bottles are wonderfully low just now.

Almost every camper's outfit has two or more of these wonderful bottles, for they keep liquids cold three days, or hot for 24 hours, adding much to the camper's or holiday-seeker's comfort.

For iced drinks, cold milk, baby's food, there is no substitute for them.

We have large stock of Standard Separable type, in which new glass part may be inserted very readily without tools. Full nickel-plated.

Pint or Quart sizes.

Black Japanned Body type, nickelled cup and shoulder. New interior may be inserted in case of breakage. Fitted with American glass filler.

Pint or Quart sizes.

READY FOR IMMEDIATE SHIPMENT

Caverhill Learmont & Co.

MONTREAL



ROGERS' PORTLAND CEMENT

PAYS AN ATTRACTIVE PROFIT

This is a cement that is specified by most contractors because it has greater enduring qualities and more uniform set than most other brands.

Stock a trial order at once, display it in a prominent place, do a little advertising, and you will get splendid results. **We help you to get started.**

Our prices are reasonable. **Our service quick**

ALFRED ROGERS LIMITED

28 West King Street, TORONTO

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG



THIS WASHER Appeals to Women

because of the recent improved features that make it the most efficient and convenient washer sold at the price.

CONNOR

Ball Bearing Washer

will make your washing machine dept. a success and a big dividend earner. Many progressive dealers have doubled their washing machine sales since taking hold of the Connor Ball Bearing Washer. You can do equally as well. Drop a card for our new catalog.

J. H. Connor & Son, Ltd., Ottawa, Ont.



"QUEEN'S HEAD"
Galvanized Iron

Its popularity never diminishes.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

INGOT METALS

Aluminum **Antimony**

Copper **Spelter**

Lead **Tin**

For Lowest Prices and Prompt Deliveries

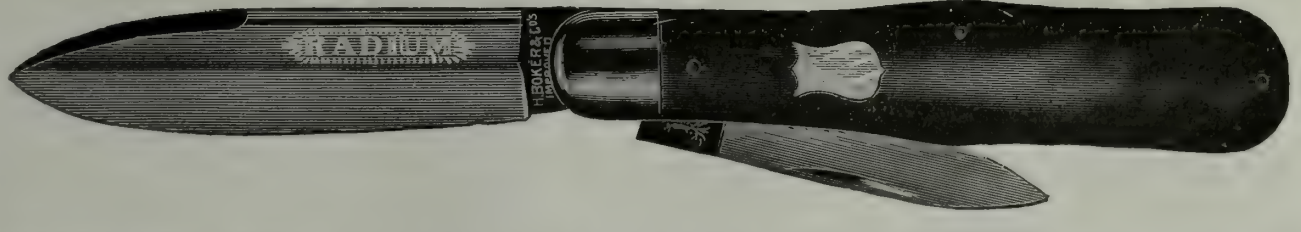
Enquire from "The House for Metals."

A. C. LESLIE & CO., Limited
MONTREAL

Quality in Cutlery

In No Other Line of Goods is Quality so Hard to Detect Without an Actual Test As in Cutlery

Boker's "Tree Brand" Has Stood the Test



You could obtain inferior cutlery which would, to all outward appearances, resemble "Tree" Brand and you could sell these inferior goods at fully one-third the prices asked for "Tree" Brand, but for actual use and practical value would not in any way resemble the "Tree" Brand line. The quality in cutlery is hidden to the average purchaser, as the value and cost lie in the material, tempering and grinding more than in the style and finish. Insist on having Boker's "Tree" Brand Cutlery if you wish to work up a profitable and a high-class cutlery trade.

For Sale by Every Wholesale Hardware Firm in Canada




DOMINION
LESS PRICE---MORE FORCE
AMMUNITION

What you want, PRICE and QUALITY

We Have Both { Lowest Price / Highest Quality

You Save Money by Using Dominion Cartridges.
You Save Cartridges, Shooting Your Game with the Dominion Make.

DOMINION CARTRIDGE CO., LIMITED
MONTREAL, QUE.




An Ad. for Ontario

ANTI-DUST

DISINFECTANT SWEEPING POWDER

is now handled by our Distributors for Ontario
the MacLaren Imperial Cheese Co, Limited
Toronto

ANTI-DUST possesses the extraordinary qualities of being a strong disinfectant, killing moths and desease germs and yet has a clean wholesome smell of pine trees. Its effect on carpets is remarkable. You should share in some of the record-making sales. Write the Imperial Cheese Co. Limited for details

SAPHO MFG CO, LIMITED MONTREAL P.Q.

Value of Tinshop Taught by Test

Earnings of the Department Much More Than Meet the Full Expenses of Doing Business. In this One Case at Least the Operation of a Tin Shop and Hardware Store Together Has Proved Beneficial to Both — Tweed Tin Shop Proves Its Worth.

Written for Hardware and Metal by C. F. Fawcett, Tweed.

HEARING other hardwaremen questioning the advisability of operating a tinshop in connection with a hardware store, and reading opinions of others which indicated that they too doubted whether a tinshop brought real profit to a hardware man, I became interested in the problem. I had been operating a tinshop, as well as a hardware store, and had been satisfied that both were yielding me a fair profit, but those opinions of others made me anxious to hvae more accurate knowledge. As a result, I started, in February, a test of the tinshop. I have been watching the results now for six months, and can say, unhesitatingly, that our tinshop pays. Perhaps a tinshop might not pay others—doing business under different circumstances—but it pays us here in Tweed.

Made Proper Changes.

Before we started the test—or rather as a preliminary step—we took stock of all the goods in the tinshop. These were charged against it, as were the tools and plant generally. A rent was charged for the building—such a rent as we would have had to pay had we been getting it from an outsider. The insurance on the building was also charged against the tinshop. The books for the tinshop and the hardware store were to be kept separately, and we wanted to have assets and liabilities clearly defined at the start.

As the test has run along there have been a number of other charges entered against the tinshop. The wages of the men working there are, of course, a debt on it. New tools, bought from time to time, are also charged against it; as is all material bought.

Careful Account Kept.

But while these charges make it necessary that the tinshop should do a good volume of business at a good margin of profit, in order to pay us any net profit, the results have shown that this required volume and this required margin of profit have been reached. Careful account of every bit of work turned out by the tinshop has been kept, and there is no doubt we have been the gainers. The tinshop has meant money for us.

Our foreman has entered into the spirit of the test. He has made memoranda of every job undertaken, and has noted the material used. The time devoted to the work is put down; the amount received for the work is entered. Figures enough are here, then, to determine the profit on each job. Interest and rent are made monthly charges; so, taking into consideration the profits on the various jobs, and the overhead expenses which must be met, we can easily determine what our net month's profit has been. There has not been a single month that the tinshop has not paid us handsomely.

Each Helps the Other.

I can not personally see any strength in the argument that a tinshop and a hardware store can not be run success-



A view of the interior of the store of the Fawcett Hardware Co.

fully by the same man. In a place where there was a great deal of competition, this might not be successful, but we have found that the two work finely together. It is hard to prove this, but I am confident that both our tinshop and our hardware store pay us better than either of them would were we operating that one alone. In other words, I believe the tinshop helps the hardware store, and that the hardware store helped the tinshop.

We have done a good deal of contract work lately, agreeing to furnish a house with all hardware required, and to do the tin work, eave-troughing, furnace work, etc. Without the tinshop we would be unable to get such contracts, and there would be a good chance that we would not get the order for the builder's hardware.

Did Not Help Sale of Paint.

I had thought, when I commenced this test, that the tinshop would help the sale



C. F. FAWCETT.

of paint. That may be so, but we have not been able to trace any close relation between business in these too departments. That is a little disappointing, but on the other hand the tinshop has helped the sale of iron pumps, lead and iron pipe, milk cans, pails, and similar articles.

In similar ways, the hardware store has aided the tinshop. People have come for some tin goods. We have shown these and have said that they were made in our own tinshop. That paves the way, and the customers often ask what we would charge to do a certain bit of work. Several jobs have been secured in just such a manner.

One thing is somewhat difficult in running the two stores—that is to keep the accounts absolutely separate. So often they seem to overlap. For instance in contract work, where eave-troughing, roofing and furnace work are being done, and builder's hardware installed, the estimate will be given in a lump. But the accounts must be kept separate in our books, for a part of the sum received must be credited to the hardware department, in payment for the builder's hardware, and the rest must go to the tinshop.

After all, though, this is not so very difficult, for in making up the estimate we naturally figure, "the roofing will be so much, the eave-troughing so much, the builder's hardware so much." We can, therefore, easily divide the amount received as payment in the same way.

Inter-department Buying.

A more difficult problem we found—that of charging against the tinshop articles received from the hardware store, and vice versa. I am not certain that we adopted the perfect method of doing this, but it seemed best to us. What the tinshop got from the hardware store it was paid for, buit was paid only the cost price. On the other hand, what the hardware store got from the tinshop it paid for only at cost price.

There has been considerable exchange of goods between these two departments, which we have endeavored to keep entirely separate as far as bookkeeping goes. I think the transactions have been about even, and therefore neither unit has profited disproportionately by reason of the cost buying. Perhaps the hardware store has had a little the best of it, as it has used a larger number of milk cans and pails turned out by the tinshop. But however this may be, the tinshop has proved its worth. It is a money-maker and a business-bringer. It has not harmed our hardware business, but has only helped it.

The test we have made has been successful in every way. I think, though, it has now outgrown the proportions of the test. I believe running the departments separately, as we have done recently, is the proper way. It enables constant account being kept of the tinshop. We intend to continue this system.

The Elimination of the Wooden Counter

It was useful At One Time As the Convenient Receptacle for the Demijohn—Now it Keeps Salesman and Customer Apart —It is Particularly Out of Place in the Paint Department.

Written for Hardware and Metal by H. E. Milhell, of the Imperial Varnish and Color Co., Toronto.

The old wooden counter has been for a long time an actual hindrance in modern retailing. In its day it served a good purpose when the merchant sold what he claimed to sell over the counter to the parson, and brought out the rum and whiskey from the cavernous opaque space underneath for the deacon. But that thing has passed Merchants are no longer hiding something on the quiet. They are selling quality goods that they need not be ashamed of, and which they want everybody to see. Lots of them would like to have everything up front. Some brilliant chap is going to come along some day and turn the retail store lay-out hind side before. Instead of 25 feet front and 100 feet back, he will have a 100 feet front and 25 feet back, and he will get away with it too. His whole store would be turned into one huge silent salesman.

However, returning to the turning out of the old wooden counter. I have so often felt that when I went into a store and the owner or his clerks clambered round behind and spread eagled their hands out before us, that at once that heavy, clumsy old counter set up a barrier to the intimacy I wished to have with the man from whom I intended to buy.

When a man wants to buy and buy right, he wants to feel towards the salesman that he has a friend who is on even footing with him, and who will advise him right in his purchase.

Take, for instance, buying paint over the old wooden counter. There you as customer, are on the outside looking in, the salesman is on the inside looking out, both glaring at each other with your can of paint looking like a bone of contention between you. Take the counter away as has been done in some cases, you and the salesman and the stock stand intimately in a nice, little, conversational, social triangle, everybody on the same footing, no barriers, as a customer you have every opportunity to promote the greatest intimacy not only with the salesman, but with the goods you intend to buy.

Now the salesman, realizing the importance of promoting such associations with his customer, and his customer with his stock, can hold him in such a manner that he is made to feel he must buy

(Concluded on page 50.)

Working Up a Big Business in Cordage

Dealers Should Endeavor to Feature Their Stock at This Time and Improve the Opportunities of Trade—Some Suggestions for Window Displays—Get "Out of the Rut" in handling this profitable Line.

These are busy days on the farm. The farmer works longer than the sun, for he is up before the solar luminary rises, and does not stop until old Sol has hidden himself again behind the horizon. He has his crops to tend, his marketing to do and his preparations to make for the rapidly approaching harvest.

With such activity in the farming sections, it follows that the demand for rope and binder twine is very heavy. There has been a good sale to date, but the trade is only nicely started. When the binder and the thresher get to work, the real consumption of binder twine will start and the hardwareman will find it difficult to supply the demands of his country customers. He will have daily, hourly calls for cordage.

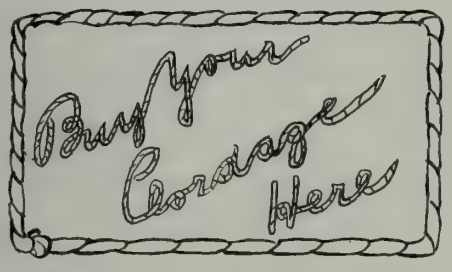
The hardwareman can reasonably expect that a certain amount of trade will come his way, whether he does anything to encourage it or not. A great many of them, unfortunately, accept this as sufficient and depend on their stock "selling itself." It is quite possible to walk into stores at the present time—or at any time during the harvest season—and not see any evidence of binder twine. If you ask for it, the salesman goes out to the storeroom for it or reaches down under the counter. There is a good stock of cordage around somewhere. Of that you cannot rest assured, but there is no visible evidence of it.

The head of a certain very well known concern which manufactures a line of goods used in every household and which advertises very extensively, was once asked the reason for the publicity propaganda of his firm. "Every person has to buy your goods anyway," it was pointed out "why go to all this trouble and expense?" "Every person would buy our goods anyway," affirmed the head of the company, "but we want them to buy MORE of our goods. We are developing the possibilities of trade in our line."

The position of the hardware dealer to his rope and cordage stock is similar to that of this concern. Every farmer has to buy cordage anyway, but the dealer should try to sell him more cordage, to develop the possibilities of trade.

It is advisable, in the first place, to keep the stock where it can be seen. This will be found valuable, if only as a reminder. The farmer will not forget that he needs a new supply of twine if he sees it as soon as he enters the store. Keep all your available supply in cavernous depths under some back counter and he may go away without remembering that he needed twine. He may not be able to run back to town, almost certainly will not, and he will be compelled to get a supply of twine elsewhere, from the country store, or from a neighbor perhaps. Wherever he gets it, the transaction will be lost to you, Mr. Dealer.

A good many dealers have been inclined to list cordage among the lines which they carry, but do not need to bother about. Not all dealers have taken this view, of course. Some have always made it a point to give a certain amount of attention to this trade; but it is doubtful if even these enlightened retailers have realized to the fullest what can be done. The writer has come across a number of window displays devoted to binder twine within the last few days, but is compelled to confess that they were all of a hackneyed pattern. A pile of bundles or balls of twine, generally in the form of a pyramid, forms the "piece de resistance" of the average display. It is not the writer's aim to disparage the work of the window trimmer in this department. These displays are undoubtedly of much value. But why not, for once, get out of the rut and try something original, something which will catch every eye? It is not only possible, but easy.



A method of utilizing cordage for use in arranging window Displays.

Here is one idea, for instance. Cover a board about two feet by five (or larger if the window permits) with felt, crepe paper or some similar material, and place the board in the centre of the window. Tack a length of rope or twine around the edge to make border. Then tack another length inside, in the form of letters, spelling out certain words, such as "Buy your Cordage here," as in the accompanying example. Arrange the rest of the window in any way that best suits the space at disposal.

The idea is simple and can be carried out without a great deal of work or trouble. It would, nevertheless, lend an original note to the display and attract attention.

Show the Strength.

The one talking point that the salesman has in handling cordage is quality. He talks the strength and durability of his goods. Now a window display is supposed to "talk" to passersby; to tell in the most emphatic manner the good qualities of the articles shown. When you are dressing a window with binder twine, try to make your display tell the public something about the strength of your twine.

This is not as hard as it may seem. Select a weight which a single strand of the twine will bear. Then place a bundle of twine in the centre of the window, detach the end and run it through a ring suspended from the ceiling. Attach the weight to the end of the twine. A showcard announcing that "Every strand of————cordage has strength equal to this," would call attention to the practical demonstration thus supplied.

If this idea were carried out, it would be well to replace the twine in use every night or at more regular intervals, for even the best will break under a continual strain.

Toured the District.

A southern Ontario hardware dealer adopted the idea two years ago of sending a member of his staff out once or twice a week to drive through the nearby farming sections. Days when business in the store seemed a little slack would be selected. The rig would be loaded with rope and twine, and the clerk would call on all the farmers in the part that he visited. He would always make a number of sales, for some of the farmers would be out of cordage and would be pleased at the opportunity to secure more without hitching up and driving into town. He generally managed to sell out his supply, in fact, and this more than paid the expenses of the trip.

The chief advantage of this lay in the fact, however, that when these customers did come to the city, they would seek out the store of this dealer. Also the canvasser found out other wants of the men he called upon and this led to sales.

The days of big business in cordage are now at hand. Why not endeavor to make the most of the trade?

HARDWARE AND METAL

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BUSINESS PROSPECTS GOOD.

The business outlook is good. Although the present year was started with an abundance of confidence on all sides, certain conditions have arisen since to cause men to consider the situation again to see if they were really justified in their early optimism. The fact that the prosperity predicted in the United States has not been realized to the fullest extent, due probably to the elections, would affect trade conditions here, it was feared. In addition, the weather has not been uniformly favorable. As a final reason, rumors of impending depression have been heard, the prophets varying in their estimates of the date of the likely arrival from 1914 to 1917.

For these reasons, men have been inclined not to take so much for granted the presence of prosperity but rather to look for proofs. They have had no difficulty in finding the proofs. Trade was never better, all lines sharing in the activity. Building operations are on a more extensive scale than ever before, crops promise to be fairly good, and big business is being done in all lines. If present conditions are any criterion, the fall will see a remarkable stimulation in buying. All that is needed to insure the swing of the pendulum to the farthest limit on the side of prosperity is a good crop in the West.

Tangible proofs of the healthy state of trade are provided by the reports of wholesalers. It is stated that the amount of business done during the month of June was largely in excess of records for past years. Bank clearings in Winnipeg for June equalled $117,104,297, as compared with $86,401,007 in June, 1911, and $69,889,227 in the corresponding month of 1910. These figures are significant. They tell the story of a great development in national business.

It is now practically certain that Canadian trade has reached the stage where it refuses to be affected by the ups and downs of our American cousins. A strike in an iron foundry, a run on a bank, a report of crop failure in some Western point, and an assault on stocks on Wall Street may depress conditions on the other side of the line, but the result finds no reflection in this country.

NEARING THE EIGHT CENT MARK.

It is perhaps poor consolation to think that one has only one's self to blame for any reverse. Yet this thought may have a chastening effect which will work for ultimate good.

Certainly dealers have only themselves to blame if they have been caught by the recent advance in white lead, made Friday of last week. That this advance was coming was predicted for weeks. When white lead was selling at $7.00, it was prophesied that there would be a large advance, and that 8c lead might be considered a possibility. Advance after advance has come, and now, owing to this latest rise of 25c, the product is being marketed in Montreal at $7.65—some brands considerably higher.

Those dealers who contracted for their supply when the advance became certain are the gainers now. The manufacturers will fulfill their obligations. Those who paid no attention to the predictions—thinking that the market must fall, rather than rise—must pay the price of their carelessness.

This most recent advance is due to the old cause—a considerable rise in the cost of pig lead. To protect themselves the manufacturers had to make the advance, They will fill their old contracts at the old figures, but new agreements must be made on the new basis.

This is a case where the wideawake dealer is reaping his profits. It may be that there is never a time when it is too late to mend, but there does come a time which is too late to buy to real advantage.

THE VALUE OF A TEST.

"I wonder if the tinshop does pay me," said Mr. Fawcett, of Tweed, to himself, having heard many of his fellow hardwaremen declare that such a branch was not in the best interests of a hardware business. "I'll find out," he answered himself; and immediately started a test of the tinshop, details of which Mr. Fawcett gives elsewhere in this issue.

Such a step as this might well be adopted by other hardwaremen. Mr. Fawcett isolated the tinshop, as it were—making it stand on its own footing, and show results. Had the department proved a money loser instead of a money maker and business bringer, Mr. Fawcett would certainly have taken some speedy action. He would have investigated his methods, to find if the fault lay there. If this were not the case, he would have closed the tinshop.

Other lines would lend themselves almost equally well to such a test. Is there in your store a class of goods which causes you to wonder whether it pays you or not? Why not put it to the test? Charge against it a fair share of the rent. Charge against it a part of the insurance. Charge against it a portion of the clerking expenses. Then see if the sales yield a profit which covers these charges, and if they leave something over for profit.

The test cannot properly be made in any short period. There must be time given for the fluctuations of business to work out fairly. One month might be a bad one for the line being tested—but in six months the average will be about correct.

If, after a thorough test, the dealer should find that this particular class of goods was failing to yield him a proper return—or perhaps any return at all—he would then be face to face with a problem—a problem which would need speedy settlement. Would he continue to carry that line?

In facing such a problem, a dealer would need to bear in mind several things. He cannot afford to carry only those lines which yield him a good profit. For some reason which is hard to explain, nails are now cut so low that they yield the retailer a profit which shows only as a decimal point. But could the hardwareman refuse to handle nails? Most assuredly he could not. If he could not supply his customers with these, he would not have a chance to supply them with other lines.

There are similar lines—goods which must be carried even if they do yield little or no net profit. The dealer

would therefore have to determine if the class of goods which he had tested and found wanting belonged to this indispensable class. If so, he would have to continue to carry them—but he might well put them in a less prominent place. Let them remain near the back, where space is not so valuable, but where they could be quickly found when wanted. There is not a great deal of use pushing a line which does not bring real profit. Anyway, these staple articles do not need as much pushing as some others. People who need them buy them.

But if the tested article is not a necessity—then, it being a money loser, or at any rate not a money maker, should be discarded. The room accorded it should be given over to profit-bringers . There is but little use for drones in an up-to-date hardware store. A few tests to determine the drones would be a great thing. The tests would have to be individual, for no two men's business are alike. What proved a money-loser for one dealer might be a profit-bringer for another.

POINTED EDITORIALS.

Plumbing goods are about to rise. The early buyer will get the plum.

* * *

Just at present white lead and mercury seem to have a great deal in common.

* * *

The electric fan is the most popular article on sale in the hardware store nowadays.

* * *

The most popular resort these days is the bath. Anything pertaining to the bathroom, therefore, is appropriate in the window.

* * *

In this practical age, idle theories go by the board. The test or demonstration is the thing. Proof is wanted, not mere surmises.

* * *

From the manner of quite a few hardwaremen we know, they must have become affiliated recently with the Hookworms of the World.

* * *

The problem of distribution does not worry the trade in Canada to any extent. The problem here is to get the goods to supply the demand.

* * *

The fly isn't the only thing that should be swatted. How about that pesky "lazy germ" which starts to make itself felt as soon as the mercury crawls up any height?

* * *

To talk of coal stoves when the thermometer is at 90 in the shade and the humidity at 1000 everywhere, may seem out of place. But, nevertheless, isn't it time you were planning your fall campaign, Mr. Dealer?

* * *

Warm weather has one advantage. It stimulates demand in some lines that the hardware dealer carries. Still, some heavyweight members of the trade would rather not have the business at the price of so much bodily discomfort.

* * *

Spray, brothers, spray,
The bugs grow fast;

The poem of a well known Canadian hardwareman which begins thus, comes to mind. It certainly is time to get the sprayer at work. The plague of bugs has begun.

Distribution Problem

The biggest question facing the hardware trade in the United States at the present time is the problem of distribution. Conditions are beginning to show congestion there. The expansion of industry has brought about a mushroom growth of manufacturers and jobbers. Every section of the country is covered, and re-covered by salesmen traveling for hardware firms. A huge dragnet has been spread. It is said that in some sections retailers have the representatives of from 10 to 14 jobbing firms calling upon them every week!

This condition of affairs is far from satisfactory from any standpoint. In the first place, the retailer loses too much time listening to traveling men. He is hunted from pillar to post. When a man enters the store, the dealer does not know whether to go forward with a glad smile to greet a customer or to make a hasty exit out the rear.

In the second place—and this is where the rub comes—there is too much overlapping as a result of this strenuous and multifold competition. More money is spent before the goods reach the retailer than would be the case if the overlapping could be eliminated. As a further disturbing element, the catalogue houses are very active, and bitter complaint is frequently made that there is discrimination in their favor.

The old system of distribution was, briefly: Manufacturer to jobber, jobber to retailer, retailer to consumer. This is the logical, the quickest and most economical method of marketing goods. It has become not uncommon over there, however, for some manufacturers to sell direct to the trade and to the consumer, for jobbers to go into the retail business, and for retailers to do a little jobbing.

Out of the somewhat chaotic conditions thus created has arisen an insistent demand for improvement in the system of distribution. Some have openly contended that the jobber should be eliminated, paving the way to direct relations between manufacturer and retailer, and cutting off the middle profit. There has been talk of the formation of buying syndicates among retailers; in other words, for a certain number of dealers to form themselves into a body and buy from manufacturers in bulk, as the jobber does. This suggestion has not yet, as far as we know, been put to the test. As for the jobber, it is conceded on sane consideration, that he is still a very necessary part of the commercial fabric.

The latest suggestion has been advanced by the jobbers. It is nothing more or less than a combination of the hardware jobbing interests in the country. If carried out, this plan would mean that the trade of the country would be divided up into geographical zones, and each firm would be limited to a certain territory. The number of jobbing houses would be materially reduced and, instead of having the representatives of fourteen houses calling upon him, the dealer would have one—or two or three at the most. It follows that the cost of marketing the goods would be smaller and the prices might (this is conjectural, of course) be reduced. It is pointed out that, if reductions could be brought about by this means, the dealers would be in a better position to face the competition of the catalogue houses.

The hardware trade has been stirred up over this problem as never before. The trade newspapers have taken it up, and have fought out divergent theories and conclusions with militant aggressiveness. Passages at arms have lent spice and variety to association conventions. And, as nothing tangible has yet been done, it is safe to assume that this is but the beginning.

Concentrate on the Display Background

Some Practical Advice From a WindowTrimmer of Long Experience—The First Impression of a Display is GainedFrom the Background—Make it a Good One—The Value of Colors and Fix-tures—Cleanliness a Great Asset.

Written for Hardware and Metal by C. H. Smith, Ashdown Hardware Co., Calgary.

"The play's the thing," according to Shakespeare. In window dressing, "the background's the thing." The success of a trim depends largely on the kind of background provided.

The winter has found that the decoration of hardware windows is no easy task. Careful thought must be given. It is not desirable for a trimmer to undertake a display without first giving it due and ample consideration and planning how he is going to make it sufficiently attractive. Sometimes a good window will be arranged off hand, but there are exceptions to every rule. These exceptions are few and far between.

The object of window displays is to attract the attention of the passerby and draw him closer to examine the window more closely. To obtain this result it is necessary above all other considerations to have an attractive background. The background gives the just impression and it will either attract or repel the passerby.

Mr. Smith was formerly with D. W. Douglas, of Campbellford, and has in past years won a deserved reputation as a window trimmer. He has often won prizes in Hardware and Metal contests.

A great many practical hints are given in the accompanying article.

Gives Long Time.

Our store windows have cased-in backs and I certainly think that by far the best results are obtained from windows constructed in this way. When arranging a trim, I spend the greater part of my time on the background and have found that it brings results.

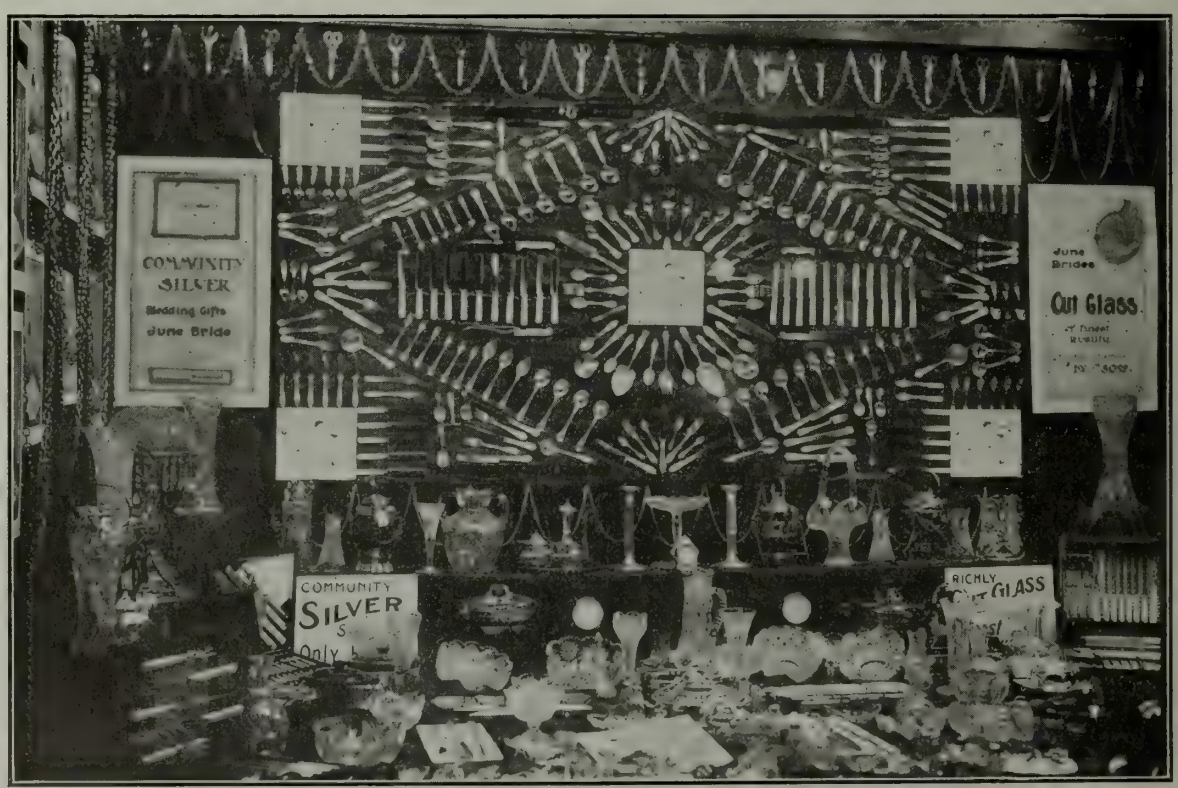
Points to be Considered.

One of the just things to be considered in arranging the background is to devise a good color scheme. Bare walls have a cold and dismal effect. About the best material to use is sateen, which is inexpensive and can be secured in a variety of colors. Two colors at least should be used in a display; sometimes three or four can be worked in to advantage.

In making background for cutlery and tool displays, I use millboard, which can be procured in sheets of various sizes. These sheets I cover with cloth and trim in the store. When making the display, the boards can be carried out and set in place. This system has been found very useful. It enables the trimmer to get ready ahead of time and to utilize his spare moments. The boards can be prepared on the floor above the store or in some part where it will not be seen or be in the road.

Once a Month.

I desire to remark in passing that cutlery makes the most attractive display possible, and also the best paying. In our store, the cutlery department is considered one of the most important, and I make it a rule to have a cutlery window at least once a month.



A June window display arranged by Mr. Smith in the Ashdown hardware store at Calgary—Note the care taken in the arrangement of the background and the resultant good effect.

Details of Background.

The accompanying illustration shows a window which we put in the first week in June. It was directed toward the wedding present trade, and certainly proved of material assistance in making sales. The details of the construction of this window, particularly with regard to the background, may be of interest. The background was covered just with red sateen. Then orange sateen was cut in diamond shape and fastened on in the centre of the space. On this diamond, cutlery of all descriptions was shown. The upper edge of the background was trimmed with brass chain, scissors being suspended in the loops made by the chain. Show cards were also used on the background where they show to the best possible advantage.

The end space was covered with orange sateen and draped with brass chain. Show cards were also displayed.

The entire bottom was covered with orange sateen and a step about a foot high was erected across the back and end, thus helping to relieve the display of any suggestion of flatness. On the bottom a variety of goods appeared—brass goods, cut glass, case cutlery, carvers and other lines, suitable for wedding gifts.

At night the window was lighted up and the goods showed to excellent effect, attracting much attention.

The Fixtures Used.

It is advisable to keep a certain number of permanent fixtures for use in arranging displays. I use pedestals and always have a number of small boxes of various sizes. These can be used in building up steps, pyramids, or any formation desired.

Do Not Overcrowd.

One of the greatest faults with many window trimmers is that they try to show too large an assortment of goods in one display. Do not overcrowd, but rather try to make every article shown stand out so that it cannot escape being seen.

It is Worth While.

Window trimming has become in the last few years a very important factor in the management of the hardware store. The merchant will find that he has an opportunity to advertise economically and with best results through his show windows. The subject is therefore, worth the closest of attention. The window trimming department should be counted as of equal importance to any other.

As stated above, the advertising secured from the show window is an economical form. It does not pay, however, to try to make it too economical. The expenditure of a small amount will enable the trimmer to improve his work wonderfully and the results will be far beyond expectations.

One of the most essential things is to see that the displays are changed enough. People get tired of looking at the same old displays day in and day out. Change often and make each display attractive. If a store has good windows regularly, people will soon learn to look for them and will even go out of their way to see them.

I may say in conclusion that cleanliness plays a very important part in window displays. Always see that the articles shown are clean and shining. Dusty and fly-specked articles are not likely to rouse people to the point of entering the store to buy. Above all things, have the plate glass spotless and highly polished at all times. Keep the windows well lighted up for displays always appear to better advantage at night.

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FUNERAL OF LATE THOS. G. DEXTER.

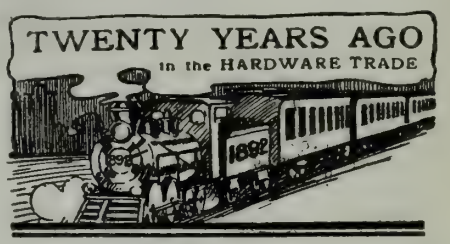
Toronto, July 5.—The funeral of the late Thomas G. Dexter took place this afternoon. It was very largely attended, for not only were all employees of H. S. Howland, Sons & Co. present, but there was a representative gathering of hardware men from all parts of the country, including many well known manufacturers and wholesalers.

The services at the family residence, 125 Huntley Street, were conducted at 2.30. Rev. Dr. Thomas, late of Jarvis Street Baptist Church being the officiating clergyman. The cortege then proceeded to Mount Pleasant Cemetery, where interment took place. The pallbearers were: Thos. G. Dexter (eldest son), J. B. McArthur, Peleg Howland, D. H. Foster, C. J. Knott, and T. B. Williamson.

The number of floral tributes received was exceptionally large, so large that it is impossible to give a list. Mention may be made, however, of the following from the various departments; a wreath from the warehouse; a basket from the traveling staff; and a wreath from the office staff.

Among the prominent men in the hardware trade present were: Cyrus A. Birge, Steel Co. of Canada, Hamilton; Adam Taylor, Taylor-Forbes Co., of Guelph; H. G. Wright, the E. T. Wright Co., Hamilton; A. Hatch, Canada Steel Goods Co., Hamilton; S. H. Alexander, Wood-Valance and Co., Hamilton; James Hardy, Jenkins & Hardy, Toronto; A. E. Gilverson and W. J. Lawson, Rice Lewis & Son, Toronto; J. B. Reade, Kennedy Hardware Co., Toronto; H. T. Hunter, Hardware and Metal, Toronto; W. L. Edmonds, Hardware and Stove Journal, Toronto; Thos. Mortimer, Toronto; George W. Howland, Toronto; W. B. Morrow, Toronto.

The offices and warehouse of H. A. Howland, Sons & Co., were closed for the afternoon, as a mark of respect, and to allow all members of the staff to attend the funeral.



The following items are taken from the files of July 16, 1892:—

This Week's Motto

"When you borrow money, you borrow trouble."

Editor's Note.—Right. That is a good motto for the retailer to remember. It might be added, "when you let anyone borrow money from you, you make trouble for yourself. The customer who buys on time is simply borrowing from the merchant.

* * *

"Glencoe merchants have adopted the early closing system, and after Monday, July 11, their stores will be closed at 6 p.m. every day except Saturday."

Editor's Note.—The late closing system dies hard. Early closing has certainly gained since that note was penned, but the gain has been very slow and there is still a long way to go.

* * *

"The Hamilton Powder Co. will start a branch warehouse in Vancouver.

"T. S. Simms & Co., brush and broom manufacturers, St. John, N.B. are compelled by increased business to take larger quarters.

"John Hamilton, paint dealer, Richmond, Que., has been burnt out."

* * *

"There has been a good deal of selling of tin in New York during the week. This market is quiet at 24½ cents."

Editor's Note.—Tin has advanced very considerably since that time. Last week it was quoted in Toronto at 48 cents, the only time it has been below 50 cents for some weeks. In the last twenty years, the consumption of tin has increased to a wonderful extent. The consumption of tin plate for the manufacture of cans has become enormous. Nearly everything is done up in tins nowadays, and some say that the canning industry is just in its infancy.

Methods of Marketing Harvest Tools

These are Wanted Now by the Farmers— Abrasives Should be Kept to the Front—Window Displays are of Genuine Value — Something About the Hay Fork.

It is too hot to work, some are saying. But nature has so such excuse for laziness. It is not too hot for crops to grow, and therefore it is not too hot for farmers to make ready to harvest these crops. Neither is it too hot for the hardwareman to prepare to supply the farmer with the harvest supplies which he will need.

No this is a season of possibilities. The farmers have been grumbling. Farmers are always grumbling. They would, it has been said, have some fault to find with the climate in heaven. However that may be they are now finding fault with the climate in Canada, which Canadians are agreed, is the nearest thing to heaven which this old earth affords. The weather was too cold and damp. Now it is too hot and dry. So the farmers say. But even while they are complaining the crops are advancing, and the farmers themselves are making ready to garner these.

Accidents Will Happen.

Already there has been a good deal of hay cut, and put away in the hay mow. For this there have probably been forks bought, and perhaps hay forks. But farmers are apt to have accidents which make a new fork necessary. Hired hands are still more likely to have such accidents, for they are not too careful with the tools given them.

There is still a big business to be done in harvest tools. Indeed the back of this business has not yet been bent — much less broken.

The hardwareman who has a good trade with farmers, might well remember the importance of harvest tools now. They might well remember that these tools are of a class which are wanted in a hurry. Often the farmer never thinks of his deficiency until he starts to take in a crop. Then he finds he is short two forks, and that a hay rake would be very valuable.

What he says, upon such a discovery, really doesn't much matter; but what he does is interesting. As a general thing the farmer calls a boy—there usually is a boy around the farm. He tells this boy to hitch up and drive to ———— for two forks and a rake. But who is ————? He may be the hardwareman with whom the farmer has dealt for years, or he may be a hardwareman in whose store the farmer has seen, on his latest trip to town,a good display of harvest tools.

If the latter is the case the window will have brought the dealer a sale, and possibly a new customer. But, even overlooking this chance, a window trim of this class of goods is well worth while. It serves not only as a magnet, but as a reminder for the farmer.

What an Eastern Ontario dealer has to say on this subject illustrates what is meant.

"Regularly," he states, "I arrange a harvest tool trim. I try to make this attractive, and I also try to get a wide variety of articles in it, for I find that the farmers examine such a window carefully, and while they do not often buy immediately after making their inspection, the sales come later. I always put in samples of abrasives. Those to me, seem to prove that the window acts as a catalogue. Often boys have been sent in here by farmers to make purchases, and frequently they finish by asking for a whet stone. I think the sight of these abrasives made the farmer think that he would need a stone for his scythe, and he probably shouted to the boy to bring this article after he had enumerated what else was to be bought."

Scythe Still Needed.

Speaking of scythes brings it to mind that these should have a place in any harvest tool window, or indeed in any display of harvest tools. The modern reaper, has, to be sure, put these a little in the back ground; but there are still fields with zig-zag fences; there are still fence corners, and while there are, there will be a demand for these goods.

It is not too late yet for the sale of hay forks. These are becoming more and more generally used in the barns of the well-to-do-farmers. Those who have not adopted this quick means of unloading, may be quite willing to consider it, after putting up their hay by hand. The slings for oats, barley, and wheat may be very appealing to them.

Hay Forks Save Labor.

There are several hardwaremen who have secured good sales of hay forks by going through the country speaking to the farmers about these. They have been able to say just how much track would be needed, and where the barn is of huge size—as some are—they have suggested that switches be put on the track, enabling the hay to be spread more evenly over the mow. Those switches save time, and of course it is to save time that the hay fork is used. With a hay loader in the field and a hay fork in the loft a crop can be brought in pretty quickly. Moreover, the hay fork saves as much labor in the unloading as it does for loading. One man in the field and one man in the mow can do a tremendous amount of work, and that means much to the farmer in these days when the farm boys are coming to the city and when farm help is so hard to secure.

"There is one thing I have found about hay forks," remarked a Richmond dealer. "It is almost impossible to sell them unless you can guarantee to install them. If you agree to do this the sale is easy. Farmers do not like to do this work themselves. Usually they are too busy for one thing. Then they are'nt quite certain that they know how. I find it pays to send a man out to put in the track properly. That helps future sales too, for neighbors ask about the hay fork, and are told that we put it in."

NEW MARKET FOR CANADIAN CEMENT.

The Weekly Report sent out by the Department of Trade and Commerce, Canada, contains a letter from E. H. S. Flood, Trade Commissioner for the British West Indies. Among other things he treats of the cement situation, showing that little Canadian cement is used there ,and pointing out that the English cement—which is now in great demand —is being sold at a higher figure than would have to be asked for Canadian cement.

In view of the reduced duty on cement coming into Canada, what Mr. Flood has to say in this connection will be of especial interest to manufacturers.

He writes:

The quantity of cement imported each year values about $300,000. There appears also to be an increasing demand.

Three-quarters comes from Great Britain, the United States supplying a small quantity only. Canada as yet has no share of this trade. One of the leading merchants handling cement informs us that the market is so conservative that there would be difficulty in creating a demand for any other than English. The plan suggested for Canadian manufacturers would be to send the superintendents of public works in the various islands free samples to be tested and reported on. These reports in the hands of dealers would justify them in taking a quantity and introducing it. The quotation for British cement in Barbados is now $2.65 per barrel.

Hardware Store Publicity

Chapter 11—Something on Style.

Simplicity and Directness Are the Qualities to be Aimed at in Writing Advertising Copy—Avoid Exaggeration and Near Humor — Make Sentences Brief And to the Point.

There are many things to be considered in preparing an advertisement—the lay out, the kind of type to be used, the illustrations, the headline, the slogan. All are important features. A good ad. is one which does not fall short in any particular.

There is one quality which an advertisement requires above everything else, however. It must be well written. The most attractive lay-out, the best of cuts, the most skilful work on the part of the printer; all would go for naught if the reader, on getting down to perusal of the copy, found that it was poorly or ungrammatically written, with arguments faultily conceived and weakly presented. He would throw it aside with indifference, perhaps even resentment. The lay-out and typographical features of an advertisement are, after all, surface features, designed to catch the eye. Cases are known where the most effective advertisements have consisted of a single cut or drawing with practically no reading matter at all. There are, of course, such exceptions to prove every rule. The average retail advertisement must draw its real strength from the quality of the "talk" that the writer puts into it.

On coming to the question of the style to be used, a better way of stating the case cannot be found than to quote the old adage, "brevity is the soul of wit." It is more than that. Brevity is the soul of emphasis as well as wit and the badge of sincerity. A plain, brief statement carries conviction with it more readily than a lengthy rigmarole. If you can "come to the point," if you can hit the nail on the head with a few words, you will be a success as an advertising writer.

Simplicity and directness are the qualities most to be desired in advertising. Make each statement tell something. Bare your sentences of unnecessary words and superfluous phrases. Do not try to be funny, and avoid exaggeration. At the same time, do not make your matter absolutely colorless, and don't be afraid to praise your goods to the fullest extent justified by their merits. Don't be afraid to put enthusiasm behind your pencil; only don't let it go too far.

These are, necessarily, general directions. Some men can transgress all rules and still "come through" with snappy and effective ads. It pays to adopt an individual style if, as one man has said, "you adopt the right kind of individuality." If a writer can turn out copy which people will read and always look for, which does not antagonize or descend to buffoonery, he will get splendid results. The individual touch is the most potent of forces, but no ad. writer should attempt individuality, unless he is sure of himself. "Near—writing" is dangerous.

Brevity—that's the first quality. The writer has come across the following ad. of an oil stove which gives a variety of good arguments in very concise style:

> "It means economy and comfort for the summer. Note the cost—18 cents a week will do all the baking and work required for an ordinary family. It is less trouble than coal or wood. You can bake, roast, fry or boil as good and much faster with this oil stove than with any range. No odor. No danger."

Each point is stated briefly, but effectively. This line of argument could be rewritten and enlarged upon very considerably, but it would lose force in the operation.

Do Not Exaggerate.

The ad. writer must not "damn with faint praise." He must be wholehearted in his advocacy of the goods he has to sell. At the same time, he must keep within bounds. Consider the following:

> "This range is the embodiment of every best feature in range construction. Some ranges have two or three good points. The effort of the es them all. The effort of the makers is to produce a range that is efficient in every detail, no matter what the cost. The——is the result; yet it is by no means an expensive range—on the contrary, it will save your fuel bill and it will last a lifetime."

This is a mild form of exaggeration—compared to what some of our best exaggeraters can do—but it is weaker than the advertisement quoted above, for the reason that it goes too far. The average person will believe a statement which is reasonable on the face of it, but becomes suspicious when too much is claimed.

Be specific. It does not pay to write your copy in vague terms. Make each statement clear.

Lengthy introductions are not wise. Only a few readers will wade through them. Arrange your matter so that the "meaty" statements are well to the fore. The first sentence should contain the material to engage the reader's interest.

Avoid both the peremptory and obsequious forms of address. In the writer's opinion, it is not good policy to declare "you must visit us!" We confess also, that we do not like the common phrase, "We respectfully invite you to visit us." Do not either command or entreat. Put it up to the reader that it is worth his while to visit you.

Avoid slang. It cheapens an ad. ordinarily. There are, however, phrases in common usage which are highly expressive and can sometimes be employed.

It is equally dangerous to dabble in long words; more dangerous, perhaps. All people, more or less, understand the slang. Few will understand the long words.

Keep your sentences short. A long sentence may confuse your meaning and it will certainly confuse the reader.

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CARRYING MINE CHEMICALS.

Cobalt, Ont.—The Geo. Taylor Hardware Co., make the following announcement:

> We have added another line to our business, namely, that of mine chemicals and Assayers supplies. Our stock is not yet complete, but we have on hand 102 casks of the product of the Morgan Crucible Company. These are Battersea goods and consist of crucibles, scorifiers, muffles, bricks, clay rings, muffle doors, magnesite, gasoline furnaces, roasting dishes, etc.
>
> Other goods are on order and we expect shortly to have a complete line of all articles required by the mine and assay office in shape of chemicals.

Editor's Note.—There are always new lines which hardwaremen can take up if they study local conditions. In the present instance, the firm will have a splendid opportunity to sell to the mining companies of Cobalt and the success of the department is assured. Any dealer who looks over his own district will discover some new line which he can profitably handle without straying far from the regular line of business.

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NEW VARNISH CO.

The Lionne Varnish and Leather Goods Co., Limited, have been incorporated with a capital stock of $100,000 and headquarters at Montreal.

Complete Course of Sheet Metal Work

By L. W. KOSER

Problems 29 and 30 represent two different methods of making sheet metal balls. Prob. 29 is known as the gore method, and prob. 30 as the zone method.

To develop by the gore method we first draw a circle the size of the desired ball. Then step it off into any number of equal spaces according to the number of pieces we wish to make it from. Having the half of one of these spaces on either side of a vertical line dropped from the centre, as the space A-B.

Now project a horizontal line from the centre of the ball, as the line P-O, and drop a vertical line from this as O-S. Then with the compass set to the radius of the ball and with O as a centre, draw a quarter circle and divide it off into any number of small spaces (the smaller the spaces the more accurate will the pattern be).

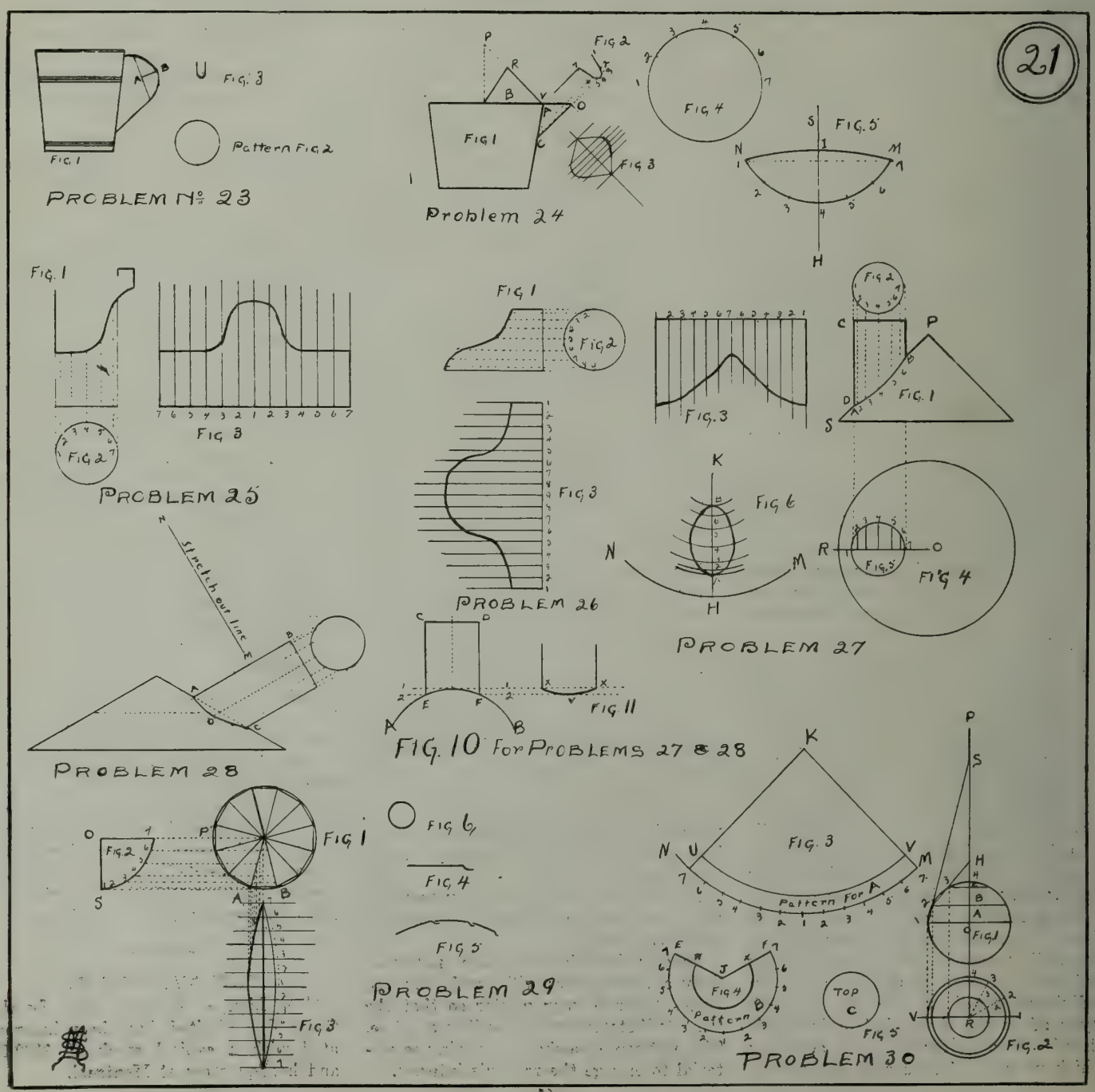
Now draw horizontal lines from each one of these points until they meet the two mitre lines formed by lines drawn from the points A to B into the centre of the ball.

Now drop a vertical line from the centre of the ball, and lay out on this twice the stretchout of fig. 2, or one-half of the ball.

Draw the usual measurement lines and intersect these by lines drawn from the different points on the mitre lines.

The ball will look better if the pieces are slightly raised on the hammering block. In cutting out the ball it is well to allow a small flange, which should be formed to the shape shown by fig. 2. This allows the edges to butt together, as shown by fig. 5.

Cut out a small circle as fig. 6, and fit this over the ends of the gores after the



ball is put together, as this renders it more solid. If the ball is to stand any strain then put a disc through the centre.

To develop a ball by zones, first draw the circle fig. 1. Divide half of it off into the desired number of sections as shown. Project a vertical line through the centre of the ball as O-P.

Now draw a line from 1 to 2, fig. 1, and project it until it meets the centre O-P, as at the point S.

Then draw a line from 2 to 3, and project it until it meets the centre line, as at H.

These lines represent the radii for developing the zones A and B.

These zones are merely frustrums of a cone, or are like the sides of pails, each one getting gradually smaller, the more zones, the more accurate the ball will be.

What we want to do now is to get the circumference around the bottom of each one of these zones or frustrums of cones, so we can develop the pattern for each one the same as we would develop the pattern for different size pails.

We, therefore, carry the vertical line, O-P, on down through fig. 1, and at any convenient point on this line as R, and with a radius equal to the radius of the circle as O-1, and with R, as centre, we draw the outside circle of fig. 2. Then with the radius B-2, of fig. 1, and R, of fig. 2 as centre, we draw the next circle, which represents the base of the section or zone B, as the outside circle represents the base of the zone A. Then with the radius C-3, of fig. 1, and with R as centre, we draw the inside circle.

We now divide the outside circle of fig. 2 off into equal parts (for convenience sake, we only need to divide one-quarter of it, and when we want to lay out the stretchout we can lay out four times this space).

(To be continued.)

Price Problems---4. Plates and Sheets

Although Tin is Double To-day What it Was 20 Years Ago and Lead Has Advanced Rapidly, Terne Plates are Selling at a Lower Figure Now—The Same is True of Other Lines—Improved Efficiency in Production is the Reason.

A comparison of metal and sheet metal prices for the past twenty years reveals a condition which is paradoxical, to say the least.

Tin in 56 and 28-lb. ingots is to-day quoted around 50 cents. Twenty years ago it was quoted at 23 cents.

Lead to-day is selling at 5½ cents and twenty years ago the quotation was 4 cents.

After noting the remarkable advance in the cost of the raw material, one is rather astonished to find what has happened in respect to finished materials.

Bright cokes, Bessemer steel, we quoted to-day at $4.25. The price twenty years ago was $4.00 to $4.25.

Terne charcoal plates are selling to-day at $7.50 to $8.. Twenty years ago the price was $8 to $8.25.

These are not isolated cases. The same condition can be found in galvanized sheets, charcoal tin boiler plate and other lines.

Increased Efficiency.

The fact that the finished article is manufactured and sold to-day at a lower figure than when the cost of raw material was less than half the present charge, is a tribute to modern efficiency. The chief reason why some plates and sheets have become cheaper is the great improvements which have been effected in the methods of production. The mills to-day turn plates and sheets out with remarkable rapidity and the cost of production accordingly has been lessened.

Another reason is that steel has become the staple material for the manufacture of sheets. Twenty years ago, iron was used. To-day steel has almost entirely displaced iron, although some firms are manufacturing "puddled" iron sheets which are reputed to have great staying qualities. The change from iron to steel has also contributed appreciably to the reduction of the cost of production.

Tremendous Consumption.

The increase in consumption in these lines has been tremendous in the last twenty years. The tendency to put up groceries and other staples in tins and the great vogue of metal shingles, sidings and ceilings have been contributory factors.

"I cannot estimate the increase in the consumption of plates and sheets since the closing years of the last century," said a prominent metal man recently. "The demand has been doubled many times over. And in some respects, the industry is still in its infancy."

The use of galvanized sheets for exterior work is a development practically of the last fifteen years. Previous to that, black iron sheets were used and a coat of paint was applied to keep off the rust. The metal ceiling industry is also a comparatively recent development. Ceilings were installed twenty years ago, it is true, but they were crude compared to the artistic and useful ceiling of to-day. Patterns have been improved and the methods of construction have been changed very much for the better since that time. It is, perhaps, within the last ten years that the present popularity of the metal ceiling began to manifest itself.

Certain it is that the present scope of the business in metal sidings and ceilings does not apply to the future prospects of the industry. There are almost limitless prospects for future expansion and every day brings evidence of this.

Improved Service, Less Cost.

It becomes apparent, therefore, that there have been great strides forward in the manufacture of plates and sheets. The output has been enormously increased. Despite the doubled cost of raw material and the improvement in output, the price on these commodities has been slightly reduced.

The figures quoted above would appear to bear out those who assert that the increase in hardware prices has not been at all in keeping with the advanced cost of raw material and manufacture; and far behind the advances made in other lines, foodstuffs, for instance.

The articles which have already appeared in this series have dealt with the prices, past and present, of copper, stoves and paint. It was shown that stoves and paint have lagged behind in the mad race which all goods seem to be participating in, the goal of which is higher prices. While stoves and paint are higher certainly than twenty years ago, the advance does not begin to cover the increase in the raw material and the cost of production. The present article demonstrates that in some lines of plates and sheets, the price has actually receded in the face of unprecedented advances in raw material. Is the same true of all hardware lines? After perusal of such statistics, the question intrudes itself, is hardware being sold too cheaply

The next article in this series will deal with certain lines of builders' hardware.

Progressive Hardware Retailing

The Present is a Good Time to Hold a Sale of Warm Weather Goods—An Original Window Display of Train—Northern Firm Take up New Line—Featuring Sprayers.

HAVE HOT WEATHER SALE.

"It's an ill wind which blows." When there is no wind blowing at all, as during the past week, it is still an evil state of affairs if someone does not benefit directly or indirectly.

The present warm spell is, in the opinion of the writer, a splendid opportunity for the hardwareman to clear up his stock of screen doors, window screens and other "warm weather goods." If people neglect to purchase now, they are likely to go on neglecting for the rest of the summer. This is not absolutely the last chance, but it is a good time, just the same, to make a big effort in these lines.

There are other reasons urging to dealer to sell the stock he has on hand. He will soon be getting in his fall stock and space in the store will be at a premium. Why not hold a warm weather sale?

Some dealers are doing this. The following is a quotation from the advertisement of a Northern Ontario dealer:

Here's a chance for you to buy screen doors, screen windows and refrigerators at a figure almost as low as what we paid the manufacturer. We recognize that this is the time to buy and as we need far more room for new stock on the road, we're going to clear out the following lines at the prices quoted:

SCREEN DOORS.

Regular $2.25 now $1.95
" $1.50 " $1.30
" $1.00 " .. .. .95

These prices are for doors complete and ready to hang.

SCREEN WINDOWS.

Regular 25c. now .....19c.
" 30c. " .. ..24c.
" 35c. ".. .. ..29c.
" 40c. " .. ..34c.
" 45c. " .. ..39c.
" 50c. " ....43c.

REFRIGERATORS.

Regular $ 9.00 now.. .....$ 7.90
" $10.00 " .. ..$ 8.90
" $13.50 " $12.40
" $18.00 " $16.90
" $20.00 " $18.50
" $21.00 " $19.25
" $23.00 " $20.50

FLY SCREENING.

18 inches wide, per yard.. .. ....10c.
24 " " " " .. ..12c.
26 " " " " 14c
28 " " " " .... .. .17c.
30 " " " " .. ..19c.
32 " " " " .. ..21c.
34 " " " " .. ..23c.
36 " " " " .. ..25c.

These prices are for doors complete and ready to hang.

FEATURING SPRAYERS.

Moncton, N.B.—The Sumner Co., hardware dealers, are now featuring automatic sprayers, and are advertising the fact that the particular sprayer they are carrying is "the climax of all sprayers; combines every conceivable point of excellence, including economy; durability, low price and ease in carrying and operating.

They are also advertising a fresh stock of pure paris green.

Editor's Note.—This is undoubtedly the time to feature such goods. The warm weather has brought along the "pest crop" and, if trees, bushes and plants are to be kept healthy, they must be sprayed. It would pay every hardware dealer to conduct a vigorous cam paign along these lines.

REUNION WINDOW DISPLAY.

Chatham, Ont.—On the occasion of the Old Boys' Reunion, held in Chatham the first week in July, the Willard Hardware Co. had a very appropriate window display, the central feature of which was a locomotive and tender constructed entirely of articles comprised in the hardware stock. The display attracted a great deal of attention.

The boiler portion of the locomotive was a galvanized iron tank, surmounted by smokestack (small stove pipe), headlight (dark lantern) and bell. A large tin ice box placed upon an express wagon and surmounted by a topping of charcoal represented the tender. The engine cab was also shown by a large tin box, while the wheels were represented by rubber hose, with register grates in the centre, and staves represented the piston-rods. A square, connected with the front of the engine by means of pocket rules, formed the cow-catcher. Other minor details were furnished from articles in stock, which to add a final realistic effect, three lines of twine, strong from the prongs of a couple of reversed pitchforks, stretched from one end of the window to the other, representing the accompanying telegraph wires. The locomotive was labeled "Willard's Special—Chatham or bust."

The foreground was given to a display of various tools, each with a catchy sign card attached. Thus, with a level, "We do business on the level"—and so forth.

Editor's Note.—That this display brought results cannot be accepted as an assured fact. Ingenuity and originality are prime factors in successful window dressing.

TWO TOOL DISPLAYS.

Montreal, Que.—The E. Cavanagh Co., of Notre Dame Street West, are featuring tools at present. Two fine window trims have been arranged—Trims which should draw business.

CELEBRATION DISPLAYS.

St. John, N.B.—The Loyalist city of St. John is in holiday attire this week and there are hundreds of visitors brought back to the homes of their earlier life by the call of "Old Home Week.' All the leading dealers in the city lent their efforts to aid the movement for the affair, and the result was that all roads seemed to lead to St. John, and every incoming train and boat was thronged with people coming to spend a week here. Business has been particularly bright.

The windows of local hardware dealers have taken on a different appearance from that which they have borne for some time past. Displays are in the nature of a "welcome home," or "welcome to our city," etc., and intermingled with bunting, pictures of St. John and other decorations, are an appealing assortment of goods which should induce custom from the visitors. Every dealer has temptingly shown an attractive line of souvenirs of various kinds, as well as a range of novelties, mostly of local interest. Silverware and cut glass are displayed, in addition to the souvenirs, and the demand on mostly every line calculated to create the same, has been well up to expectations. Few visitors will return to their homes without bringing with them a remembrance of some kind, and the variety of ornaments, etc., shown last month for bridal presents is again in evidence in the stores, and the displays are creating much interest.

Current News of Hardware Trade

Death of James Baxter.

Toronto, Ont.—The death of James B. Baxter, who has been connected with Stauntons, Limited, wall paper manufacturers for 38 years, occurred at the General Hospital , after a long illness. He was 65 years of age.

Death of G. Smith.

Wingham, Ont.—G. Smith, who after being in the hardware business here for only a few months, was burned out, died last week. He was stricken with an attack of typhoid, and never rallied.

Got Lightning Shock.

Toronto, Ont.—H. J. McSherry, a hardware merchant in Gerrard Street, received a severe shock, paralyzing one of his arms, when the recent storm was at its height. He was handling an iron pipe in his store at the time, when the shock passed through into his arm.

Store Was Damaged.

Regina, Sask.—Armstrong, Smith & Dowswell, hardware dealers, had their plate glass windows broken by the tornado which visited this city with such fatal results. Their upper front windows were blown out, and the back part of the building was considerably damaged. Fortunately, however, the stock was not damaged.

Fred McBrien to Wed.

Toronto, Ont.—Ald. Fred G. McBrien, "the boy wonder of Ward 6," who was a member of the City Council almost as soon as he was old enough to vote, is to be married. The bride-to-be is Miss Irene Jarrott. Cupid's campaign was conducted very quietly, and suspicion was first aroused when Miss Jarrott recently resigned from the Public school teaching staff. Ald. McBrien is only 25 years old, but has already been surprisingly successful in business, and has built many dwelling houses in Toronto, besides netting a neat little fortune out of his prosperous hardware business. The bride-to-be is conceded to be one of the beauties of the Toronto teaching staff.

To Vote on By-laws.

Owen Sound, Ont.—At a special meeting of the Owen Sound Council it was decided to submit to the people on July 14 next two industrial by-laws involving loans to the amount of forty thousand dollars for twenty years. The industries are a steel wire and nail factory, promoted by Mr. John H. Cole, of Cleveland, head of the nut and bolt works which is at present under construction; and the Superior Match Company of Toronto, which company was represented by four men who looked carefully over Owen Sound with its physical conditions, and practically decided to locate.

Store Burglarized

Woodstock, Ont.—Some time between Saturday night and Monday morning, the hardware store of McKiggan & Son, on Dundas Street, was broken into and about a dozen razors, a few spoons and a couple of dozen pocket knives were stolen, along with eight cents in cash.

The thieves got into the workshop at the back of the store, through a window facing on the R. E. Butler Lumber Co.'s yard. They then unscrewed the nails to the door hinges and got into the store. It was a peculiar fact that solid silver articles and the finest cutlery were left untouched, and the safe, containing about $130 was not tampered with. Lots of packages were opened and the contents left on the counter, but the loss is slight to what it might have been.

Ross Bros. Sell Out.

Edmonton, Alta.—The business and stock of Ross Bros., have been sold to the Marshall-Wells Hardware Co., which will be incorporated in Alberta, with a capital stock of $1,000,000. The amount involved in the purchase is said to be in the neighborhood of $400,000.

The firm of Ross Bros. was one of the oldest in the Canadian West. James Ross started the business in 1879. His brother Fred. Ross joined in with him in 1883, and the firm name became Ross Bros. at that time. The following year, they built their first store on Second Street. Three years later they moved into a bigger store and became general merchants. For ten years they continued to deal in general merchandize, but then decided to return to hardware. The present building was erected in 1910. It has been leased to the Marshall-Wells Co.

The members of the firm were Fred Ross, Sr., James Ross., J. C. Dowsett and James Hooper. K. B. McKenkie bought out Mr. Hooper's interest several years ago.

Business Changes.

Transcona, Man.—Campbell and Lozo, dealers in hardware, have dissolved partnership. F. J. Lozo is continuing the business.

Winnipeg, Man.—J. A. Tilt has taken over the business of Gilmore and Co., hardware dealers and decorators.

Pangman, Sask. — McSherry and Chase, dealers in hardware, are reported to be dissolving partnership.

Brownlee, Sask.—C. W. Gimby, hardware dealer, has been succeeded by Douglas and McDonald.

Carmangay, Alta.—James McNaughton has sold out his hardware business.

Vancouver, B.C.—The Gunning Hardware Co., Central Park, are discontinuing business.

Hanley, Sask.—Diley and Moore, hardware dealers, have been succeeded by the Western Farmers' Supply Co.

Brantford, Ont.—D. Grady has purchased the balance of the manufactured stock of the Brantford Steel Range Co. He has also purchased the business of W. J. Bragg, East Colborne Street.

Craik, Sask.—F. Parsons has resigned his position in the hardware store of E. H. Tusull.

L. W. Koser, of the Galt Art Metal Co., Galt, has joined the staff of the Metallic Roofing Co., Toronto.

T. L. Thacker, formerly with Thos. Birkett Son & Co., has joined the sales staff of Lewis Bros., Montreal.

New Retail Firms.

Medicine Hat, Alta.—W. Emerson has started a hardware store here.

Montreal, Ont.—Levac and Lalonde have started in the hardware business here.

Personal Notes.

H. L. J. Keroack, of Upton, called upon a number of Montreal manufacturers this week.

A. J. Teakle, of Herman Young Co., Quebec, spent several days in Montreal this week.

W. W. Ingersoll, Manager of the Dougall Varnish Company, has left Montreal for a month's business trip through the West.

E. Bouchard, of the claims department, Lewis Bros., has returned from a vacation spent at St. Donat de Montcalm. Gordon Bambridge, of the sales department, is now touring in the White Mountains.

WINDOW TRIMMING COSTS.

Is next week's issue, the series of signed window dresing articles will be continued. A well-known young hardwareman has prepared a very interesting article for, in which he deals among other topics with the question of expesses. He has reduced the cost of displays to the lowest possible point. Do you want to find out how he does it Then read next week's issue of Hardware and Metal.

Weekly Market Report --- Metals

METAL NOTES.

Lead is still very scarce. A small advance has been recorded.

Tin and copper have shown weakness. It is confidently believed, however, that this condition is purely temporary.

Business on the whole is characterized by unusual activity.

MONTREAL.

Montreal, July 11.—As usual of late there are several price changes to report, all in an upward direction. Lead has been the metal to change most, but soil pipe, too, has risen, and there have been some fluctuations on the primary market, which makes future local advances seem likely.

Tin and copper have been attracting attention this week by declining, a somewhat unusual move. Tin has dropped quite materially on the English market, but it is not thought that this is an indication of a lower market. It is rather taken as an indication of jockeying on the part of a new interest to get a good figure for the coming Banca sale.

Copper, while it has declined, has regained most of the lost ground. A continued period of lower prices is not looked for.

Lending and Borrowing.

Generally it is stated that business is exceedingly good. The only difficulty encountered is the scarcity of some metals, notably lead. There is a great call for this, and practically no supplies to meet the demand. Shipments which are expected are bought up already.

The starved condition is being met by much lending and borrowing. Those who have a little metal are supplying those who have not, expecting to get a return favor later on.

Tin.—The decline on the primary market, according to many, must not be taken as a sign of a falling market. Rather it seems to point toward a fluctuating market for July, to be followed by raising prices in August and September. Everything seems to indicate that the new interests are trying to force down the price, so that they will not have to pay too much when they load up at the Banca sale, which comes off at the last of this month.

The consumption of tin is large, and the supplies rather insufficient. No real reason is apparent for a weak market.

Lead.—There has been a general advance locally of ¼c a pound. Trail and imported pig are now quoted at $5.50, while bar pig is at $5.75. Sheets, too, have been advanced, these now being quoted at $5.75 and $6.

Copper.—The falling in the market here seems to have resulted from the report of hidden supplies, which is the skeleton in the closet of the Copper market just at present. All indications are that the talk of hidden supplies is nothing more than talk. Careful investigation has failed to show any unknown reserve. The fact that the copper market rallied well on Wednesday shows that it is remarkably strong, and not weak. Lower prices do not seem to be at hand.

Spelter.—Supplies are fairly good. Handlers have found it necessary to pay a good price for the metal, but they are now able to get this in sufficient quantities.

How About Antimony?

Antimony.—Prices remain at the old figures, but there seems to be a feeling that these are too low. Locally supplies are fair.

Iron.—The metal continues strong. It has been found necessary to advance the price of soil pipe, the discount on the list prices having been reduced from 70 to 65 per cent.

TORONTO.

Toronto, July 11.—The outstanding feature of the local market is the scarcity in pig lead. Last week it was reported that the market was practically bare of lead, and there has been no improvement since. Conditions are, if anything, a little worse, for the demand has continued very active.

Business in all other metals continues brisk. The market, in fact, is satisfactory in practically every respect. Weaknesses in tin and copper have developed but no one believes that this will prove other than temporary. Lead has advanced in price and an advance is also noted in soil pipe.

The consumption is very heavy here. All metals are in firm demand. Iron and steel are needed for the vast development in structural and railway work, and there is a correspondingly heavy demand for copper and tin. That this state of activity will be maintained right through seems assured.

Temporary Weakness.

Tin.—The tin market at London showed singular weakness this week. It is believed, however, that the drop has been brought about by skilful manipulation.

The demand locally has been very strong.

Copper.—News from the primary markets is disturbing and this caused weakness here. A New York despatch reads: "After the recent declines in copper market abroad, which have been accomplished in spite of the American producers holding their price unchanged at the highest price touched, the trade was decidedly disturbed to have the market open this morning with a decline of £3 2s 6d in Standard, and £1 10s in Best Selected, and this was accompanied with reports that some very large financial interests were the principal sellers. These sales are credited to the taking of profits, and in some cases the putting out of bear account, but they come from too important interests to be ignored. It is evident, however, that the American producers intend if possible to ignore the decline in the foreign price.' The price has not been changed locally and complete confidence is still expressed that the market will soon see a resumption of the upward trend.

Lead is Higher.

Lead.—An advance of ¼ cent has been declared in lead. As noted above, it is still extremely scarce.

Spelter. — The market is quiet but very firm. There is apparently still a scarcity of the metal, but what has happened in copper in the past few days has not helped to create confidence in spelter. Demand is reported to be good.

Plates and Sheets.—There is an active demand with prices firm.

Pig Iron.—A very active business is being done. Prices are firm.

WINNIPEG.

Winnipeg, July 8.—A general strong tone to the copper market and stiffening of copper prices is pointing to higher prices for copper plate and all copper goods. It is becoming evident that the production of raw copper is barely keeping pace with the demand and higher prices for copper have been anticipated for some time.

No further advances are reported in lead and pig iron and plates are steady.

There is a strong movement now in heavy goods and machinery, and the demand for structural steel is as brisk as ever.

Labor troubles have somewhat disorganized work on big buildings, but a speedy settlement of difficulties is anticipated.

Weekly Market Report --- Hardware

TRADE REMAINS BRISK.

The weather has not affected trade in hardware lines to any extent. Business is still very brisk, particularly in harvest tools, which have come to the front.

Some price changes have been noted during the week.

MONTREAL.

Montreal, July 11.—The volume of trade which is noted, at time when people generally are suffering from the intense heat, is simply amazing. Retailers are meeting a ready demand for many lines of goods, and wholesalers—who a few weeks ago believed they would be left with certain styles of goods upon their hands—have instead had to order more of these.

Few price changes need to be noted. There has been one movement in builders hardware—in an upward direction as was to be expected—and screws have been advanced. Aside from this prices are unchanged.

Heavy Late Trade in Sprinklers.

Seasonable goods:—Of late men have been taking to soft collars and soft drinks. They have waited anxiously for rain, but no rain has come. As a result there has been a great trade in hose and sprinklers. Late thought it is in the season the week has seen a heavy demand for these. "We thought," said the Sales Manager, of one wholesale house, "that we were going to be left with a lot of these goods on our hands. That was during the cold weather, of course. Since the change has come the demand has grown tremendously. Far from being left with a stock on hand, we have ordered a fresh supply and this has been practically depleted this week."

Lawn mowers too are moving well, and hammocks and verandah and lawn furniture generally are selling rapidly.

Preserving Goods Moving.

Household Goods:—The coming of preserving season has caused an awakening in this line. Retailers are conducting sales, and the results are evidently being secured or so many supplementary orders would not come to the wholesalers.

Harvesters Tools:—The retail demand for this class of goods is now becoming great. The farmers are somewhat worried by the continued dry weather—and the scorching heat. Still they know they will need the implements which facilitate the taking in of the harvest, and the hardware men are right in preparing for a heavy demand.

Builders Hardware:—No general advance, such as has been looked for owing to the high cost of copper, has come; but this week a change was made in the price of Bronze trimmed front door sets. The new figure asked for these is five per cent in excess of the old.

Screws go Higher.

Screws are another line which has been increased in price, the discount list having been generally changed so that the fourth discount reads 2½ per cent. instead of ten per cent. That is, Wood R. F. Bright and steel now sell at the list price with a discount of 85-10-15-2½ instead of 85-10-15-10.

The scarcity is held partially accountable for the advance of screws. The demand for these has grown with the building contracts, and the increased supply does not seem to have kept pace with the increased call.

The one advance in builders hardware, is, it is generally agreed, the result of higher raw material. Whether it will be the last advance is somewhat hard to say. Certainly the makers seem bound to keep down the price wherever possible.

Good Weather for Sporting Goods.

Sporting Goods:—The tennis season is at its height, and perhaps tennis goods are moving as well as any others. Baseball supplies too are in demand. But fishing tackle, croquet sets—all kinds of articles wanted by sportsmen are moving in an entirely satisfactory manner.

TORONTO.

Toronto, July 11.—The warm weather has checked trade in some lines, but has stimulated demand most noticeably in others. Local jobbing houses have been quite busy during the week. The lines which have come to the fore are sprinklers, hose and similar lines, which were not in active demand as long as the weather remained rainy. The dry, hot spell has created a big retail market for these goods, however, and there has been a steady call on the wholesaler.

"We generally anticipate something in the nature of a slump at this time of year," said one jobber, "but we are certainly not having any yet. The orders continue to come in, and our mail business is so brisk that it bespeaks activity in the trade."

Seasonable Goods.—There has been, as stated above, a good demand for hose, nozzles, sprinklers and so forth. There is also a steady call for typical warm weather goods—screen doors, wire netting, refrigerators and so forth. Most of the orders for goods of the latter class are of the sorting order, but of sufficient size to bring the volume of trade up to unusual proportions. The refrigerator trade is also brisk. Jobbers report that they are loaded up with enough orders to look after their visible stocks for some time.

Tools Selling Briskly.

Harvest Tools.—The big demand of the moment centres in harvest tools. The agricultural sections are now busily engaged, and the sales of hay forks, scythes and so on has become heavy. "The bulk of our shipments nowadays are harvest tools," was the report received from one jobber.

There is also a good demand for twine and rope. Prices have been put up, and the new scale is as follows: Sisal rope, 8¾c; Russia deep sea line, ¼ inch diameter and over, 17c; under ¼ inch, 18c; jute rope, ⅜ inch and upwards, 10c; under ⅜ inch, 10½c; yarn double, 8½c.

Household Goods.—There is a fair demand all around. Two price changes have been made, and they are in the nature of an advance. The discount on copper tea and coffee pots has been put at 40 and 5, instead of 42½ per cent. as formerly. Copper pits are now quoted at 30 and 5, instead of 37½, also an advance. These advances are due, of course, to the rapid increase in the cost of copper.

Builders' Hardware. — The demand from the city has been very brisk, and there has also been a fairly good call from outside points. The activity of the builders is being checked somewhat by the scarcity of brick, but not sufficiently to interfere with the demand for hardware.

Heavy Hardware.—An advance has been made in the price of screws, which will be noted elsewhere. Otherwise, prices have not been changed. There is a good all around demand.

Sporting Goods.—In this department business is very brisk. The warm weather has increased the popularity of aquatic sports, and there has been a call for paddles, canoes, and motor boat supplies. Fishing tackle is also very much in demand.

WINNIPEG.

Winnipeg, July 8.—This and next week will be busy times for Winnipeg wholesalers. Exhibition time is when a vast number of country merchants pay

(Continued on page 49.)

Stoves, Furnaces and Accessories

Pushing the Sale of Water Heaters

Methods Adopted by John Watson of Montreal—Puts a Number of Models in His Store Window — It is Impossible to Quote on Installed Price Without Investigation.

It is the combination work which has won many a lacrosse game. Combination, or co-operation—the more dignified term—has also helped many a business; and now it seems that combination of telephone and show window has been doing a great deal to help the sale of water heaters. Such, as least, has been the experience of John Watson, of Montreal.

Mr. Watson has been pushing the sale of water heaters, lately, and to bring these prominently before those passing his store has placed several models in one of his windows. A good number have been attracted by these heaters, and have come inside to ask about them. They must make inquiry to get all the information, for Mr. Watson has found that conditions differ so much, in different houses that it is impossible to quote an installed price.

Where Telephone Helps.

Many there are, however, who either because they are in a hurry, or because of bashfulness, will not enter the store. Here is where the telephone works well. Now a person may be afraid to ask something to a man's face, but they will willingly ask it over the telephone. This has proved the case with the water heaters, for a number of phone inquiries have been received, and as a result of these several sales have already been made.

"I try not to frighten these people who call me up," remarked Mr. Watson. "Usually it is a woman. Either it was she who saw the heaters, or the husband commissions her to do the telephoning. Any way there is a danger that the woman may ring off without giving us any information which helps us to make a sale.

Don't Hurry After Name.

"I have found it a good policy not to ask, 'Who's speaking' too soon. There is plenty of time for that.

"The inquirer almost invariably says that she noticed a certain heater in my window, but that there was nothing to explain how much this would cost installed. Then I explain why this is. I state what the price of the article itself is, such and such, and point out that it costs more to install them in some houses than others. Then I sometimes ask how the water pipes and gas pipes are fixed in her house. The woman can never tell, and I suggest that I send some one up to look at these. If I have a man going in that direction I say so, and do not let the woman feel that she will be putting us out much by having us inspect her house and give an estimate on the cost of installing the heaters.

Sales Satisfactory.

"In this way we have gone to a number of houses. We have not sold a heater in every case, but the sales have more than paid us for the trouble taken.

It is evident that people are anxious to get these heaters, from what Mr. Watson says. He states that only the other day he went to examine the piping in a certain house; having been asked to do this, only after such a telephone conversation as outlined above.

The estimate pleased the woman who had inquired about the heater. She said she must consult her husband, but asked if the heater could be in working order by Tuesday if they decided to buy it.

"Yes," said Mr. Watson.

Later the order for the heater was given, and immediately after that there was a query to know if it would not be possible to have this in working order by Monday. Tuesday seemed too far off.

Drawing Inquiries.

There are some pointers here which are worth careful consideration. This method of working the window and the telephone together is deserving of some study. Windows might be prepared for the purpose of drawing questions. It might be suggsted by a placard that if there is any thing which the window does not make clear, there are clerks inside anxious to give the information either in person or over the telephone. Then the telephone number might be quoted.

Mr. Watson's method of not asking for the name too hurriedly is also worth consideration. There is a world of common sense in a little deliberateness at such times. Many a sale has been lost through too great eagerness.

Plumbing Goods About to Rise
Early Ordering Should be Profitable

Let all those who are handling plumbing lines for retail sales take warning. Prices are going to rise.

The statement can be made with little fear of any retraction being necessary at a later period. Those who are closely in touch with the manufacturing end have stated that an advance is to be expected.

Here is what a man high up in one large concern has to say:—

"If there are any hardwaremen or plumbers who are counting upon tendering on any plumbing work they should bear in mind that an advance in many of these lines is coming. They should prepare their figures with this in view and should, if successful in their tender, order what will be needed at once. It is a little difficult to say just how soon this advance—or this series of advances—will come. It will not be long in arriving, I believe, but I could not fix the exact date."

That is one man's opinion, and there are others who agree with him. Moreover, every thing points to a rise in prices. Lead, iron and copper are all selling at a higher figure now than they have for a long time. Solder has been advanced. Brass and copper products, used in many plumbing fittings, have been considerably raised. In view of these things nothing but an advance is to be expected. When the raw material leaps upward the finished product must advance at least a little.

It is probable that soil pipe and lead pipe will be among the first products to go up. Iron pipe will not be far behind. Boilers and enamelware are expected to follow too. No raw material is cheaper —many things are dearer—a higher level is bound to come.

But to be forewarned is to be forearmed. Those who retail these things will be able to secure for themselves a better margin of profit by ordering early. Those who intend to make tenders will save themselves from possible loss by remembering the rising market as they figure. They should certainly waste no time ordering if successful, for a day's delay might mean the loss of an advantageous price.

Weekly Market Reports---Stoves

SOME LINES ACTIVE.

The extreme warmth has created a big demand for oil stoves, and has further stimulated trade in gas ranges. The general volume of business has been exceptionally good for this time of year.

An advance has been made in the price of certain lines of copper goods, due to the increase in the cost of the raw material.

MONTREAL.

Montreal, July 11.—The heat is causing a considerable demand for coal oil and gasoline stoves. Those who have put off having gas stoves installed are also ordering these, but generally the great interest in stoves is from the standpoint of preparedness. For ranges and furnaces there is no great retail demand, yet these are being ordered by retailers already, for they want to make sure of a good supply when the fall rush starts.

The greatest interest at present, however, is in kitchenware—a class of goods which is moving in exceedingly satisfactory style. The coming of the preserving season is helping things a good deal—for the necessary supplies must be purchased within the next few days.

Refrigerators Necessary.

Refrigerators, of course, are continuing to sell. Those who put off buying are finding that they can put off no more and still keep their food sweet and fit to eat. So the sales are coming to those retailers who are making the most of the weather to boom these—and the supplementary orders are coming to the wholesaler.

Stove boards, coal hods, and elbows, which will be wanted when fall comes, are already moving well from the manufacturies. Especially large are the orders from the West.

Kitchen Goods:—Aside from the large business being done in this line the only interest is an advance in the price of certain copper goods, which has just been made. The price of copper tea and coffee pots has been slightly advanced, the discount now being 40 and 5 instead of 42½ per cent. There has also been a small advance on copper pits, the discount being changed from 37½ to 30 and 5.

Oil Stoves Moving.

Stoves:—Coal oil stoves and gasoline stoves are being ordered quite largely—this state of affairs being what might be expected in view of the present excessively warm weather, and the poor ordering which came early in the year, on account of the excessively cold weather. The extra business done now will hardly make up for that lost early in the year, but it will help.

Ranges and Furnaces:—Manufacturers are receiving many orders now. Especially are furnaces in demand. There is quite a chance that the price of these will have to be advanced, in common with many other lines, on account of the high price of metal. There is also a chance — indeed, it might almost be called a likelihood—that radiators will cost more this year than they did last. Perhaps the knowledge that such changes are quite likely is responsible for the early orders which some manufactures are receiving.

TORONTO.

Toronto, July 11.—The activity noted in the stove market is unusual for this time of year. All lines are selling briskly. "Our trade," commented a manufacturer to-day, "is just about as heavy as we usually get it in the early fall; much larger than we expect at this time of year." Reports indicate that a pretty satisfactory increase has been made over last year.

The transportation situation has improved, but considerable difficulty is still being experienced. The railways are unable to make shipments rapidly and some complaints are being received from customers on that score.

The trade at present is heavy in such lines as tinware, enamelware and kitchen supplies generally. Large shipments are being made in these lines.

Oil Stoves.—The warm weather has created a good demand for oil stoves. The retailers report that they are experiencing such a good sale that they are rapidly depleting their stocks. Sorting orders are, as a result, very much the order of the day.

Gas Stoves.—The sale of gas ranges, which threatened to fall off a fortnight ago, has picked up considerably since Old Sol began to manifest himself. Every family which lacks a gas stove has found that the need is an imperative one. Those who cannot buy stoves for financial reasons are buying plates. There has been a heavy sale of all sizes and varieties.

A Steady Trade.

Ranges.—Although taking a second place in sales just at present, coal ranges are still pretty active. The demand, though not unduly heavy, is steady and is showing signs of rapid improvement. Several good sized orders were placed this week.

Heaters.—There has been practically no business done in heaters, except that some fall booking has been done.

Furnaces in Demand.

Furnaces.—The warm weather has created active resumption of building operations, and there is, as a result, a better tone to the furnace industry. Furnacemen are now pretty busy, and the manufacturers are finding the demand brisk.

WINNIPEG MARKETS.

Winnipeg, July 8.—A busy week or two in stove sales is usual during the course of the Winnipeg Industrial Exhibition, and great efforts to display goods are usually made at this time when the influx of visitors is large and likely to be larger than usual on account of the visit of H.R.H. the Governor-General.

Business generally in cook stoves of all kinds is improving, owing to the first batches of contracts for cottages and smaller residences being completed and families now furnishing and moving into them.

Gas stoves for cooking are increasing in popularity, and for city use the coal stove generally is coming more into use than wood burners.

Trade in heaters is dull.

HARDWARE MARKETS.

(Concluded from page 47.)

their annual trip to the city and they usually combine a good deal of business with their pleasure jaunt.

Since last review of western trade conditions the business outlook has much improved, abundant rain has insured a crop which from reliable information obtained at first hand is both much in advance of last year's in point of maturity, and likely to be quite up to the average in point of yield. Labor troubles seem likely to peter out without any very serious dislocation of the industrial machinery.

The copper market is very strong, and advances in copper rivets are to be noted. Prices on all copper goods are liable to advance at any time.

The only other change in the local wholesale hardware market is a change in the discounts on round head and flat head iron screws which means higher values.

There is a good general demand for hardware. Heavy goods and machinery are moving freely.

Collections are reported as fair.

DESCRIPTION OF STORE.

Many men wish from time to time that they could start in business afresh, as this would give them an opportunity to benefit more from their experience. Hector A. Bernier, of Montreal, is now havign some such opportunity, for, after years of experience, he has started in business for himself. He has aimed to make his store a model, introducing into it what has struck him as best in the display methods used by others. Mr. Bernier will give a description of his new store in the next week's issue of Hardware and Metal. There will be something for all to consider in this article.

NEW STORE OPENS.

Montreal:—A new hardware store has been opened at 135 Rachel Street East, under the name of the City Hardware Store. H. Zukerman, formerly one of the partners in the People's Hardware Company, is the manager. A full line of tools, paints, oils, granite and tinware, stoves wall paper and shelf hardware are carried.

SATISFACTORY PROGRESS.

Cleveland, O., July 11. — The Iron Trade Review to-day will say:—

In many of the leading lines of finished material, the iron and steel market continues to show satisfactory progress, both as to volume and general average in better prices, and while there is an evident lethargy in new buying for the time being, the strong buoyancy of the market appears sufficient to induce manufacturers to ignore the normal quiet season, and in several instanees to advance prices on finished products, confident that the higher rates can be maintained. Notably is this true in track material, steel hoops, sheet piling and similar specialties, together with pipe and other products. Furnace operators are showing a halting tendency, due to uncertain coke supply or to the high prices now prevailing for coke. The pig iron market is quiet, but very firm.

THE ELIMINATION OF THE WOODEN COUNTER.

(Concluded from page 34.)

his particular line. I do not mean that he drives his man to it. But the customer feels "Well, everything is free and open. These fellows apparently aren't ashamed of the goods they handle or they wouldn't let me get so close to it." And so he buys. Removing the barrier, therefore, promotes confidence.

Looking back over the progress made in store display, the first steps taken towards promoting confidence were the cash register, and the silent salesman. The cash register by displaying the purchase price deposited confirms the merchant's quotation. The merchant purchasing a cash register purchases a friend for his customer. Next the silent salesman reversed the counter idea, and in place of harboring a "Kentucky cave," in which most anything and everything was likely to be found, promoted a display which invited intimacy, confidence, and selling force.

This idea can be pushed to almost any limit in the hardware store, because of the fact that very few articles therein suffer from handling. When the counter, or anything else for that matter, is a prevention to the promotion of interest in your goods, throw it out on the junk heap; it will pay for itself better there than in the store. Let the customer be intimate with you and your stock, let him discuss his purchase with you "cheek by jowl," not by glaring at each other. Provide a chair for him, if necessary (don't get a stiff backed one), make him feel that he is your guest and that as host you are obliged to put him on good familiar terms with everything you have in your store.

He will feel then that if you can extend such liberty, and permit this intimacy, that you have little fear of the goods you sell.

No doubt but that the salesman, who has developed that individuality whereby he can make his customer feel that he is extending real service in his selling methods, rather than trying "to do" him, is the man who promotes permanent lasting business. He promotes a feeling, he don't talk it up, he don't make motions to bring it about, but an underlying current in his selling methods brings it about just as effectively and surely.

Promoting this feeling in the customer brings forth his permanent confident trade, and can be done by just such simple methods as these.

Yes, it is a good idea, especially in a paint department where the actual goods are separated from sight and feeling by the can. Would that we could get some method of letting a customer feel and see the actual goods before he buys.



St. Mary's Hardware Co. Baseball Te am.—Reading from left to right—(Top row) Riley, Bartlett, Craib, Carr; (Mid dle row) ,Waddell, Brown, Ellise, Jameson, White; (Bottom row) Nicol Burgess.

HORSE SHOE FACTORY.

Montreal, July 11.—A horse shoe factory, which it is stated will employ about 350 men, is to be erected for Gilmour Bros. on Pie IX avenue. The building, which is to be 90x102, is to cost $40,000.

PUT IN TANK.

Watrous, Sask. — Watrous Hardware Store has installed a very up-to-date convenience for the automobile men in the shape of a gasoline tank outside their store.

Editor's Note. — The trade of the motorist is well worth trying for. His needs are many and his purse is long.

A HARDWARE BALL TEAM.

St. Mary's, Ont.—The baseball team of St. Mary's Hardware Co. have been cutting quite a figure in local sporting circles. They recently played the town team to a tie 4—4, and have been getting the better of all other commercial teams.

Methods of Retailing Paints and Varnishes

The Value of a Big Paint Display

Magnitude Counts Here as in Everything Else — People are Impressed—Stock Should be Kept Systematically as Well — Some Interesting Pointers.

Written for Hardware and Metal by W. J. Keyes, manager of the Soo Hardware Co.

There is something in a big display. Politicians realize this, hence the bands and buntings which are used to attract a crowd to the political meetings. Crowds generate enthusiasm, and so do large displays of paint—or of any other article sold in the hardware store.

It is acting upon this principle that we have given such prominence to our paint department. Practically our whole stock is arranged near the main door of the store. We thought this would be none too much prominence for the paint department, and events have proved that this idea was correct.

There, as a person enters, are row upon row of paint cans. The goods cannot be overlooked. Everyone who enters sees that we have a wide assortment of paint, and if they are not led to buy then, they will remember our display. When the thought of painting does come across their mind, a vision of that paint display at the front of our store will come almost contemporaneously. I am certain that this large and therefore impressive display of ours has brought us many sales.

Moreover it will be seen that the space given to paint is not, after all, very great. It is wall room only which is devoted to it. No floor space is taken. All the necessary room is left for showing other lines, but those shelves reaching almost to the ceiling display can upon can of paint. We do not let the stock get low. That does not pay. To date we have sold a great deal of paint—more than I expected we would, when I took charge here. This result I think is attributable to the prominence we have given the line, not forgetting, of course, the quality of the goods carried.

We have tried to have a systematized stock as well as a large one. In the illustration which will accompany this description is shown a part of our paint display. In this may be seen the long shelves, with their burden of paint cans. These cans are not put on the shelves in any hit or miss fashion. There is method to their arrangement. The numbers run from left to right. We know within a foot or two where any given number will be. This helps us to give a prompt service, for when a customer comes asking for a certain shade of paint any one in the store can put his hand right on it. There is no need to scan one shelf and then another.

The quick service, which this systematic arrangement makes easy, has had a good effect upon the business as a whole, it seems to me. Seeing how quickly we can give them any variety of paint which they require the people are favorably impressed. The quick service seems to inspire confidence in them—not



An interior display in the Soo Hardwar e Co., which possesses the virtues of magnitude. The paint is arranged by numbers so that quick service can be given.

only giving them faith in our paint department, but in all departments of the store.

While the greater part of our interior paint display is arranged near the door, we have had to put Japans, Varnishes and Stains a little further back. We have, however, followed out the same system of arranging these—so that we can find any particular finish wanted, with as great ease as we can find any shade of mixed paint. The cans are arranged by numbers, and in every row these numbers start from the left.

There is one advantage we have found from having these specialties placed further back in the store. The shelves upon which they are aranged do not stand behind the counters. Indeed there are no counters in the store, for we believe these take too much room for the good which they do. The shelves do not stand against the walls, however. They are placed rather in the centre of the store, forming a natural partition between that part of our store which we have given over to stoves, and that part in which is displayed tools, shelf hardware and specialties.

The result is that these goods are in constant view. People as they pass along see them. Waiting for a parcel to be wrapped up they will pick up a can and make some inquiry about it. When they are paying out their money across the silent salesman we can tell them something of the work which that stain or varnish makes possible. There is nothing forced in such an explanation. It is like a quiet conversation rather than a canvas for a sale, but it brings results. Because these lines are so conveniently shown we have had scores of inquiries about them. We have had scores of sales too, which is the most satisfactory part.

Yes, I believe that a good interior display of paint, and similar lines is good business. I have tried it and have seen the results. I'm like the Scotchman who said, "Honesty is the best policy. I've tried baith."

High Prices for Glass are Predicted

Advices are to the Effect That a Political Upheaval is Brewing in Belgium—This Would Mean the Cessation of all Work—Low Stocks in Canada and England Will Force Prices to Advance.

The following information has been secured from a Canadian importer and manufacturer. It has a bearing on future conditions in the glass trade in this country.

Private advices from Belgium are of a disquieting nature. It is predicted that a political upheaval is brewing there which may be expected to come to a head not later than October or November. Manufacturers there are much disturbed at the outlook. They are refraining from soliciting business and are concerning themselves only with the business of the moment thrust upon them.

If the upheaval occurs, it will be reflected in Canada by higher prices on the commodities which Belgium supplies. We rely chiefly on Belgium for certain lines of iron and steel and very largely for our supply of glass, particularly the plate sheet and plate window glass. Belgium produces seventy-five per cent. of the world's consumption of sheet window glass. England alone buys over one fourth of her sheet window output, while Canada takes about half that amount. The proportion of buying from Belgium in plate window glass by England and Canada is similar.

All Belgium manufacturing is carried on in the Walloon districts, or the southeastern portion of that kingdom, bordering on the north of France. This district is densely populated, almost entirely by the factory employees. The Flemish or rural provinces are more sparsely populated, and are devoted almost entirely to rural pursuits. Clerical domination is felt in the Flemish provinces, and by the present system in Belgium of plural voting, this element is supreme in the country. The catholic party has been in power since 1884. The Walloon element is almost entirely non-Catholic, partaking largely of the characteristics of the people of northern France—cosmopolitic, liberal, even socialistic. With them, feudal ideas have long since passed into history. It follows that there is a marked distinction between the Walloon and the Flemish and the strife has of late years become very bitter. The former had hoped by a strenuous educative propaganda and by hard work to obtain control of the government at the elections held on June 7. The Flemish rural provinces, however, voted as one man, and, although they are numerically in the minority, the plural system of voting gave them greater strength and the government was able to hang on to power. The Walloons were enraged at this state of affairs as they cannot hope to secure universal suffrage, and it is hinted that anything may happen. A revolution may even break out. The workers are well organized in guilds and of late have copied some of the better methods of labor organization. They are determined to strike for the suffrage so long withheld. It is purposed, according to advices, to call out every worker in the Walloon districts and so paralze the commerce of the country.

This would mean the putting out of all the blast, iron and glass furnaces. The consequence would be a cessation of glass production for six months, even if the strike should be of short duration; and from advices and the trend of news the upheaval is sure to be prolonged and very bitter.

Whether the strike matures or not, high prices for glass in England and Canada will develop, owing to the unrest and hesitancy on the part of the makers to accept business. Already English buyers are offering a premium on current agreed prices for sheet window glass for autumn delivery.

There has not been any glass shipped to Canada during the last six weeks owing to the dockers strike, and only one sailing is expected during the month of July. With political troubles looming up on the horizon, Canada and England will be short of glass this fall. It is not to be anticipated, therefore, that manufacturers in the latter country will have any surplus to help make up the deficiency in this country, particularly as high prices will be obtainable in Great Britain.

ADVANCE PENDING.

In the accompanying article, reasons are given for anticipating advances in the price of glass. Belgium, the largest base of supply, is seething with disaffection which may develop into open revolt, leading to a complete cessation of industrial activity. Private advices are to the effect that an upheaval is coming as sure as fate.

INDUSTRY FOR KINGSVILLE.

Kingsville, Ont.—It is announced that on or about September 1, R. F. Green & Co., of Toronto, will remove their gas and gasoline stove business to this town. The Owen Harris foundry has been leased by the new industry, and will be overhauled and extended to meet the needs of the Green concern.

DO DEMONSTRATIONS PAY?

Do demonstrations pay? Can direct results be traced to them? These questions are often asked by hardwaremen. An article dealing with this question will appear in next week's issue of Hardware and Metal.

Stock ELASTILITE. It "Makes Good" For You With Your Customers.

WHEN you sell varnish, remember that if it isn't "right" when applied, you pay for the dissatisfaction of the user by loss of good will and sales. For prosperity, handle a varnish like our famous ELASTILITE. Properly applied on a proper surface, it is proof against weather and sun. Its beautiful finish and wearing quality helps your intersts as a dealer.





This is a good, resistent easily-applied varnish of beautiful luster and finish for indoor or outdoor use, but not for floors. Used for 20 years. Used almost exclusively for the desks in Toronto public schools—a pointer on the kind of service it stands. ELASTILITE is a great varnish to sell at retail, because it gives good results under most trying conditions. The dealer gets the benefit of the quality service ELASTILITE.

Stock this kind of varnish—Elastilite. None better to sell local painters and decorators. Write us for sample and if you have painters in your locality, who you think would like one, too, send their name.

Many other good members in the ML Line. Remember ML Paints and Floglaze. Prices, Cards and Samples Free.

Imperial Varnish and Color Company, Limited, Toronto

6-24 Morse St., Toronto 108 Princess St., Winnipeg 365 Water St., Vancouver

Charcoal and Sulphur

are not very stirring properties, but just add a little saltpetre and we have gunpowder.

Sometimes the addition of a live line—a line that brings business and keeps business will turn a sleepy store into a veritable beehive of industry.

"HIGH STANDARD" PAINT IS HOUSE PAINT NOT SHELF PAINT. IT ACCUMULATES PROFITS NOT COBWEBS.

Lowe Brothers Paint and Promotion not only work up a good paint trade, but they waken up your whole business to new life and activity.

OUR TRAVELLER CARRIES THE PROOF. LET HIM SHOW YOU.

Lyon-Monkhouse Limited
171 James Street
Winnipeg, Man.

Lowe Brothers LIMITED

TORONTO
Dayton New York
Kansas City
Boston Chicago

Weekly Market Report --- Paints

WHITE LEAD UP.

Another advance has bees declared in white lead, this time of 25 cents.

There is a singular scarcity of white lead in some sections and the demand is so brisk that immediate relief cannot be hoped for.

Business in all paint lines is remarkably good.

MONTREAL.

Montreal, July 11.—In the market report of last week it was stated that a meeting of the white lead men was to be held shortly and that an advance was certain to be made. It was also remarked that the advance—when it came — would likely be one of some considerable importance. Both of which predictions, coupled with the subsequent events, show that the hardware dealers of the country were given one more opportunity to get in on the ground floor with their buying. A meeting of the lead men was held on Friday, and then an advance was determined upon—this being fixed at 25c.

The prediction made by many students of the market, that 8c. lead is coming is thus one step nearer fulfillment. With a rising pig market, such as has been noted recently, it would not be very surprising if the corroders found it necessary to raise the product 35c more.

Anxiety re Gloss.

Strangely enough the hot weather does not seem to be doing the paint business any harm. Evidently people are defying the hot sun, and are painting exteriors, interiors, and machinery. The retailers are coming back upon the manufacturers for fresh supplies.

This has been a wonderful paint year, and so far there has been no falling off to speak of. In some lines, indeed, the heavy rush has just started. Glass, for instance is only commencing to move rapidly. There is room for some anxiety as regards this commodity, for the supplies are none too good, and all that will be wanted does not seem to be coming.

Linseed Oil.—Still the quotations remain unchanged locally. Manufacturers, however, are still loth to sell. Indeed there have been a number of refusals. The supply of flax does not seem sure enough to make the paint houses willing to jeopardize their future output by selling their oil.

Turpentine.— Little change is noted here. There seems to be a good supply at Savannah, and this is being brought forward satisfactorily. Prices remain steady.

Cause of Advance.

White Lead.—It is the advance in the pig—an advance which it is hard to explain—which is making advances in white lead necessary. The cost of making this product has greatly increased, and there was nothing for it but to make an advance in the selling price.

That there will be any further change in the next fortnight, or three weeks, is unlikely. There seems no reason to expect a downward revision of prices after this date. Indeed, if the pig continues its present course, as seems quite likely another advance will almost certainly be made.

Paints Maintain Strength.

Paint.— The demand for the various lines is continuing remarkably. Despite their heavy early orders, and despite the delay in the opening of the paintseason —caused by the late wet spring—orders continue to crowd in. The retail demand for paint is splendid, partially due to the great amount of building which is being carried on, and partially due to the desire which people have to improve the appearance of their own homes.

Glass.—Here, as has been indicated, the situation is fairly serious. Stocks are none too large, and there is some doubt about future shipments. The handlers have not considered a price change recently, but though a drop often comes at this time of year it appears that such a change is rather unlikely at present. If there is a price change it will more likely be in an upward direction.

TORONTO.

Toronto, July 11. — The severe heat has had some effect on trade. Orders have not come in as briskly as would have been the case if the heat had been less trying, as the travelers have not been able to cover as much ground. The weather conditions affected retail trade as well.

However, trade has been brisker even with this handicap than is usual at this time of year. Manufacturers report that they are working at as high pressure as before, so it is presumed that they have not yet caught up fully with orders. Business is undoubtedly good in all lines.

Scarcity Continues.

White Lead.— The scarcity in white lead still obtains here. The jobbers report that the situation has not improved any as far as they are concerned. Stocks are still at rocky bottom and there does not seem much prospect of immediate relief. Filling orders is found to be difficult.

An advance of 25 cents in the price was declared at the end of last week. Word was received at the office of Hardware and Metal just as the paper was off the press; too late, therefore, for insertion. This makes the prevailing price here $7.80. Will it reach the $8 mark? The general opinion is that the commodity will be selling for $8 before very long. The continued scarcity and the unmistakeable evidences of a healthy demand seem to point that way.

Linseed Oil.—The price of linseed oil has not been changed. It still sells at $1.08 for raw and $1.11 for boiled. It is said that demand has not been overly active for the past week. This may have been due to the extreme weather conditions.

Turpentine. — There have been no changes in the situation as regards turpentine. The price is still quoted here at 68 cents.

Glass.—The glass situation is causing some anxiety again. There can be no doubt that a deep unrest prevails in Belgium and importers are inclined to fear that trouble may ensue.

Predictions of higher prices are heard but whether anything of that nature will develop is still conjectural. It depends, of course, on the march of events in Belgium. If trouble ensues there, the natural consequence will be an advance in prices here.

Putty.—There are no changes in the price schedule. Demand is reported to be fairly good, with prices standing as follows:—Standard bulk in casks, $2.40; in 100-lb. drums, $2.55; in 25-lb. drums, $2.65; bladder in barrels, $2.80. Pure putty prices are as follows: Bulk in casks, $3; in 100-lb. drums, $3.40; in 25-lb. drums, $3.50; bladder in barrels, $3.40.

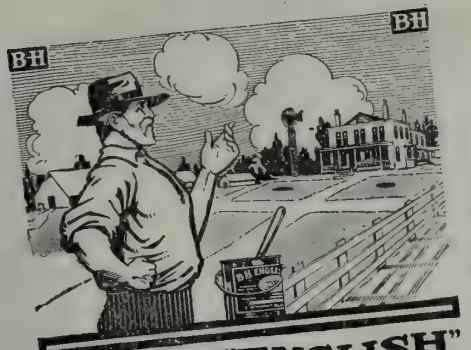
WINNIPEG.

Winnipeg, July 8.—A good sorting business is being carried on by travellers for wholesale houses, and rural retail business has been very satisfactory.

Paris green is now in demand, but supplies are reported as low and the price is liable to stiffen.

With the approach of haying, the demand for lubricating oils at country points is increasing and will be quite brisk from now on until the end of the threshing season.

In the city, there is no likelihood of any diminution in the volume of paints, oils and glass business until snow flies.



SAID THE FARMER.—"I never look for bargains in Paint—and I wouldn't buy cheap paint at any price. My time is worth money to me, so I use BRANDRAM-HENDERSON Limited, "ENGLISH" Paint wherever I have a job of painting to do. I find B-H "ENGLISH" Paint spreads easier than cheap paint—I can do my painting quicker with it and I find too that it holds its color longer—so I don't have to paint so often. All in all, therefore B-H "ENGLISH" is the cheapest of all the paints I have used." 88



Covers Canada From Coast To Coast

Brandram-Henderson, Limited, "English" Paint is 70% Pure White Lead—30% Pure White Zinc—mixed ready for use, with Pure Linseed Oil, Pure Turpentine and Dryer, and nothing else.

There is a B.-H. "English" Paint for every color you wish to paint. Ask for a sample card. 86



Said the Architect—"I have specified B-H ENGLISH PAINT because I have found it the best, and the cheapest in the end. It costs less to apply—covers more surface—protects better—and holds the color longer.

It is the 70% Pure White Lead and 30% Pure White Zinc Paint—an ideal formula.

Then, too, it is guaranteed by BRANDRAM-HENDERSON LIMITED—and the guarantee is printed on the can.

It is the kind of Paint for **your** house, sir. 77



SAID THE MAN WHO BUILDS.—"Yes sir, I am going to use Brandram-Henderson, Limited, "English" Paint. You don't suppose I would put so much good money in a new house and then paint with cheap paint. That would be absolutely wasteful, wouldn't it? I am building and painting for permanence—and B-H "English" Paint is the only paint I shall use. None but the best for mine. It wouldn't be fair to the house." 87



The paint with the guarantee. And the guarantee—signed by BRANDRAM-HENDERSON LIMITED—goes on every can.

50 shades, including black and white. 78



SAID THE HOME OWNER—"I told the contractor I wanted a first class job—and I insisted on his using BRANDRAM-HENDERSON, Limited, "ENGLISH" Paint. I knew that the perfect formula for color, spread, durability and economy was 70% B. B. White Lead and 30% Zinc White, and I knew too that I could get this formula only in BRANDRAM-HENDERSON, Limited, "ENGLISH" Paint. So I paid a fair price and I believe in B-H "ENGLISH" I got the best paint obtainable in Canada—in fact, the best obtainable anywhere or at any prices". 89

Here are some of the new series of newspaper ads—five inch double column—running in Canadian papers in the interest of Agents for B-H "ENGLISH" Paint.

Back of every can of B-H "ENGLISH" Paint which goes on the shelves in your store is an active force of reasonable, practical, effective selling-helps.

B-H "ENGLISH" Paint is 70% Pure White Lead—30% Pure White Zinc—100% Pure.

If there is no B-H "ENGLISH" Paint agent in your town write for agency proposition.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb..8 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1. 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 20	2 20
Heads, per 100 lb.	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ in.	9 50	9 00
" " 2 "	8 25	8 50
" " 2½ "	10 50	10 00
" " 3 "	12 00	12 10
" " 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge... 0 26
Rods, base ½ to 1 inch, round.. 0 22
Tubing, seamless base, per lb.. 0 25
Tubing, iron pipe size , 1 inch base 0 25
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot	$19 00
Cut lengths, round bars, ½ to 2 in.	26 00
Plain sheets, 14 oz., 14x48 inches, 14x60 inches	28 00
Copper sheet, tinned, 14x60, 14 oz.	29 00
Copper sheet, planished, 14x60, base	36 00
Brazier', insheets, 6x4	28 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto
Canadian foundry, No. 1		19 50
Canadian foundry, No. 2		19 00
Middlesboro, No. 3 pig iron	18 00	19 00
Summerlee, No. 2 pig iron	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles $ base	2 50	2 50
Common bar, per 100 lb.	1 90	2 05
Forged iron, per 100 lb.	2 05	2 20
Refined iron, per 100 lb.	2 15	2 30
Horseshoe iron, per 100 lb.	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

Cold Rolled Shafting.

9-16 to 11-16 inch		0 06
¾ to 1 7-16 inch		0 05½
1 7-16 to 3 inch		0 65

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal.	Toronto
10 gauge	2 30	2 50
12 gauge	2 30	2 55
14 gauge	2 20	2 35
17 gauge	2 20	2 45
18 gauge	2 20	2 45
20 gauge	2 20	2 45
22 gauge	2 25	2 55
24 gauge	2 25	2 55
26 gauge	2 35	2 65
28 gauge	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
20x28x80	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 gauge, per square	5 00
26 gauge, per square	3 85
28 gauge, per square	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	345
26 gauge, American	3 85	3 50
28 gauge, (26 English)	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜-inch	$ 5 50	66 p.c.	51 p.c.
½-inch	8 50	71 p.c.	60 p.c.
¾-inch	11 50	75 p.c.	65 p.c.
1-inch	16 50	75 p.c.	65 p.c.
1¼-inch	22 50	75 p.c.	65 p.c.
1½-inch	27 00	75 p.c.	65 p.c.
2-inch	36 00	76½p.c.	66½p.c.
2½-inch	57 50	76½p.c.	66½p.c.
3-inch	75 50	76½p.c.	66½p.c.
3½-inch	95 00	75 p.c.	65 p.c.
4-inch	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 65 p.c., 7 and 8 in. pipe, 50 p.c. Light pipe, 60, fittings, 70 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00.

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15x24, $2; 18x30, $2.35; 18x36, $3.50.

HEATING APPARATUS

Hot Water Boilers—47 and 15 p.c.
Hot Water Radiators—45 and 15 p.c.
Steam Radiators—46 and 15 per cent.
Wall Radiators—40 and 15 per cent.
Specials—25 p.c.

OLD MATERIAL

Dealers' buying prices:

	Montreal	Toronto
Heavy ocpper and wire, lb.	0 11	0 11¼
Light copper bottoms	0 09	0 09¾
Heavy red brass	0 10	0 10½
Heavy yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02¾
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	0 02	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal
Domestic (Trail) pig, 110 lbs.	5 50
Imported pig, per 100 lb.	5 50
Bar pig, per 100 lbs.	5 75
Sheets, 2½ lb. sq. ft., by roll	5 75
Sheets, 3 to 6 lb., ft.	6 00

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE.

Lead Pipe and Waste, 15 per cent.
Caulking lead, 4¾c. per pound.
Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal.	Toronto
Bar, half-and-half, guarant'd	0 27½	0 27½
Wiping	0 24½	0 25

SHEET ZINC.

5-cwt. casks	8 25 8 00
Part casks	8 50 8 50

SPELTER.

Foreign, per 100 lb.	7 50 7 25

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lb...$52 00 $50 00
Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I. X., 14x20 base	5 50
I. X. X., 14x20 base	6 50

Bright Cokes Bessemer Steel—

I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.
Cookley Grade—

XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 00
XX, 14x65, 50 sheet bxs.)	

Tinned Sheets.

72x30 up to 24 gauge, case lots	8 00	7 35
72x30 up to 26 gauge, case lots		7 85

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.
High Carbon, No. 9, $2.00 in cars.
Fine Steel Wire.
Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19. $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34. $6. Coppered, 75c.; oiling, 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.
Hay Wire in Coils.
$2.35 base f.o.b. Montreal, Toronto, Hamilton and London.
Galvanized Wire.
From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55 14, $3.15. In car lots straight or mixed.

Poultry Netting.
2-in. mesh, 19 w.g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.
Smooth Steel Wire.
No. 0-9 gauge, $2.25 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c, spring wire $1.25, bright soft drawn 15c, charcoal (extra quality) $1.25, packed in casks or cases 15c, bagging and paperings 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks, 50c. in ½-lb. hanks, 75c., in ¼-lb. hanks, $1.
Wire Cloth.
Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.
Wire Fencing.

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c.
F.O.B. Montreal.
Wire Rope.
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ¾, $5, 1 inch, $15.10. Per 100 feet f.o.b. Toronto.
Wrought Staples.

Galvanized	2 80
Plain	2 50

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

Brewer.

Per lb.	0 40

Chemicals.

In casks per lb.	
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05¼
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

Colors in Oil.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb. irons	0 06

Enamels.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.

	Per lb.
French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" solder sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c, ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

Paris Green.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18¼	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20¾
" ½-lb. "	0 22½	0 22¾
Tins, 1-lb., 100 in case	0 21½	0 21¾

Paris White.

In bbls.	0 90

Pigments.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

Prepared Paints.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 70
Ramsay's paints, Thistle	1 40
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	
Jamieson's Crown and Anchor brand	1 60

Plaster of Paris.

Per barrel	0 30

Pine Tar.

Half-pint tins, per dozen	0 60

Putty.

	Standard
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders, in bbls.	2 75

Red Dry Lead.

Genuine, 560 lb. casks, per cwt	4 75	5 75
Genuine, 100 lb. kegs "	5 25	6 50
No. 1 casks, per 100 lbs	4 25	4 25
No. 1 kegs, per 100 lbs	4 75	4 75

Shingle Stains.

In 5-gallon buckets	0 75

Turpentine and Oil.

	Montreal	Toronto
Can. Prime white petroleum, gal.	0 14	0 12
U.S. Water white "	0 15½	0 13½
U.S. Pratt's astral "	0 19	0 15½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal. single bbls		0 15½
Pure Turpentine, single bbls	0 70	0 69
Wood Turpentine		0 60
Turpentine, second run		0 60
Linseed Oil " Raw	1 00	1 08
" " boiled.	1 03	1 11
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

Varnishes.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" Union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps, brown japan		1 80
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75

PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.

announce that Western dealers can now secure their requirements of Minerva Paints and Paint Specialties with the least loss of time in transit and the lowest possible freight charges by ordering from the following points:—

WINNIPEG—Pinchin, Johnson & Co, (Canada) Ltd., 128 Princess St.

REGINA—Peart Bros. Hardware Co., Ltd., Distributors for Southern Saskatchewan.

SASKATOON—The Saskatoon Hardware Co., Ltd., Distributors for Northern Saskatchewan.

CALGARY—The Western Supply & Equipment Co., Ltd., Distributors for Southern Alberta.

EDMONTON—The Western Supply & Equipment Co., Ltd., Distributors for Northern Alberta.

VANCOUVER—Wm. N. O'Neil Co., Limited, Distributors for British Columbia.

(M-52)

Steel Tanks and Self-Measuring Pumps for Paint Oils

They avoid all the loss and inconvenience sustained under the old method. The steel tanks are air-tight and will not permit the oil to gum or stick. The pumps measure the oil according to the Imperial Standard, directly into the customer's can. They count the gallons pumped and compute the charge for fractional gallons.

THE BOWSER PAINT OIL SYSTEM

will put every cent of profit into your pocket, where it belongs. With a Bowser your paint oil department will be as clean and inviting as your shelf hardware department. It draws trade.

Why not investigate now and increase your paint oil profits. Your fellow merchants are using them. They'll help you. Ask for book No. 15.

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For Twenty-seven Years Manufacturers of Self-measuring Pumps, Tanks, Gasoline and Oil Storage Systems, Dry Cleaning Systems, etc.

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Samuel Hobbs,
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Manville Hardware Company,
Prince Albert, Sask.

J. H. Ashdown,
Calgary, Alta.

Arthur Latham,
Moose Jaw, Sask.

Cochrane Hardware Company
Toronto

Peart Bros.
Regina, Sask.

Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish.	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Ltd. "Gold Medal," in cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange shellac varnish, in barrels	1 60
No. 1 orange shellac varnish, in barrels	1 30

Window Glass.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 25 p.c.
Montreal prices, no discount.

Size United Inches	Star
Under 26	$ 3 05
26 to 40	3 25
41 to 50	3 65
51 to 60	3 90
61 to 70	4 15

White Lead Ground in Oil.

	Montreal Per 100 lb.	Toronto lb.
"Anchor," pure	7 65	7 80
Brandram's B.B. Genuine	8 65	8 80
C.P.C. decorators, pure	7 65	7 65
Crown and Anchor, pure	7 65	7 80
Elephant Genuine	7 90	8 05
Essex Genuine (Windsor)	....	7 40
Island City Decorators' pure	7 65	7 80
Lily Pure	7 65	7 80
Moore's Pure White Lead	....	7 80
Monarch (Windsor)	....	7 90
Munro's Select Flake White	7 90	8 05
Purity, C.O. Co.'s Ltd	....	7 50
Ramsay's Pure Lead	7 65	7 80
Ramsay's Exterior	7 40	7 55
Sterling Pure	....	7 80
Tiger Pure	7 65	7 80

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

White Zinc (Dry)

Extra Red Seal, V.M.	0 07½

White Zinc in Oil.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2 " "	0 05¾

Whiting.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE.

Adzes.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

Axles and Hatchets.

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	5 00
Barrell hatchets	5 50	6 85

Anvils.

Buckworth, per lb.	0 10¼

Ammunition.

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust, $7.50 per 100 lbs. Discount 5 per cent.; cash discount, 2 per cent. 30 days; net extras as follows, subject to cash discount only; Chilled, 40c; buck and seal, 80c; no. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

Augers and Bits.

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	
Tobin High Speed Bits, 50 and 10.	
Tobin Never Choke, 60 and 10.	

Barn Door Hangers.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, dozen sets	....	6 50
Standard jointed hangers, dozen sets	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.). 3 25

Barn Door Latches.

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Bells.

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

Belting.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 80c; cut laces, 85c.

Bird Cages.

Brass and Japanned, 40 p.c.

Bolts and Nuts. Per cent.

Carriage Bolts, common, new, $1 list.
Carriage Bolts, ⅝ and smaller 70
Carriage Bolts, 7-16 and up
Carriage Bolts, Norway Iron ($3 list) 60
Machine Bolts, ⅝ and less.. 60, 10 & 10
Machine Bolts, 7-16 and up.. 60
Plough Bolts 55, 5 & 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, ⅝ and less 60 and 10
Sleigh Shoe Bolts, 7-16 and larger 55 and 05
Coach Screw, new list 7
Nuts, square, all sizes, 4¼c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts, 80.

Building Paper, etc.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2 "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain and tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs.	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60", per 100 lb.	3 00
2 Ply Ready Roofing, per sq.	0 70
3 Ply Ready Roofing, per sq.	0 95
2 Ply complete, per roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, brls., per gal.	0 15
Liquid tins Cement	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb.	0 06
Nails, per lb.	0 05
Mop cotton, per lb.	0 15

Butts.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent.

Cement and Firebrick.

Canadian Portland, bags, per bbl.	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood.	....	3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton	....	5 50

Chalk and Pencils.

Carpenters Colored, per gross	0 65	0 80
" lead pencils, p. gr	2 40	6 75

Chisels.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

Chain.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

Churns.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

Clamps.

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

Conductor Pipe.

2 inch, in 10 foot lengths	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

Cotter Pins.

Cotter pins, 90 p.c. Montreal.

Copper and Nickel Ware.

Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 & 5 p.c.
Copper pitts, 30 and 5 p.c.
Foundry goods, hollow ware, 45 p.c.

Door Knobs.

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

Door Sets.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

Door Hangers (Parlor)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

Door Springs.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

Draw Knives.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

Drills.

Bit stock drills, 2-32 in., doz.	0 67

Escutcheon Pins.

Steel, discount 60 per cent.
Brass, 55 per cent.

Eavetroughs.

8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c per 100 ft. O.G. Round Bead Trough.

Factory Milk Cans.

Milk cans and pails, 35 p.c.
Hand delivery and creamery cans, 40 p.c.
Railways cans, 45 p.c.
Cream cans, 40 p.c.
Creamery trimmings, 75 and 12½ p.c.

Faucets.

Common, cork-lined, 35 per cent

Farrier Knives.

Buckworth, 50 p.c.

Files and Rasps. Per cent.

Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62 2-3
Jowett's (English list)	27½
Spear & Jackson (English list)	35

Forges.

Blacksmiths portable, 135 lbs.	9 85

Galvanized Ware.

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

Grindstones.

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

Hammers.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09

Harvest Tools.

50 and 5 per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

Halters (Snap and Ring).

Jute Rope, ⅝-inch, per gross	8 00
" " ½-inch, per gross	10 50
" " ⅝-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1¼-inch, per doz.	5 20
Web	2 45

Sisal Halters (Snap and Ring).

⅝-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

Hinges.

Blind, discount 50 per cent.

Heavy T and strap, 4-in., 100 lb. net	7 25
Heavy T and strap, 5-in,, 100 lb. net	7 00
Heavy T and strap, 6-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 50
Heavy T and strap, 10-in. and larger	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—

under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50

Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

Hinges (Spring)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.56; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro., $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 60 p.c.

Hooks.

Wrought iron hooks and staples—

¼ x 5, per gross	2 25
5-16 x 5, per gross	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 & 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

Horse Nails.

M.R.M. cold forged process list, 16th January, 1912.

Size	Length	Price per 25-lb. box.
Nos. 3	1¾-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2¼	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2¾	2 50
11	3 1-16	2 45
12	3¼	2 45

Horseshoes.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

Horse Weights.

Taylor-Forbes, 4¼c.

Ice Cream Freezers.

White Mountain, 5c per lb.

Knives.

Hay knives, net list.
Clauss, 50 and 25 per cent.

Kitchen Enameled Ware.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial, and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 40 per cent.

Kitchen Sundries.

Asbestos mats, 50 p.c.		
Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per doz.	0 60	0 70
" wood, per doz.	0 50	0 80
Vegetable slicers, per doz.	....	2 25
Universal meat chopper, No. 1	....	1 15
Enterprise chopper, each	....	1 30

Spiders and fry pans, 50 and 5 per cent.

Star Al chopper, 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60

Toasters, 50 per cent.
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

Ladders.

3 to 6 feet, 12c per foot; 7 to 1 ft., 18c.
Extension ladders, 15c per foot up.

Lanterns.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast, per doz. 6 75
Lift Tubular and Hinge Plain, per doz. 5 00
Japanning, 50c per dozen extra.
Prism globes, per dozen, $1.80.
Lamp wick, 50 per cent.

Lawn Hose.

Competition grade lawn hose, 70 and 5.

Lawn Mowers.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25; 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

Locks and Keys.

Canadian, 45 and 10 per cent.

EVERY DEALER SHOULD SELL

Black Diamond Roofing

BLACK DIAMOND
ALEX·McARTHUR & CO·
LIMITED
MONTREAL.
REGISTERED TRADE MARK

It is the "Repeat Order Kind"

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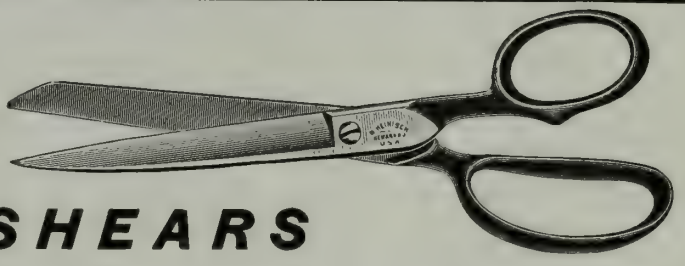
THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Increase Your Sales

by selling goods that create enthusiasm among users. These kind of goods can be easily obtained in



HEINISCH SHEARS

The dealer will find it a pleasure to handle them, as they bring good profits, and guarantee him against come-backs. High quality and perfect temper does it. We also manufacture Tailors' Shears, Trimmers, Tinners' Snips, etc. Ask your jobber for them.

R. HEINISCH'S SONS COMPANY **Newark, N.J., U.S.A.**



"WORLD" BABBITT METAL

FOR GENERAL MACHINE SHOP, MILL OR FOUNDRY USE
or any place where a good metal is required.

25c. net per lb. Freight paid on 100. lb lots to your nearest railway station.

We know "World" Brand to be a good Babbitt and will give you satisfaction, even if you are paying a higher price.

T. McAVITY & SONS, Limited
ST. JOHN, N. B. and WINNIPEG

HARDWARE AND METAL

Lumbermen's Supplies.

Cant hooks, dozen, from 12 00
Axes, dozen, from 6 50
Axe handles, dozen, from 1 15
Cross cut saws, per foot 0 25 0 43
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

Mallets.

Tinsmiths', 2½x5½ in., per doz.. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

Mats.

Wire door mats, standard, 16x24, doz. 9 00

Metal Polish.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

Miners Supplies.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lb., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

Mops and Ironing Boards.

Mops, per doz. 1 20 1 50
Folding ironing boards 16 25 18 00

Nails.

	Wire
1—1¼ inch	3 35
1¼ inch	3 00
1½—1¾ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

Oakum.

Plumbers....per 100 lb. 4 50

Oilers.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
¼inc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

Plated Goods.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

Pieced Ware.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

Planes.

Wood bench, Canadian, 40, American, 25 per cent.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

Pliers and Nippers.

Button's genuine, 37½ to 40 per cent.

Plough Lines.

Russian snap .....per gross 30 00
Indian snap ..... " 25 00

Pumps.

Berg's wing pump, 75 per cent.

Razors.

	per doz.
Boker's	7 50 11 00
Boker's King Cutter	15 00
Henckel's	7 50 20 00
Gillette Safety, each	3 75

Star Safety Razor, 33 1-3 p.c.

Rope and Twine.

Sisal rope 0 18¾
Pure Manila Rope 0 11¼
"British" Manila 0 09¼
Cotton, 3-16 inch and larger..... 0 24
Russia Deep Sea line, ¼ in. diam. and over, 17; under ¼ in., 18.
Jute, ⅜ and upwards, 10c; under ⅜, 10½c.
Lath yarn, single 0 08
Lath yarn, double 0 08½
Sisel bed cord, 48 feet, per doz.. 0 65
Sisel bed cord, 60 feet, per doz. 0 80
Sisel bed cord, 72 feet, per doz. 0 95
Cotton clothes line, 18 per cent. off.
Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply twine... 0 26
" " 4-ply twine... 0 30
Mattress twine, per lb. 0 45
Staging " " 0 35

Refrigerators.

Sanderson-Harold, 40 per cent.
Galvanized, 45 per cent.

Rivets and Burrs.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.
Copper Burrs only, 22½ per cent.
Extras on Coppered Rivets, ½-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned Rivets, net extra, 3c per lb.
Coppered Rivets, net extra, 2½c per lb.

Rivet Sets.

Canadian, 35 to 37½ per cent.

Rules.

Boxwood, No. 68, 2 foot, doz..... 1 15
Ivory, No. 1282, 2 foot, each 3 50

Sad Irons.

Mrs. Potts, No. 55, polished, per set 0 80
Mrs. Potts, No. 50, nickel-plated, per set 0 85
Mrs. Potts, handles, japanned, per gross 8 40
Common, plain 4 25
" plated 5 50
Asbestos, per set 1 50

Sand and Emery Paper.

Sand and emery paper, 40 per cent.

Sash Weights.

Sectional, 1 lb. each, per 100 lb... 2 25
Sectional, ½ lb., each, per 100 lbs 2 40
Solid, 3 to 30 lbs. 1 55

Sash Cord.

No. 8, per lb. 0 33

Saws.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

Saw Sets.

Canadian discount, 40 per cent.

Screen Doors and Windows Doz.

Common doors, 2 or 3 panel, walnut stained, 4-in. style 7 80
Common doors, 2 or 3 panel, grained only, 4-in. style 8 10
Beaver window screens, 14x18, open 28½ inches 1 60
Perfection window screens, 14x15, open 22½ inches 1 80
Model window screens, 14x22, open 36½ inches 2 25

Scales.

Gurney Standard, 35; Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45, Weigh Beams, 30.

Scythe Snaths.

Canadian, 40 per cent.

Screws. Per cent.

Wood F.H., bright and steel.	85 10 15 2½
" R.H., bright	80 10 15 2½
" F.H., brass	75 10 15 2½
" R.H., brass	70 10 15 2½
" F.H., bronze	70 10 15 2½
" R.H., bronze	65 10 15 2½
Drive screws	85 10 15 2½
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

Screws (Machine).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 50; brass, 25 p.c.

Screw Drivers.

Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per doz. 16 80

Scissors and Shears.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

Shelf Brackets.

No. 140, 65 and 10 per cent.

Skates and Hockey Sticks.

Starr skates, 37½ per cent.
Boker, hockey, 30c upwards; spring
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

Shovels and Spades.

Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.

Scoops.

Grade 1, 2, 3, 50 and 5 per cent. off.
Grade 4, 50 per cent. off.

Squares.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

Snaps.

Harness, 25 per cent.

Soldering Irons.

Base, per lb., 28 cents.

Stamped Ware.

Plain, 75 and 12½ per cent.
Retinned, 75 and 5 per cent.
Tinners' trimmings, 75 and 5 p.c.

Sap Spouts.

Bronzed iron with hooks, per 1,000 7 50
Eureka tinned steel, hooks, per 1,000 ..... 8 00

Staples.

Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 0 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

Stable Fittings.

Dennis Wire & Iron Co., 33 1-3 p.c.

Stove Boards.

Lithographed, 60 and 10.

Stovepipes.

5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

Stovepipe Elbows.

6 and 6-inch, common, per doz... 1 22
7-inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, 70 per cent.

Stocks and Dies.

No. 20 Beaver Die Stock 18 75

Stones—Oil and Scythe.

Washita .....per lb.	0 25	0 37
Hindostan ..... "	0 06	0 10
" slip ..... "	0 18	0 20
" Axe ..... "	....	0 10
Deer Creek ..... "	....	0 10
Deerlick ..... "	....	0 05
" Axe ..... "	....	0 15
Lily white ..... "	....	0 42
Arkansas ..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe .....per gross	3 50	5 00

Tacks, Brads, Etc.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¾ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

Tape Lines.

Universal, ass skin, No. 714, 66 ft., doz. 3 60
Lufkins, linen, No. 404, 66 ft., ea. 0 94
" steel, No. 264, 66 ft., each 3 50
Chesterman's linen, No. 1822, 66 ft. each 1 10
Chesterman's Metallic, No. 1821.. 1 95
" Steel, No. 1840, 50 ft.. ....

Trowels.

Disston's, 10 per cent.

Thermometers.

Tin case and dairy, 75 to 75 and 10 p.c.

Tinners' Snips.

Discount 35 per cent.

Tinners' Trimmings.

Discount, 45 per cent.
Plain and retinned, 75 and 10%.

Traps (Steel Game).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

Traps (Rat and Mouse)	Doz.
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

Vises.

Per pound 0 12 0 12¾
Hinged pipe vise, 25 lbs.... .... 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

Washing Machines.

New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz. 77 50
Dowswell 52 50
New Century, Style A 101 25
Ideal Power 180 00
Daisy 73 25
Stephenson 74 00
Puritan Motor 165 00
Connor, improved 52 50
Ottawa 55 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer... 180 00
20 per cent.

Wringers.

Royal Canadian, 11 in., doz. 47 75
Eze, 10 in., per doz. 46 75
Bicycle, 11 inch 60 50
Trojan, 12 inch 100 00
Challenge, 3 year, 11 inch 53 25
Ottawa, 3 year, 11 inch 58 25
Favorite, 5 year, 11 inch 61 75
20 per cent.

Wheelbarrows.

Navvy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 32 40

Whiffletrees.

Tubular steel whiffletrees, 28 in.... 0 70
" " " 34 in... 1 00
" " " 36 in... 1 25
" " neckyokes, 36 in... 1 06
" " doubletrees, 40 in.. 0 95
" " lumbermens, 44 in.. 1 15

Wood Handles.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent.

Wrenches.

Agricultural, 67½ per cent.

Wrought Iron Washers.

Canadian, 50 per cent.

WINNIPEG HARDWARE QUOTATIONS.

Ax Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

Augur Bits—"Irwin" bits, 47½; other lines, 70 and 10 per cent.

Barb Wire—Lyman 4 pt., $1.85 f.o.b. Fort William; $2.26 per spool of 80 rods f.o.b. Winnipeg; Guidden 2 pt., $1.75 f.o.b. Fort William; $2.12 per spool of 80 rods f.o.b. Winnipeg; Baker 2 pt., $1.73 f.o.b. Winnipeg; Waukegan 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool f.o.b. Winnipeg; Alberta 2 pt., $1.73 f.o.b. Fort William, $2.05 per spool f.o.b. Winnipeg; American special, 2 pt., $1.45 f.o.b. Fort William; $1.73 per spool f.o.b. Winnipeg; plain twist, $2.80 f.o.b. Fort William, $3.20 per 100 lb., f.o.b. Winnipeg; coil spring wire, No. 9, $2.07 per 100 lbs., Fort William; $2.50 at Winnipeg.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $5.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—$3.15 per keg base. Wire nails, base, $2.80 Winnipeg; $2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates—Half-polish, 6 and 7-inch, $3.40; 8-inch, $3.60; full polish, 6 and 7-inch, $4.25; 8-inch, $4.50.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware—37½ per cent.

Grindstones—Per 100 lb., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

Harvest Tools—50, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, Black—¼, $2.25; ⅜, $2.30; ½, $3.10; ¾, $3.65; 1, $5.30; 1¼, $7.20; 1½, $8.60; 2, $10.90; 2½, $17.40; 3, $22.85; 3½, $30; 4, $34.35; 4½, $38.80; 5, $43.30; 6, $56.10.

Galvanized—¼, $3.10; ⅜, $3.20; ½, $4.10; ¾, $4.90; 1, $7.05; 1¼, $9.60; 1½, $11.50; 2, $14.80.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$6. Lead Pipe—$6.05.

Lead Waste—$7.00.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8¾; Pure Manila, 10½c; British Manila, 9c; lath yarn, 9¾c.

Staples—Bright wire, $2.50 f.o.b. Fort William; $2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 6 per cent.; all other grades, 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $32 per cwt.

Screws—Bright iron round head, 82½ and 10 p.c.; flat head, 87½ and 10 per cent.; round head, brass, 72½ and 10 per cent.; flat head, brass, 77½ and 10 per cent.; coach, 65 per cent.

Staples—Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

Linseed Oil—Raw, per gal., $1.05; boiled, per gal., $1.08.

Turpentine—Per gal., barrel lots, 80c.

Dry Colors—White lead in ton lots, decorators' pure $7.50; decorators' special, $7; in small lots advance price 25 cents per cwt.; red lead, kegs, $6.50; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxides, in casks, 3½c; less quantities, 4c per lb.

Putty—Casks, $2.90 per cwt.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

Paris Green—22 cents per 112-lb. druma.

JAMIESON'S VARNISHES

Have a reputation of over fifty years' standing which is envied by many.

To hold this reputation their quality has been maintained in the face of all competition. The wisdom of this policy being shown by the fact that their sales have grown up with Canada.

To-day these varnishes are made in our three plants by the most modern methods, under the most expert supervision, filtered and thoroughly aged in our extensive system of tanks.

The dealer who handles these varnishes has a reputation of over half a century back of him.

Think what this means to you.

R. C. Jamieson & Co., Limited

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co., Limited

Montreal and Vancouver

MURESCO

30,000,000 POUNDS SOLD IN 1911

WHY?

BECAUSE

It covers more surface and covers it better with one coat than any other similar material on the market.

Of the nature of its ingredients it is highly sanitary.

It does not rub off, crack, peel, blister or show laps when properly applied.

It is so easily applied.

Every lot manufactured is carefully tested before shipping.

Send for Color Cards and Literature.

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TORONTO NEW YORK CLEVELAND CHICAGO

Be Our Paint Agent

And Reap a Fair Profit

When you sell **STEPHENS PAINTS** you give your customers full Imperial measure for their money, and you benefit by their enthusiasm over the results.

Many dealers in the **West** have taken up our proposition and are highly pleased with the results. Why not investigate it?





A long-retained reputation for durability and lasting qualities, and our **written guarantee** back every can of paint that we ship.

Remember, good profits and complete satisfaction await you. **Write us at once.**

COLOR CARDS AND PRICES ON REQUEST.

G. F. STEPHENS & CO.

LIMITED

WINNIPEG, - - - - CANADA

Branch at Calgary, Alta.

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Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL.

It is the central market place of the hardware trade throughout Canada.

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TRAVELLER HAVING PROVED HIS ABILity by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668. Hardware and Metal, Toronto. 18—21t

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ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

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THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

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In Buying a Typewriter
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Then Use
A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

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MONTREAL TORONTO WINNIPEG

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

When writing advertisers kindly mention having seen the advertisement in Hardware and Metal.

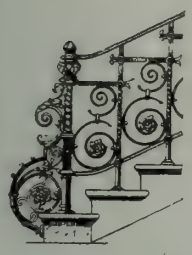
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for Carriages and Special Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.



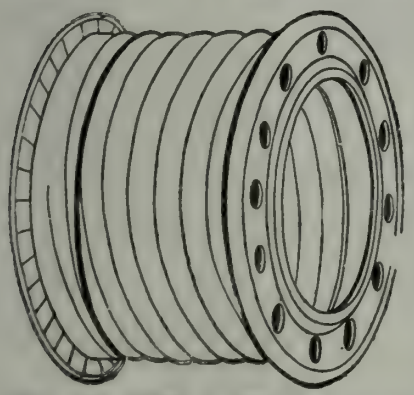
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Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

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FOR SALE BY JOBBERS OR BY THE MANUFACTURERS.

High Quality Screen Goods

Wabash Screen Doors and Windows are acknowledged to be the Highest Quality Screen Goods made.

Their construction is of the strongest.

Only well seasoned and kiln-dried lumber is used.

The durable black wire cloth is stretched by machinery:—Drumhead Fight.

We carry a large stock and can ship promptly. Write for illustrated circular and price list.



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NEW ERA PAINT

WHY be satisfied with your present paint profits? We have a more profitable line for you to handle.

Seize the Opportunity

and buy New Era Paint.

It will outlast, cover more surface, hold its color better, stand more changes of the weather and give a more brilliant finish than any other you can buy, no matter at what price.

New Era Paints will increase your business, as they never fail to give perfect satisfaction. There's money in it for YOU. Write us at once for proposition.

Standard Paint and Varnish Co.
Windsor, Ontario. MITED

Queen City Water White Oil

GVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE


Creosote Shingle Stains
Until recently it has been necessary to import these stains with the accompaning disadvantages of long deliveries etc. You can now obtain domestic stains which excel these foreign importations. In other words,
Ramsay's Creosote Stains
will serve your customers better and bring you more profit than the foreign made article. Why not be ready with Ramsay's.
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Paint Makers Since '42
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of Every Description for Buildings
Our Leaded Art Glass is of the highest grade manufactured. Being the largest manufacturers of this line in Canada we can also give you the lowest price consistent with high quality
If you have not already received a copy of our 132 page catalogue, we would be pleased to send one.
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MANUFACTURING CO.
LIMITED
OFFICES AND FACTORIES
London Toronto Winnipeg Montreal

Here is a good general purpose Varnish, one that can be used inside and outside. Such a Varnish offers the dealer the biggest opportunity for profitable sales to the painter and to the householder. Put up in half pints, pints, quarts, half gallons and gallons. Sold in sealed cans only, never in bulk.

SUN VARNISH

For Outside and Inside Use

Made of Copal Gum. A clear bright hard varnish. Outside, it can be used on waggons, vans, store fronts, doors, porch ceilings, boats, and all such exposed surfaces. Inside, it is suitable for all woodwork, furniture, bathrooms, etc., etc.

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LIMITED

Paint, Varnish and Dry Color Makers, Linseed Oil Crushers

Factories and Offices—Montreal, Toronto, Winnipeg. Oxide Mines—Red Mill, P.Q.

Get After the Farm Trade

And Procure A Profit Worth While



Heavy Galvanized Steel Hog Feeding Troughs

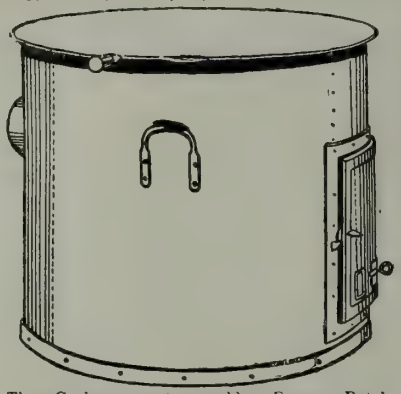
Clean, Sanitary
Easily Handled
Strong, Durable

Ledge each side to prevent pushing or pulling of food to the floor. Cast Iron ends secured by our patented device.

Stock Lengths—4, 5, 6, 7, 8, 9, 10, 12 ft. Odd lengths made to order.

STEEL JACKET FEED COOKER HEAVY CAST IRON CALDRONS

MADE IN 7 SIZES
Nos. 20,30,40,60, 75, 90 and 120



These Cookers are indispensable to Farmers, Butchers or Stock Men. Grains that are useless for other purposes, by the use of these cookers are made as valuable as the best marketable products.



Heay Galvanized Steel Stock Watering Troughs

Standard size holds about 10 imperial gallons to foot. Other sizes made to order.

Regular Stock Lengths, 6, 7, 8, 10 and 12 ft.

Made without rivets. Heavy Cast Iron end fastened by our patented device.

These are articles that appeal to every farmer, as they assure real value for money invested. Let us have your inquiry at once. Our proposition means money to you.
We guarantee absolute satisfaction. Hot, dry weather does not injure them; no leak, no rusting.

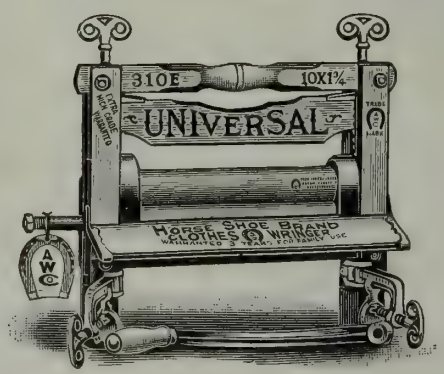
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UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs Enclosed Cog Wheels



Packed 3 in a case

PLAIN BEARINGS

No. 310E— - - - - Rolls, 10 x 1¾ inches
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STEEL BALL BEARINGS

No. 317E— - - - - Rolls, 10 x 1¾ inches
No. 318E— - - - - Rolls, 11 x 1¾ inches

SAME STYLE MADE IN FOLDING BENCH

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THE AMERICAN WRINGER COMPANY

99 CHAMBERS STREET, NEW YORK

The P's and Q's of the Paint Store Man

"If you would succeed you must mind your Ps and Qs." "Quality" and "Profit" trip up too many business men. They get profit too high, quality too low, and wonder what was wrong when the crash comes.



MARTIN-SENOUR PAINT 100% PURE

is a real business insurance. Its quality and a reasonable profit will make your business boom. The dealers who know say so. Write today for the proof and our proposition to insure your business the same way.

THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paints

MONTREAL CHICAGO WINNIPEG LINCOLN

FACTS WORTH REMEMBERING

When you are selling varnish to your customers it is well to remember that you wish them to return to your store later on for further purchases with increased confidence,

DOUGALL VARNISH

on account of its good quality will make friends for you. There is no varnish made which is so hard to wear out—It is not a cheap varnish with the value in the label, but a good varnish with the quality inside the can.

Dealers take pride in handling DOUGALL VARNISH because they get to know of its sterling quality. It will please your customers and bring increased business to your store.

THE VARNISH THAT LASTS LONGEST

The Dougall Varnish Company, Limited

305 Manufacturers Street, Montreal, Canada

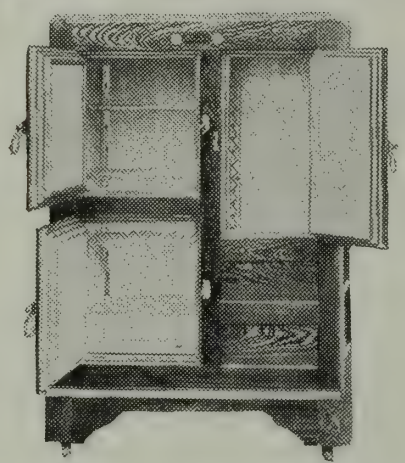
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that every progressive dealer should stock refrigerators. But when doing so he has to select a trade-winner that produces a reliable profit.

You cannot get better results than those produced by the

"BARNET" Refrigerator



Contains Many Good Selling Points

This is a refrigerator that has strictly up-to-date features — a refrigerator that has been endorsed by experts. It has been subjected to every practical test, and we know that it is the choice of those who want the best.

Other dealers are reaping splendid profits—why don't you? Investigate at once.

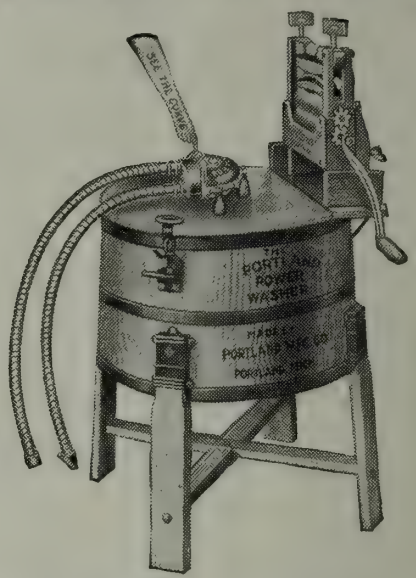
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The Barnet Manufacturing Co.

LIMITED

Renfrew, Ont.

FROM STOCK



Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

The Portland is a trouble-less washer—it relieves all washer worries.

Made complete in our own factories—washer, motor, and furniture finished tub.

If you're looking for a quality washer that's really worth while get after your hardware jobber, or write direct to us.

HENDERSON & RICHARDSON

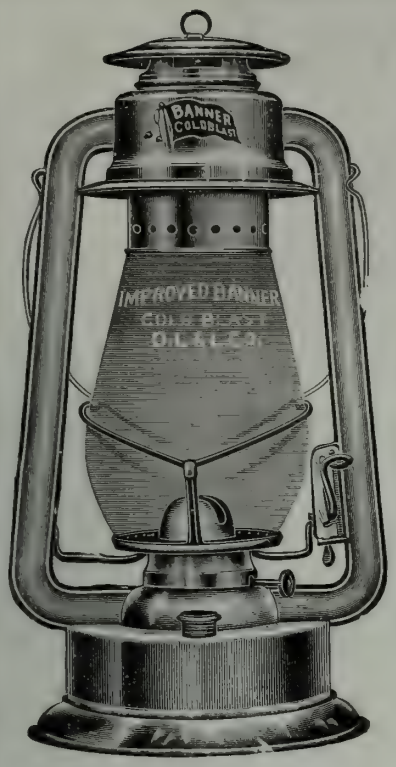
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The Largest Manufacturers of Washing Machines in the World



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Compare Our Latest Model

"BANNER" COLD BLAST LANTERN

with that of previous years.

Remember there is no increase in price—and

ORDER AT ONCE.

"IDEAL BANNER" JUNIOR COLD BLAST LANTERN

The "special occasion" lantern.



Used at socials, etc., as it will not soil delicate clothing.

Leakproof,
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Nickel Plated or Solid Brass

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The Line of Good Repute

Wide-awake retailers in all parts of the Dominion find satisfaction and profit in handling

INTERNATIONAL

VARNISHES AND VARNISH SPECIALTIES

It is the brand that for over forty years has set the standard the world over—they have the approval of the most discriminating and high class dealers, architects, painters and decorators.

Every can is guaranteed to contain Full Imperial Measure.

INTERNATIONAL VARNISH CO. LIMITED

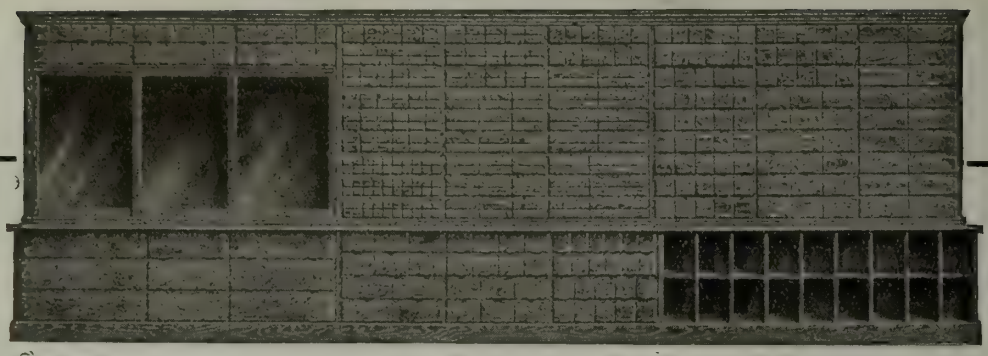
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Canadian Factory of Standard Varnish Works

NEW YORK CHICAGO LONDON
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Largest in the world and first to establish definite standards of quality

M51



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

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BARBERS KING

Are favored by Barbers and Gentlemen who look for quality. Best line for dealers to handle with a big profit.

BIG STOCK ON HAND **ORDER NOW**

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COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.



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We manufacture the most complete line of oilers made in America, including Pump, Engineers', Machinists', Mowing Machine and Railroad Oilers, Tallow Pots, Engineer Sets, Torches, Lamps, etc.

MAPLE CITY MFG. CO.

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Why Buy the "Near Brand" when the Best is Procurable?

THE L. MARTIN CO.'S

Old Standard, Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

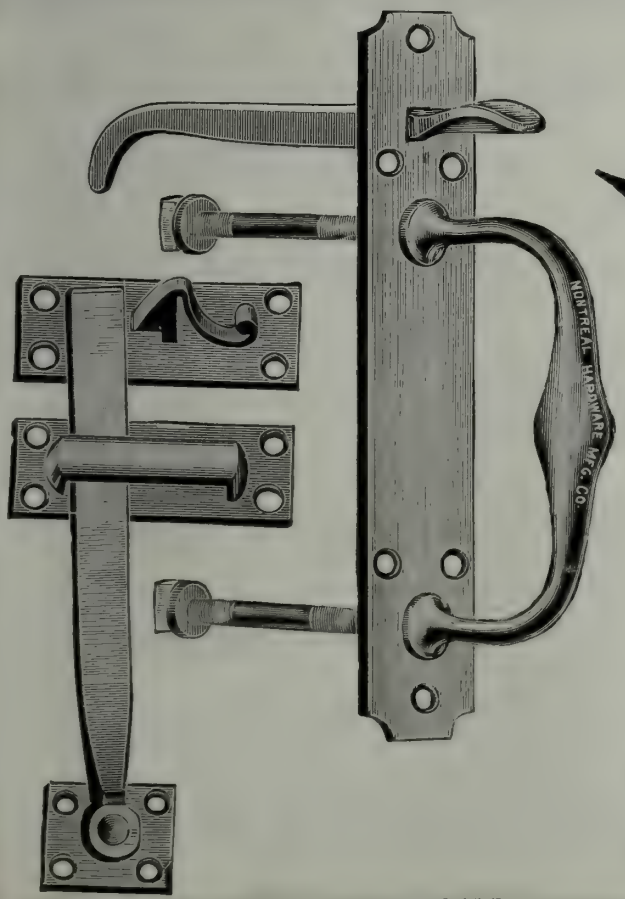
The L. MARTIN CO.

Manufacturers of the Highest Standard Lampblacks for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.



WROUGHT IRON DOOR LATCHES

LIFTER AND HANDLE
OF MALLEABLE IRON

SEND FOR OUR CATALOGUE.

QUALITY GOODS AT RIGHT PRICES.

The Montreal Hardware Manufacturing Co., Ltd.

MANUFACTURERS OF

BUTTS, HINGES, LIGHT T AND STRAP HINGES, LATCHES, DOOR BOLTS, HITCHING RINGS, ETC.

MONTREAL - - - QUE.

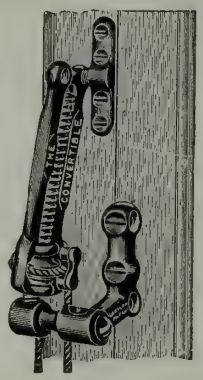
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Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER



Simple

Effective

Compact

1796 IRON

⅜ screw 4/-
½ " 6/6

1795 BRASS

⅜ screw 5/6
½ " 8/6

1797 GUN METAL

⅜ screw 6/6
½ " 10/6

each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.

Enthusiasm

To sell goods and make profit you must develop this quality. Home made goods always did make you feel that way. That is why so many hardwaremen throughout Western Canada are selling our

METAL CEILINGS, SHINGLES, SIDINGS AND CORRUGATED IRON

and making nice profits.
They have seen them made. They know they are right. They can get them in a hurry.
All these things will be at your service when you hook up with us.

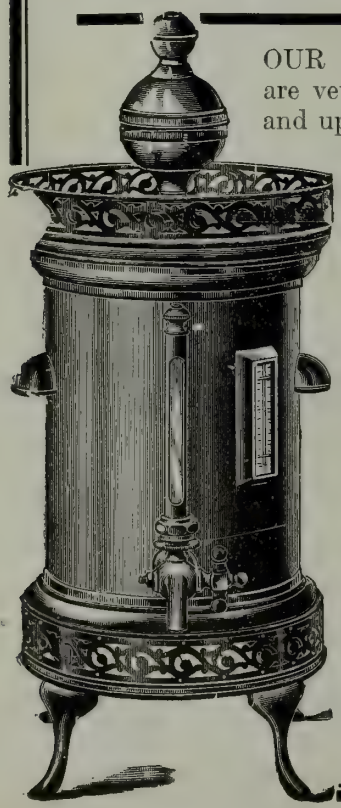
WRITE TO-DAY.

Winnipeg Ceiling and Roofing Co.

P.O. Box 2186 H. Winnipeg, Man.

A RESTAURANT NEEDS

An Attractive Urn



OUR RESTAURANT URNS are very attractive, convenient and up-to-date.

We are constantly receiving orders direct from high-class Hotels, Cafes, and Restaurants. Scores of the repeat orders which we have on hand prove the reliability and efficiency of our High Grade Urns.

Be wide awake and keep them in stock. They are not expensive — you will have a reasonable profit and a quick seller. Satisfied customers will increase your business.

Write at once for full information.

THE BUFFALO MFG. CO., Buffalo, N.Y.

Canadian Representatives
H. F. McIntosh & Co.,
28 Toronto St., Toronto

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

THE R. McDOUGALL CO., Limited

GALT, CANADA

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

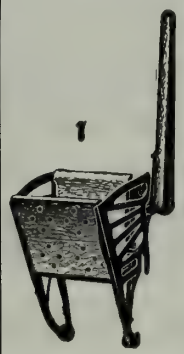
SALES AGENTS
Ontario—Baines & Peckover, Toronto
Manitoba — Bissett & Loucks, Limited, Winnipeg

Reliable QUALITY

Look For This Trade Mark Then Buy The "White" Mop Wringer









WHITE MOP WRINGER CO.
FULTONVILLE, N.Y.



Each FORD Feature Means Money To YOU

Ford's Bit Extension is the newest, the best and the most practical ever made.

It combines the best points of other makes with several exclusive **Ford** features, the combination being an extension that has absolutely no equal on the market to-day.

Each feature is a time, labor and money saver to the purchaser, for the **Ford** does **more work better work** and accomplishes it easier and in less time than all former clumsy working extensions.

Each feature is a talking point —a strong selling argument and

EACH ONE CLINCHES A SALE

because of its superiority over the ordinary extensions.

Electricians are very enthusiastic over the **Ford**, and without exception pronounce it the first and only really practical extension ever produced.

It sells for the same price as inferior extensions, but the satisfaction it gives is ten-fold greater.

The demand is steadily increasing, as it becomes known it will be still greater. Are you prepared for your shares of the trade that's sure to come? If you have not stocked up with this new extension, we shall be pleased to send you advertising circulars, price lists and name of nearest jobber.

Ford Auger Bit Company
HOLYOKE, MASS.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co

WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

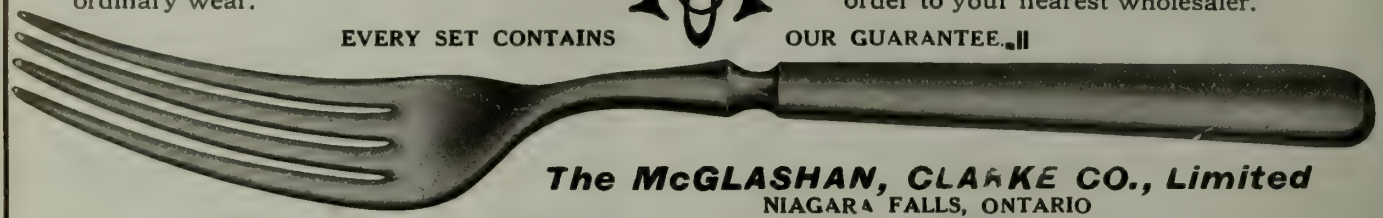
Wellington Mills, London, England

JUMBO FORKS

"JUMBO" Forks have a standard silver plate that is guaranteed to give long and satisfactory service under ordinary wear.

"JUMBO" Forks, put up with our 12 dwt. knives in a lined case, make a highly acceptable gift. Send a trial order to your nearest wholesaler.

EVERY SET CONTAINS OUR GUARANTEE.



The McGLASHAN, CLARKE CO., Limited
NIAGARA FALLS, ONTARIO

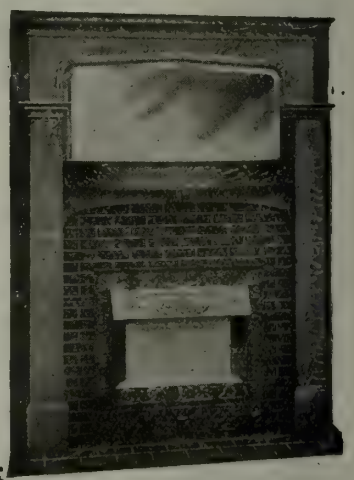
AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont.
David Philip, 291 Portage Ave., Winnipeg, Man. Benj. Rogers, Charlottetown, P.E.I.

Dealers!

HERE'S YOUR CHANCE TO MAKE A SPLASH.

This Mantel or any of our "70" different designs, fitted with our Electric Grate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

Write for the "dope"—Your contractors will fall for it.
Don't forget—We have the best line of Gas and Coal Grates in the country.



The Barton Netting Company, Limited

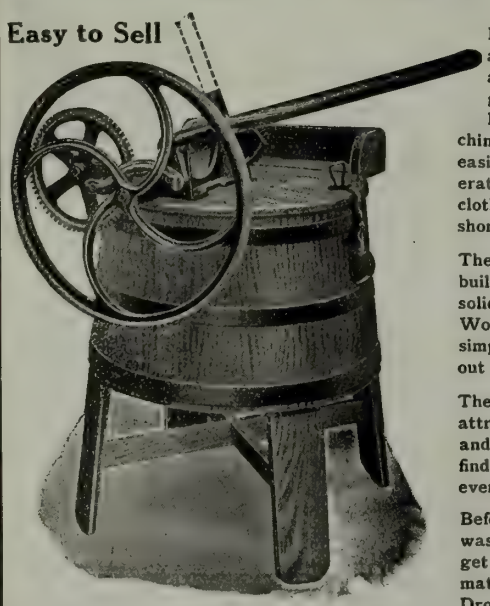
38 Ouelette Avenue, Windsor, Ont.
Our Motto—"QUALITY"

"THERMO"

The Washer

That makes the Washday Bright

Easy to Sell



Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial, Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices. Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON, CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

Chances for Business

In these days of prosperity large public buildings are constantly being planned in all parts of the country.

These are your chances for getting business.

Good air is a necessity in all buildings, but more especially in those built for public use.

The best way to get good air is by the use of our

J. W. HARRIS Ventilators



They have been tried all over Canada, and have never failed to give complete satisfaction.

St. John, N.B., Feb. 8th, 1909.

J. W. Harris Mfg. Co., Ltd.,
Montreal.

Gentlemen:

We have had no complaints from any of our customers regarding your "J. W. HARRIS ROTARY VENTILATORS" we purchased from your Company.

Yours truly,
J. E. Wilson, Limited.

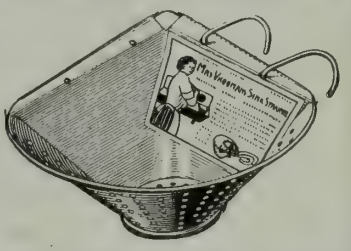
Write us for terms.

The J. W. Harris Mfg. Co., Ltd.
General Contractors and Manufacturers
Montreal



Splendid Sellers The Year 'Round

We manufacture a high grade line of **Potato Mashers, Electric Egg Beaters, Flue Stops, Sink Strainers, Carpet Beaters, Fly Killers, Vegetable Lifters, Trouser Hangers,** etc., on which we quote prices that will appeal to every dealer because of their **good profit yielding qualities.**



WRITE FOR OUR CATALOG AND FULL PARTICULARS

Andrews Wire Works of Canada, Ltd., WATFORD, ONT. ROCKFORD, ILL.

We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES

These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.
We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars



THE LAIDLAW BALE-TIE CO., LIMITED, - HAMILTON

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.



Tools of Quality
TRADE
W&B
MARK
Bear These Marks

"Hercules" Drills Last Longer Between Grinds

Tools of Quality
TRADE
W B
MARK
Bear These Marks

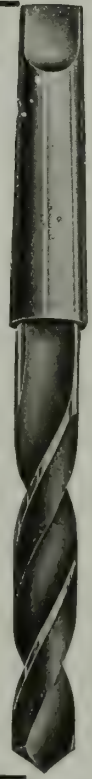
THE drill that drills the longest periods, between trips to the grind stone, is the most economical drill to use. Of course, quality of output should hold place above quantity when making comparisons.

If you haven't used the "Hercules" you are still looking for a speed and quality drill.

"Hercules" High Speed Twist Drills retain the original toughness of High Percentage Vanadium High Speed Steel from which they are made by the twisting-while-hot-process. This method results in longer edge-holding and greater resistance to the strains of metals having different degrees of hardness.

No more tang troubles with the "Hercules" because the taper shanks, usually one size larger than regular, give the greater driving power, owing to the firm hold of the chuck which grips the drill in the centre.

If you are in for economy in your drilling department send to your nearest jobber for the drills with the "W. & B." Diamond Trade Mark stamped on the shank.



THE WHITMAN & BARNES MFG. CO.

Established 1854 **ST. CATHARINES, ONT.**

STOCKS CARRIED AT WINNIPEG AND MONTREAL

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

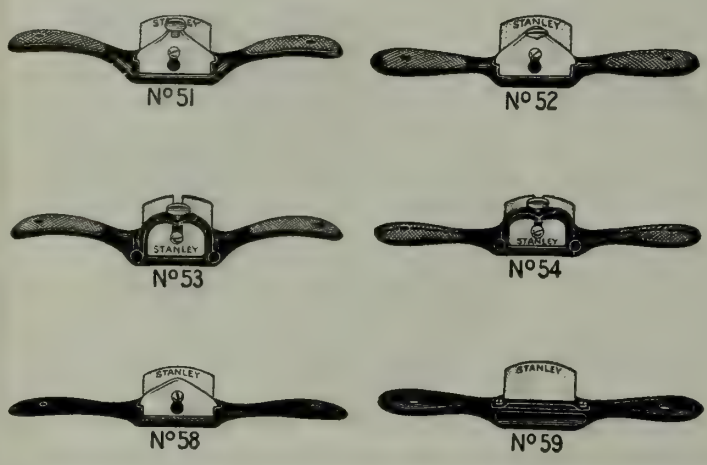


INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



Stanley Tools

"BAILEY" IRON SPOKE SHAVES, a few numbers of which are herewith illustrated, are superior in style and finish to any others on the market.

The cutters are made from a high grade of steel, well tempered and sharpened, ready for use. The handles are japanned, and through each a hole is made to hang the tool up out of the way when not in use.

These Spoke Shaves are now being made in our Canadian factory.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

MAXWELL'S "FAVOURITE" CHURN

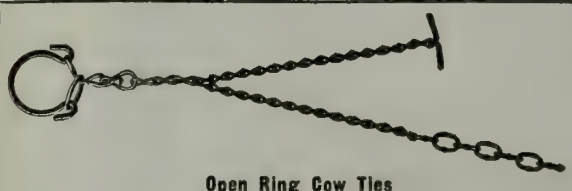
has been known and used for nearly twenty years, and has given such thorough satisfaction that more "Favourites" are sold annually in Canada, than all other makes combined.

Barrel is of best imported oak, finished in natural wood, with silver aluminum hoops, exceptionally large roller bearings, easy running and durable. The illustration shows the convenience of the combined hand and foot drive, and the lightness and strength of the angle iron frame, made in either single or Bow lever.



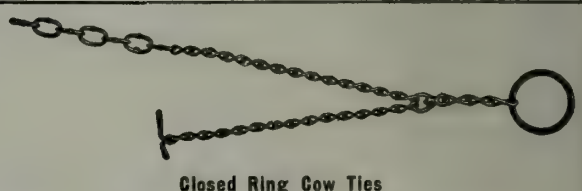
You are at a disadvantage if you do not sell Maxwell's Favourite

DAVID MAXWELL & SONS, ST. MARY'S, ONT.



Open Ring Cow Ties

ELECTRIC SWELL WELD CHAIN



Closed Ring Cow Ties

25% more { WELD STRENGTH WEAR } { MADE IN CANADA AND SOLD BY JOBBERS } 25% more { ORDERS SALES PROFITS }

Made by

Office: BUFFALO, N. Y.

McKinnon Chain Company

Factory: ST. CATHARINES, ONT.

NOTICE THE TEETH
OF NICHOLSON-MADE FILES

They are all uniform in height. This is one of the features that makes them such rapid cutters. All teeth take hold of the work at once, and then, the steel used in every Nicholson-Made File is made up to our own strict specifications and differs in grade according to the purpose for which different files are to be used. And our machinery is designed especially to make the tooth in different Nicholson-Made Files the best shape for each different purpose.



These are the favorite Nicholson-Made lines in Canada

"American"
"Arcade"
"Great Western"
"Globe"
"Eagle"
"McClellan"
Kearney & Foot
"J. B. Smith"

These are the lines that you can stake your reputation up. Ask your jobber about it.

Nicholson File Co.
Port Hope Ontario



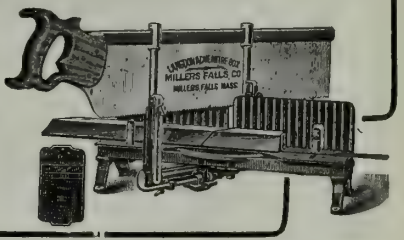
PERFECT MITRES
are always made with
THE LANGDON ACME MITRE BOX

When supplied with back saws fitted by ourselves, they are warranted to do perfect work.

QUICKLY ADJUSTED FOR ANY ANGLE. Some of the advantages over older models are :—In longer guides, which hold the saw steadier. These guides are provided with elevators to hold the saw stationary, when desired, above the work. In a graduated arc showing the various angles commonly used. In supporting guides, to hold the work in place. In an appliance for quicker adjustment of extension lever. In a length gauge for duplicate lengths.

These boxes are made in three sizes, and put up with varying sizes of saws, ranging from 22 x 14 in. to 30 x 5 in.

Send for the FREE book "Tool Practice"

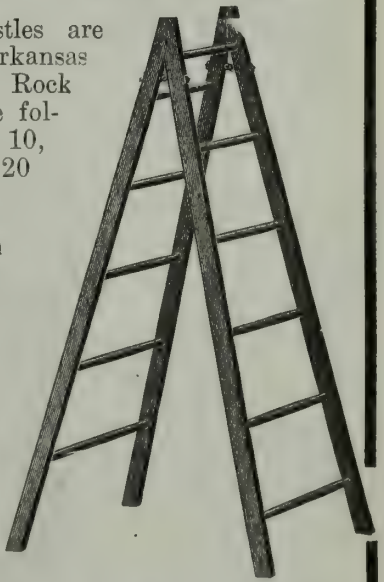


Millers Falls Co.
28 Warren Street
New York

Now is the Time to Push
"STRATFORD"
PAINTERS' TRESTLES

Our Painters' Trestles are made from clear Arkansas Yellow Pine with Rock Elm Rounds in the following lengths: 6, 8, 10, 12, 14, 16, 18 and 20 feet.

You will find them real live business getters, as they give a service that is appreciated by every painter.



Write for catalogue and prices to-day

The Stratford Mfg. Co., Limited
STRATFORD, - CANADA

SIMONDS HACK SAW BLADES

"PRONOUNCED SI-MONDS"

FOR HAND OR POWER MACHINE USE



"Try Us for Service and Quality"

We carry a large stock of **Wholesale Plumbers' Supplies,** from which we can make immediate shipments.

Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.

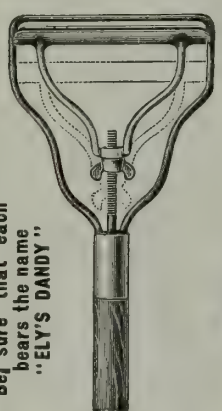
WINNIPEG.

ELY'S JANITOR MOP

☞ No. 8 for men

No. 21 for women ☜

Others are not just as good



Be sure that each bears the name "ELY'S DANDY"

ELY'S DANDY

Mop Wringer and Bucket COMBINED

Others are not just as good.

Be sure that each bears the name ELY'S DANDY

Made in three sizes, 10 qt., 14 qt. and 22 qt.; guides, posts and step of malleable iron; lever of wrought iron, finished in black enamel; cedar buckets, three hardwood rolls. The most popular mop wringer on the market.



THEO. J. ELY MFG. CO.

ERIE, PA.

Get our catalogue of Mop Sticks, Mop Wringers, Brush Holders, Carpet Beaters, Broom Holders, Etc.



YOUR sales will be materially increased by handling the Aylmer Metallic Ring Sprayer, the best hand pump made in Canada. No soft packing to give you trouble, a pump that gives perfect satisfaction to your customer in every instance.

Write for Prices and Discounts.

The Aylmer Pump & Scale Co., Limited

AYLMER, :: ONTARIO

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE 

MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

Copper Sheets

M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

TORONTO

The World's Largest

PURE LAMP BLACK

Manufacturers



We manufacture all the standard grades of Pure Lamp Black and stand back of it with a WRITTEN GUARANTEE.

Write for samples and prices to-day.

WILCKES MARTIN WILCKES CO.

New York, N. Y. U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.



STEP LADDERS

4 TO 12 FEET

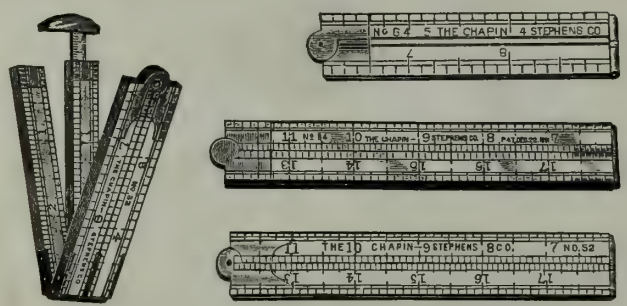
The Best Ladder at the price.
Clear Norway pine sides.
Hardwood Steps --- malleable iron clamp.

We also make
Curtain Stretchers, 3 styles.
Tub Stands, Clothes Bars,
Ironing Boards, Etc.

Send for catalogue

OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE - - ONT.



Rules

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company

LIMITED

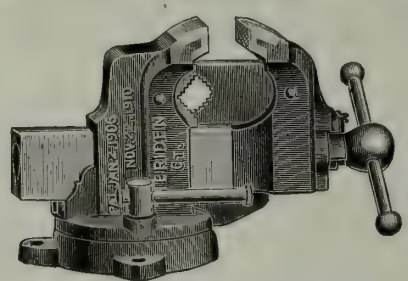
MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

Get Acquainted With

PARKER'S

Combination Pipe Vise

It Gives the Most Economical Service



This is a vise that has gained favor in many machine shops on account of its great convenience and service-giving qualities.

Fitted with **Solid Steel Bar**, and has **Removable Jaw Faces**, which are made of the **Best Tool Steel.**

All parts are interchangeable.

Write at once for circulars and prices.

The Charles Parker Co.

MERIDEN, CONN., U.S.A.

BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.

HAMILTON, ONT.

ARE YOU ALIVE

To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for **you?** Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
1c. per word subsequent insertions.
5c. extra if box number is desired.

Hardware and Metal

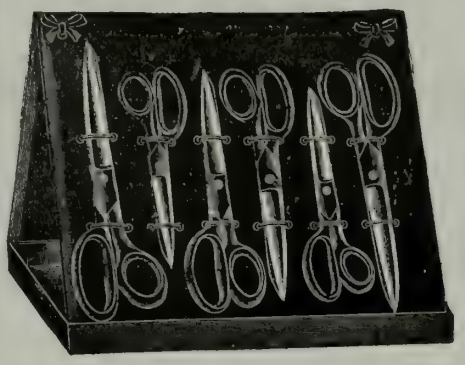
TORONTO - MONTREAL - WINNIPEG

MR. DEALER:

Buy Pliers that sell, **UTICA** are the highest grade Pliers made, and are in great demand throughout the Country. They do not lie on your shelves, but bring you business. Try them.

Every tool stamped "Utica" is guaranteed to give entire satisfaction or money back.

UTICA DROP FORGE & TOOL CO.
UTICA, N.Y.
SOLE CANADIAN AGENTS
SMITH HARDWARE CO., Ltd., 240 Lemoine St., MONTREAL



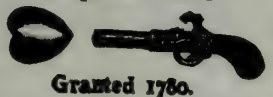
" RAINBOW "
Converted Steel Shear

In display boxes of assorted dozens. Sizes 6, 7, 8 and 9 inches; also in dozens straight sizes.

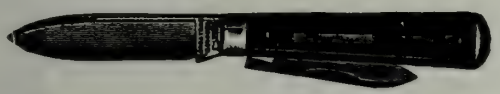
A popular seller at a popular price.

Smith Hardware Co., Limited
240 Lemoine St.
Montreal.

Jonathan Crookes & Son

Corporate Mark
Sheffield  England
Granted 1780.

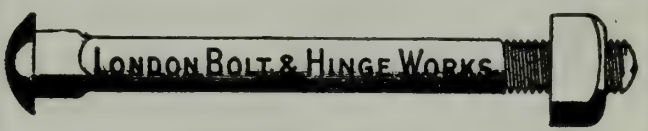
SUPREME CUTLERY



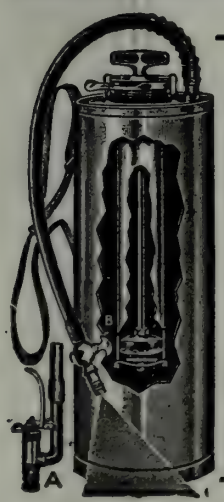
For Sale by Leading Wholesale Houses

SCREW AND STRAP HINGES
for Barn Doors, Gates, etc.
Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

NUTS
We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.
Send us your orders



LONDON, CANADA



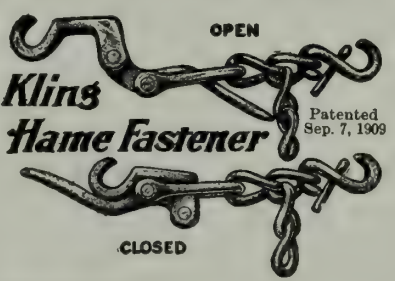
POTATO BUGS

will be at work shortly. We claim to have the most convenient **HAND SPRAYER** for applying Paris Green that is on the market—at the price. It is Automatic (Compressed-Air) light, easily handled, does the work quickly and well, saves material and is cheap.

Every Farmer and Potato Grower needs one. You should have it in stock.

CAVERS BROS., Manufacturers
GALT, ONTARIO

No Horse Can Break the



makes no difference how he lunges, jumps or jerks. No difference who hitches up, the hames will be tight and exert the same pressure every day. So good that we guarantee it and authorize you to refund the price to any dissatisfied user. Sells for 25c. but leaves you a profit of 50 per cent., or $1 on every dozen. Costs you $2 a dozen. See "Kling" on the lever. Descriptive circular on request.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.
Sole manufacturers of the Klingsnap and Kling Hame Fastener.
D. C. Ross & Co., 56 Colborne Street, Toronto, Ont.
Canadian Distributing Agents

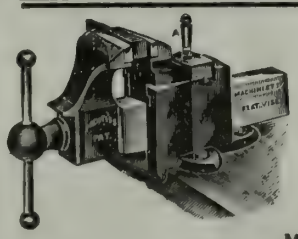
JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our
CUTLERY
By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

Do Not Be Misled by Inferior Imitations.



There is but one
PRENTISS VISE
Made by
Prentiss Vise Company
Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK
Sole Agents for Canada: A. Macfarlane & Co., Corlstine Bldg., Montreal.
Sole Agents for Great Britain: Chas. Neat & Co., 112 Queen Victoria St., London, E. C.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BABBITT METAL.

SPOONER'S No Hot Boxes
NON-FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, QUEBEC

CHAPLETS.



ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.

PRIEST'S CLIPPERS



THAT'S SUFFICIENT.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, NH, US

Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

HORSE POKES.

Surprise Horse and Cattle Pokes

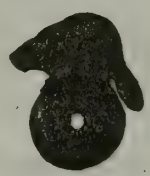
The only poke that will stop horses from jumping. Made at Perth, Ont., by

James & Reid

ASK YOUR JOBBER



EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES

Raymond Bros., London, Ont.

IRON.

PIG IRON
STEEL PLATES, BARS and ANGLES
BAR IRON
David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker.
St. Nicholas Bldg., Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates,

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

HINGES.



ATLAS STRAP HINGE

Guaranteed stronger than any other strap hinge made from basic wire of the best quality. Japan finish. Large profit for you.
Write for Samples and Prices.

Atlas Mfg. Co., 121 Water St., New Haven, Conn.

A want ad. in this paper will bring replies from all parts of Canada.

When writing advertisers kindly mention having seen the advertisement in this paper

Send For Our New Catalog

Most complete line of

SCREW DRIVERS AND SMALL TOOLS

PIONEER TOOLS

The Southington Mfg. Co., - Southington, Conn.

TOOL HOLDERS



ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shapes. 7 sizes each. Write for Catalogue

Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.S.A.



CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.



Reproduction of

NEW SEYMOUR SHOW CARD

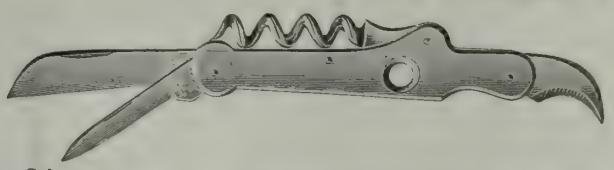
12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York

J. A. HENCKELS TWINWORKS CUTLERY



Pocket Knives, Scissors, Razors, Butchers' and Cooks' Knives, etc.

SOLE AGENTS **F.W. Lamplough & Co.,** 9 DeBresoles St. MONTREAL

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



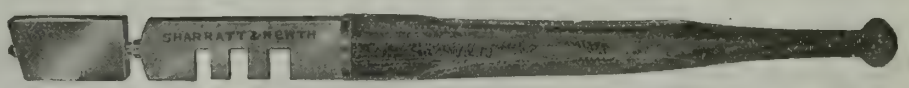
Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

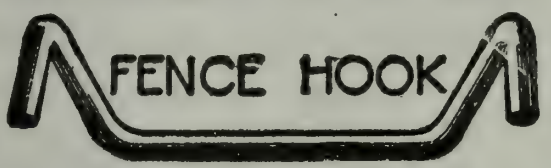
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"ACME" are the strongest and sharpest low-priced Shears and Scissors on the market.

Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?

Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.

Special Representatives, Wiebusch & Hilger, Ltd., New York City.

MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high-priced shears with "Acme" shears and scissors and watch the gratifying results.

Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.



The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

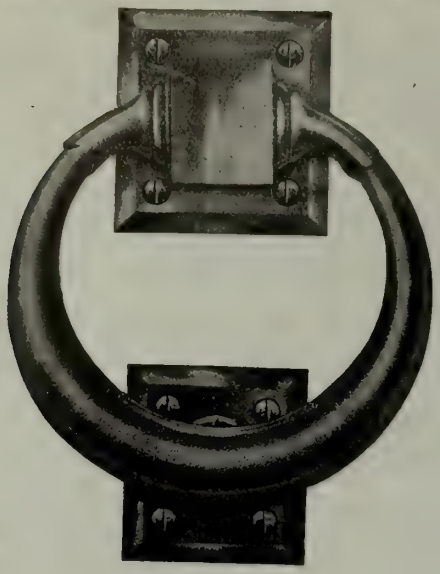
THE ACME SHEAR CO., (125-135 Knowlton St.,) BRIDGEPORT, CONN., U.S.A.

Pease Economy Furnaces

WRITE FOR CATALOGUE AND PRICES

PEASE WALDON CO., LIMITED WINNIPEG . PEASE FOUNDRY COMPANY LIMITED TORONTO . PEASE PACIFIC FOUNDRY LIMITED VANCOUVER

Peterboro Hardware



Door Knockers add greatly to the appearance of a door. They are rapidly coming into vogue. Peterborough Door Knockers supplied to match any of our designs. A sample on your show cases will interest customers

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH, ONT.

SHEET COPPER

Prompt Shipment

Stock or Import

B. & S. H. Thompson & Co.
LIMITED
MONTREAL, QUE.

Why not make 1912 the most profitable saw year in your history?



ATKINS STERLING SAWS
MADE IN CANADA

THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

E. C. ATKINS & CO.,
MAKERS OF STERLING SAWS
HAMILTON, ONTARIO
Vancouver Branch, 109 Powell St.
U.S. Factory, Indianapolis, Ind.

F. E. MYERS & BRO.
ASHLAND, OHIO

PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS
guaranteed by our reputation for fair dealing.

The name means "QUALITY"
LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

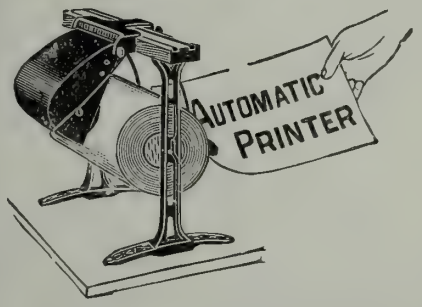
All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER ONTARIO

MAKE YOUR PARCELS ADVERTISE YOU



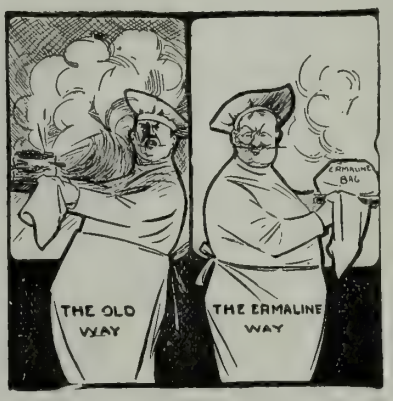
You can make each parcel that goes out of your store advertise you. The advertisement will go into many houses where you could not otherwise get it and will identify your name with quality and satisfaction that the purchaser gets from your goods.

The Automatic Printing Device prints the advertisement on the wrapper by the action of unrolling the paper No extra work. No trouble.

Write for our Leaflet which describes the details and advantages of this valuable device and gives you prices.

UTILITIES LIMITED
73 Bank of Ottawa Bldg., - MONTREAL

93°
in the shade
!!!



When your customers stagger in with their tales of hot kitchens and no appetites, etc.

Explain to them the merits of the

ERMALINE system of **COOKING** with paper **BAGS**

Write us for samples for distribution.

EDWARD LLOYD Limited
508 EASTERN TOWNSHIPS BANK BLDG.
MONTREAL

IT LOOKS SMALL

but there are a hundred little services a "want ad." in Hardware and Metal can perform for you cheaper, quicker, more thoroughly and more satisfactory than can be done in any other way.

It can get a customer for you for any show cases, counters, or any other fixtures you are anxious to dispose of; it can secure for you a set of tinsmith's tools, a typewriter, a silent salesman or any other article which you are anxious to buy cheaply.

The wider your market the better the bargain you will be able to make.

Our "want ad." page will put you in touch with practically every Hardware Merchant in Canada, and out of our thousands of readers it seems reasonable to suppose that there will be some man who is looking for just such an opportunity as you have to offer.

Rates (payable in advance)
2c. per word for 1st insertion. 1c. per word for subsequent insertion.
5c. additional each insertion when box number is required.
Write or phone our nearest office.

HARDWARE AND METAL
MONTREAL TORONTO WINNIPEG

IT WILL PAY YOU to watch our Condensed Ad columns. There are many money-making positions there. You may find just what you want.

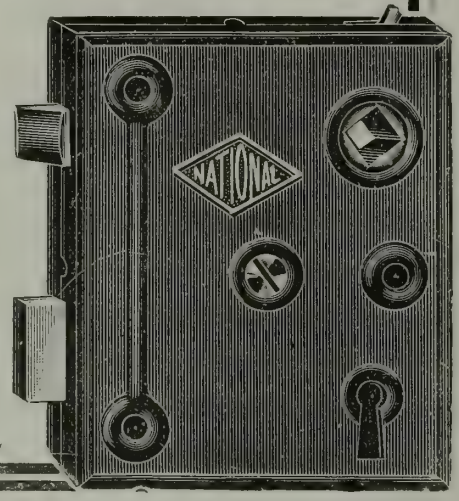


National Steel Rim Locks

ASSURE GREATEST SECURITY and DURABILITY

The locking mechanism is very simple and cannot get out of order.

They are very popular with builders who demand the best locks.



Give the "National" Lock a trial and watch your lock trade increase.

Write at once for particulars

NATIONAL HARDWARE CO., Limited

ORILLIA, ONT. CANADA



GOODS THAT LAST

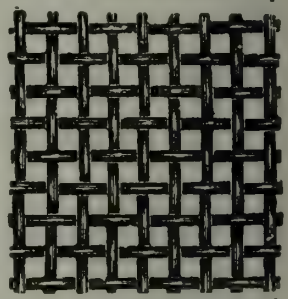
WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

Perforated Sheet Metals

General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.



Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

Canada Wire and Iron Goods Company

HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

Does Your Mind Ever Feel Sluggish?

There are hundreds of patent medicines which claim to cure the sluggish mind.

It has been discovered by hundreds who are susceptive to this trouble, that the most successful and permanent cure is to join the sales force of MACLEAN'S MAGAZINE, and take subscriptions for this great monthly.

It gives relaxation from your regular routine of work. It is healthful, pleasant and educative. It develops you physically and mentally.

Hundreds of men and women are to-day earning $10.00, $12.00 and $15.00 per week during their spare hours, by taking subscriptions for MACLEAN'S MAGAZINE, who a year ago, some only six months ago, were wasting their valuable spare hours doing nothing.

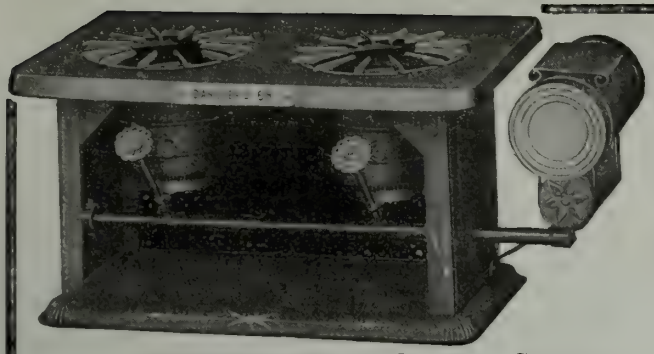
Work never killed any man.

Taking subscriptions for MACLEAN'S MAGAZINE is pleasant, healthful work and pays you better than you think.

Join our organization now. Do not put off writing for full information to

The MACLEAN PUBLISHING COMPANY, Limited

143-149 UNIVERSITY AVENUE : : : : TORONTO, ONT.



OVENS for Oil or Gasoline Stoves

The line of Ovens we handle is well known and needs no introduction.

Any of the following can be supplied at a moment's notice:
"Boss," No. 750, with glass door—Tele. code word "Gun."
"Boss," No. 700, with glass door—Tele. code word "Goat."
"Boss," No. 55, drop door—Tele. code word "Rock."
"Boss," No. 055, drop door—Tele. code word "River."
"Daisy," No. 1, swing door—Tele. code "Unit."
"Daisy," No. 2, drop door—Tele. code word "Uncle."
"Princess," No. 4, swing door—Tele. code word "Parlor."

Oil Stoves—Gasoline Stoves

The warm weather has brought on a rush for these goods. We have a large stock of the "DANGLER" make—unequalled in popularity, perfection and price.

No. 68-2 Burner "Dangler" Oil—Tele. code word "July."
No. 69-3 Burner "Dangler" Oil—Tele. code word "Jump."
No. 342L-2 Burner "Dangler," high pattern—Tele. code word "Keep."
No. 343L-3 Burner "Dangler," high pattern. Tele. code word "Key."
No. 72-2 Burner "Dangler," Gasoline—Tele. code word "Day."
No. 73-3 Burner "Dangler," Gasoline—Tele. code word "Davis."

WRITE FOR BOOKLET ILLUSTRATING AND QUOTING

If your stock is low—don't delay—WRITE US—TELEGRAPH US—TELEPHONE US.

YOU CAN DEPEND ON US shipping your mail, telegraph or telephone order QUICKLY—WE HAVE THE GOODS.

E. T. WRIGHT & CO., - Hamilton, Can.
H. G. WRIGHT

Friedr. Baurmann & Sons, Solingen, Germany

Manufacturers of High Grade Razors and Safety Razors



"DWARF" brand RAZORS

Will bring you satisfied customers. Made of the best English Crucible Steel—guaranteed hand forged and hand ground—very carefully tempered by special secret process ensuring highest results.

Write for our catalogue.

Canadian Agents:
Hupfeld Ludecking & Co.
Montreal, - Box 1076

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet Brand"

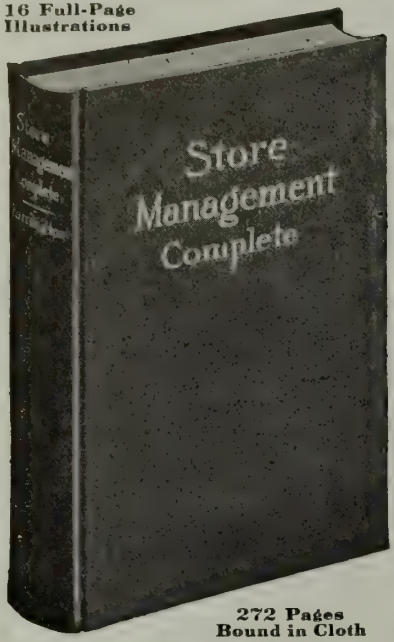
Also Dark Blue, P.C.R. and C A. Sheets, also Galvanized Canada Plates.

Makers
W. Gilbertson & Co., Limited

Sole Canadian Sales Agent
ALEXANDER GIBB
St. Nicholas Bldg. - Montreal

Store Management—Complete

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK BY FRANK FARRINGTON

A Companion Book to **Retail Advertising Complete**

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**THE STORE POLICY**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

TECHNICAL BOOK DEPARTMENT
143-149 University Ave., - Toronto, Canada

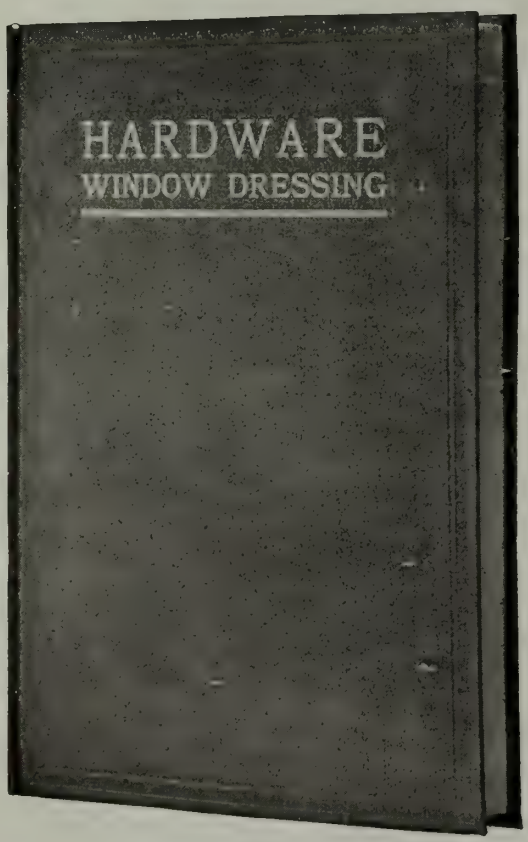
Not an Enterprise for the "Quitter"

"If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom

"He must know before he begins it that he must spend money—lots of it.

"Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

"Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."



You May Become a Practical Window Dresser for $2.50

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages **8x11 Inches** **300 Illustrations**

Price $2.50. (Payable in Advance)

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

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Chicago Spring Butt Co., Chicago, Ill.
Standard Mfg. Co., Shelby, Ohio.

Stains, Shingle
Berry Bros., Walkerville.

Stains, Wood
Berry Bros., Walkerville.

Staples
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Steel Co. of Canada, Ltd., Hamilton.

Steel—High Speed
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Henderson & Richardson, Montreal.

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops
Steel Co. of Canada, Ltd., Hamilton.

Stencils
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McClary's, London, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont.
Herod Machine & Stamping Co., Brantford.

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F. E. Myers & Bro., Ashland, Ohio.

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Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
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Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.

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Tapes
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Lufkin Rule Co., Windsor, Ont.

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The Barton-Netting Co., Ltd., Windsor, Ont.

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A. C. Leslie & Co., Montreal.
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The Goodell-Pratt Co., Greenfield, Mass.
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Stanley Rule & Level Co., New Britain.
International Tool Co., Detroit.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.

Tool Grinders
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Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.

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Renfrew Scale Co., Renfrew, Co.

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Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
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Pratt & Lambert, Bridgeburg.

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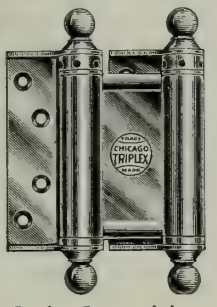
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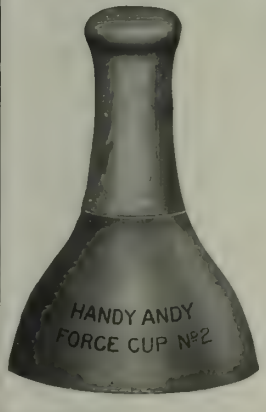
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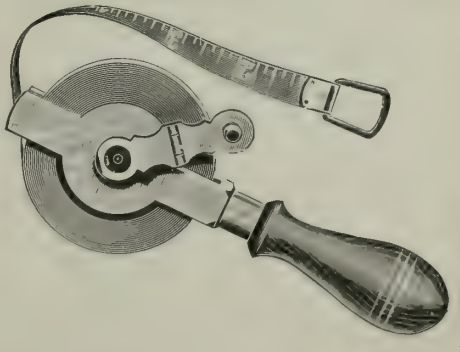
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"Wear-Ever" Aluminum Utensils *are different.*

Of course, aluminum is aluminum; but utensils may differ in thickness, in handles, in finish.

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Replace utensils that wear out with utensils that "Wear-Ever"

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TORONTO, ONTARIO

IN THIS ISSUE—"Planning the New Store," by H. A. Bernier, Montreal.

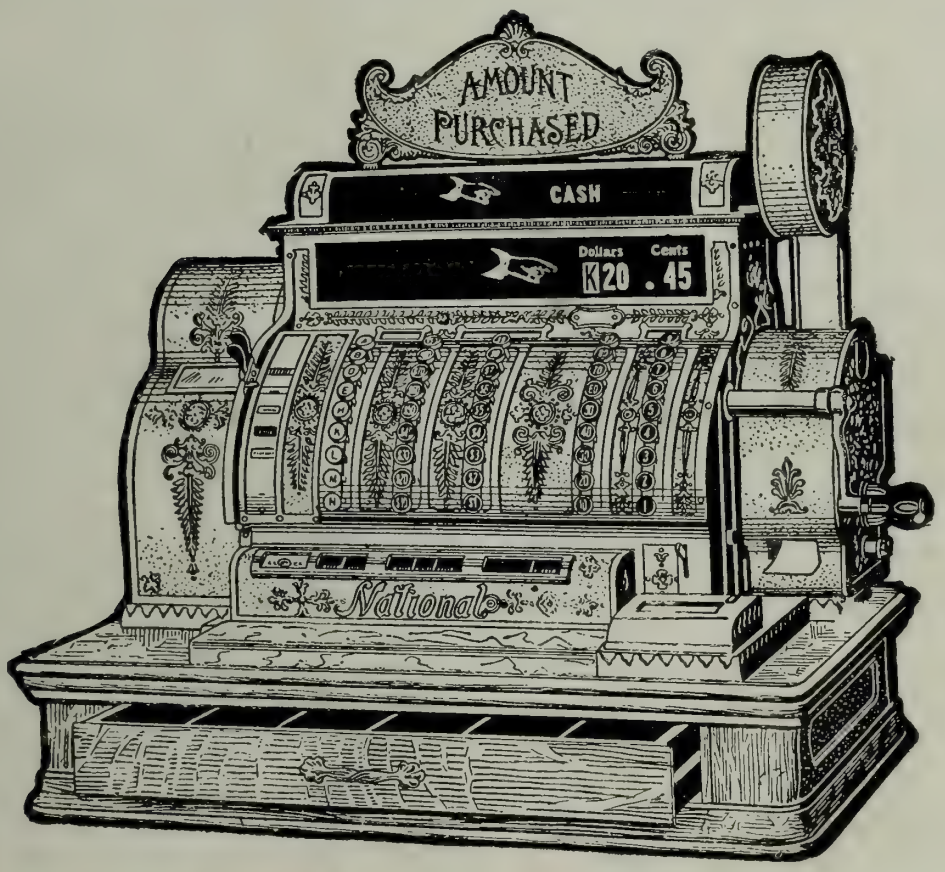
HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV. Publication Office: Toronto, Canada No. 29

July 20, 1912



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It fixes responsibility. It eliminates losses and mistakes, prevents forgotten charges, and insures a record of money received on account and paid out.

It makes careless employes careful—it enables good employes to prove their efficiency.
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The National Cash Register Company

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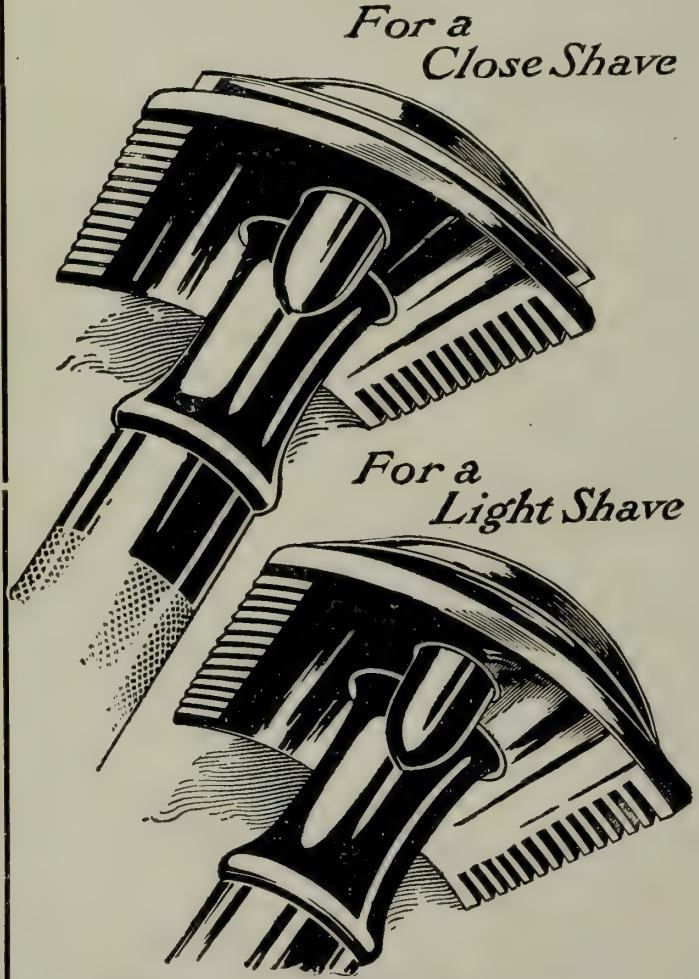
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THE GILLETTE SAFETY RAZOR

Sells Outright—And "Stays Sold"

We do not authorize, nor do our dealers find it necessary to make, a 30 days' free trial offer of the GILLETTE SAFETY RAZOR. People want the GILLETTE badly enough to buy it from you outright—and to *pay the full price for it.*

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The GILLETTE is the ONLY Adjustable Razor. That is one reason why it sells best—and "stays sold."

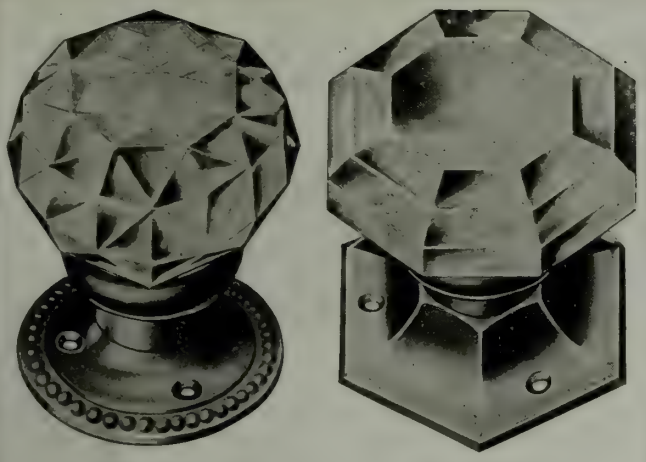
The GILLETTE has long since passed the experimental stage, both in manufacture and in selling. It has become a *staple* as well as a specialty. Trial offers and "money-back" conditions are not necessary to stimulate demand, or to provide against half-expected dissatisfaction. When you sell a GILLETTE you *sell* it, at the full price and with a substantial profit—and it *stays sold.*

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HIGH-CLASS BUILDERS' HARDWARE of all kinds for high-class buildings, banks, offices, residences, etc.

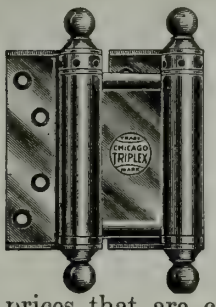
The Belleville Hardware and Lock Manufacturing Co.
LIMITED

Head Office and Factory — BELLEVILLE Canada

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A SUGGESTION

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offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

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Each tool is thoroughly tested and the blades positively guaranteed not to turn in the handle.

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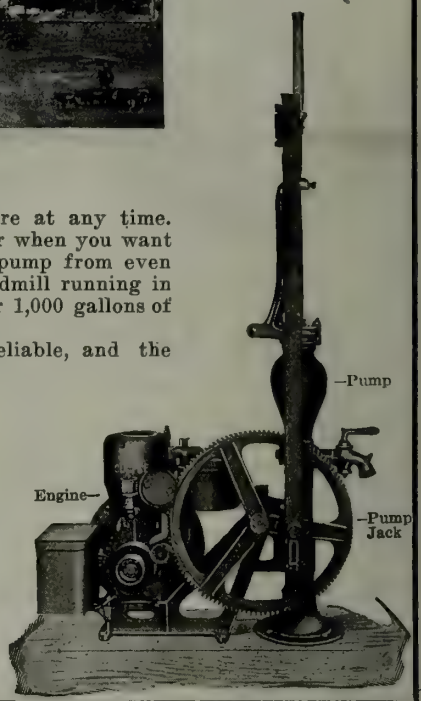
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A strong, durable basket, unexcelled for handling grain, fruits, roots, etc.

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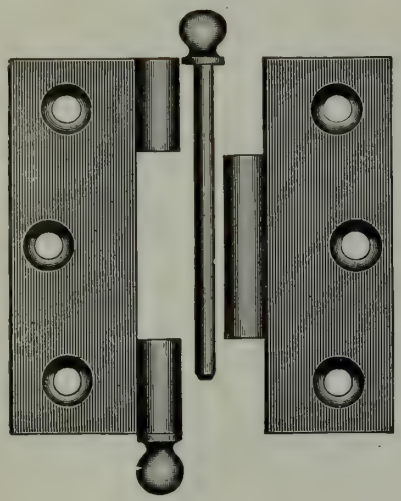
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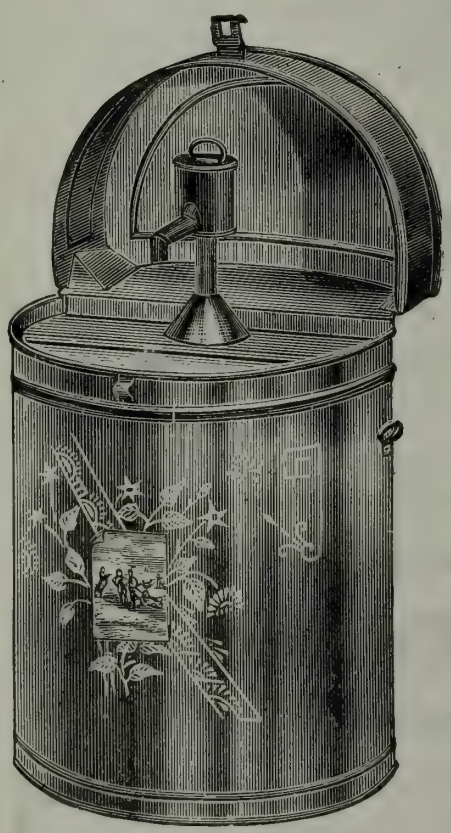
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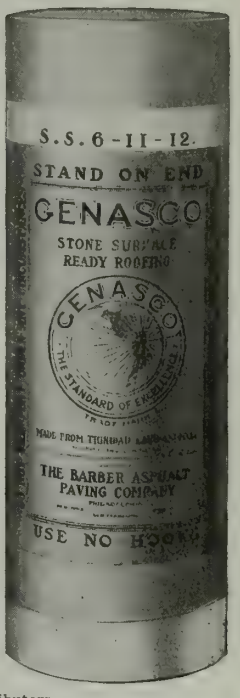
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THE TRINIDAD-LAKE-ASPHALT Ready Roofing



protects the dealer who sells it—protects his reputation, his good-will, and his profits—because it gives satisfaction to his customers.

Genasco is **made** of Trinidad Lake asphalt, whose natural oils give Genasco enduring life. It protects indefinitely against rain, wind, sun, heat, cold, and fire as no roofing can do that is made of artificial asphalts, secret compounds, and other man-made substitutes.

It pays to sell Genasco Roofing every time. Order from your jobber.

The Kant-leak Kleet is the satisfactory fastener to use for smooth surface roofing.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world

NEW YORK PHILADELPHIA SAN FRANCISCO CHICAGO

Caverhill, Learmont & Company, Montreal, Quebec; D. H Howden & Co., Ltd., 210 York St., London, Ont. Canadian Distributors.



H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



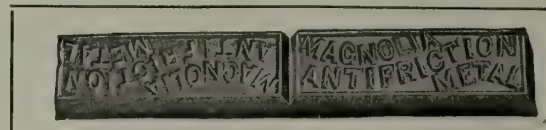
Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., *716 Park Avenue, Worcester, Mass.*

GRIT



The special fitness and value of Magnolia Metal for bearings which are subject to **grit and dust** has always been most noticeable and is frequently commented upon by Engineers as shown in the following letters.

THE CLEVELAND TRINIDAD PAVING CO.
Cleveland, O., Branch Johnson City, Tenn., Dec. 15th, 1911.

Gentlemen:—
We have used "Magnolia" exclusively the past three years on the asphalt plants of this Company that have been in my charge in Oklahoma City, Muskogee, MacAlester, Emporia, Kansas and Johnson City, Tenn.
Have used it on Westinghouse, High Speed and other Engines, also on bearings that were subjected to much **sand and grit**, and find it the nearest to "perfect" of any anti-friction Metal.

Very truly,
CHAS. R. COOPER, Plant Supt.,
The Cleveland Trinidad Paving Co.

HOWARD TRUMBO, Contractor.
Key West, Fla., Nov. 23rd, 1910.

Dear Sirs:—
I have used MAGNOLIA METAL for the past 15 years, and found it satisfactory in every respect. Used it in thrust bearing, crank and cross-head bearing of the Steamer Bolivar; for the Union Bridge Co., and was on steamer for 18 months; when I left every bearing was O.K., and used it on several other steamers and tugs, also stationary work, and it gave perfect satisfaction. The last time I used Magnolia Metal was on the Hydraulic dredge Minikee, on the pump bearing, especially the bearing next to the pump, where **sand and grit** from the pump gets in, a stream of water is pumped next to bearing to keep **sand and grit** out or away from said bearing, and after 8 months' work this bearing was found in first-class condition, and started on another job last March, and it was still running when I left to take my present position with the Government, Quart. Master Dept., Key West, West Barracks, Fla.

Yours truly,
ALBERT DI NEGRO,
Chief Engineer, Ocean Steamer.

SPECIAL OFFER

PRACTICAL ENGINEER POCKET BOOK, 680 pages, over 2000 subjects. Price 40c. post paid. We do not aim to make a profit on these books. We buy them in large quantities as an advertising medium and give Engineers benefit of low price. They are highly spoken of by Engineers. Address Montreal office.

Sold by leading dealers everywhere or by

MAGNOLIA METAL CO.

OFFICE AND FACTORY

225 St. Ambroise St., MONTREAL

A Necessity to EVERY DEALER Who Handles Sheet Metal!

Our Combined Lever Punch and Slitting Shears

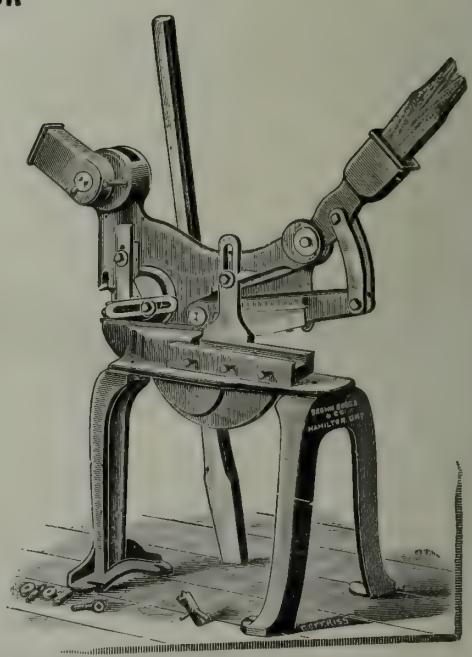
SAVE MUCH TIME AND LABOR

THIS is a machine that is constructed of the best material and made to stand years of hard service.

If you handle sheet metal and are not now using one of these machines you should install one at once. You will find it **indispensable after a trial.**

They slit any length or width of sheet required up to their capacity. Made in two sizes, viz.—Nos. 10 and 11. No. 10 will slit No. 12 gauge sheet iron, soft steel or bar iron 1/4″ x 2″ or 3/8″ round, and will punch a 5/16″ hole in 1/4″ iron or its equivalent in lighter metal.

No. 11 is the same as No. 10, only heavier and will cut No. 10 gauge sheet iron or punch a 3/8″ hole in 1/4″ iron.



Write for Full Particulars and Discounts.

The Brown-Boggs Co., Limited

HAMILTON, ONTARIO, CAN.

Sell GLUE in packages--it means less handling--more profit



BRANTFORD ALL AROUND GLUE

weighed and wrapped ready to hand over the counter.

NO MUSS—NO FUSS—
NO LOSS OF TIME

¼ pounds, ½ pounds, pounds. **Everybody's Glue Size**, in pounds only.

The quality is there and will be maintained.

ASK YOUR JOBBER FOR PRICES AND DISCOUNTS

PROTECT your show-cases by using the

BRANTFORD COIN MAT

same as cut at left in Blue and Orange.

WRITE US FOR ONE.

CANADA GLUE CO.
LIMITED
BRANTFORD, ONT.

Manufacturers of Glue and Gelatine of all kinds and for all purposes.

It is great to be a flea and live upon a lion. The flea can say I have the blood of lions in my veins.



DON'T BE A FLEA. The lion is the king of beasts whilst the flea is a parasite, and only a parasite could feel satisfied by such a connection with the lion.

THE LION in business is the firm manufacturing goods of the highest quality, and for a quarter of a century our rule has been that nothing must leave our factory unless it is of

THE HIGHEST POSSIBLE QUALITY.

As evidence of the result of our endeavors to give complete satisfaction our business has grown to such an extent that we have factories in

TORONTO, MONTREAL and WINNIPEG

We manufacture Babbitt Metals, Solder, Lead Pipe, Block Lead, Traps and Bends, etc., and carry in stock all Ingot Metals.

Mr. Hardwareman your stock is not complete without our lines.

Write for prices. ***You will find them interesting.***

The Canada Metal Co., Limited

Head Office and Factory: Fraser Avenue, **TORONTO**

Branch Factories: Brennan St., MONTREAL Chambers St., WINNIPEG

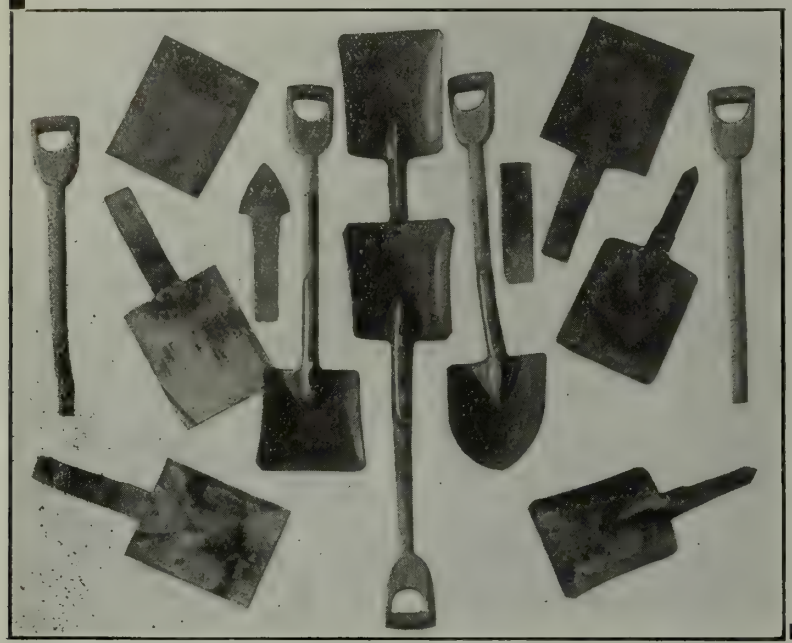
LUNDY SHOVELS

Have All The Qualities That Are Essential to Rapid Sellers

Our shovels are not experiments, but products that have been proven superior to other brands.

They are made from Open Hearth Crucible Steel. The strap is extra strong, being double ply and carefully welded. The point of the blade is never heated during the process, adding extra strength there also.

LUNDY SHOVELS IN VARIOUS STAGES OF CONSTRUCTION



Our Shovels yield a splendid profit

and are the best insurance against dissatisfied customers—they are the kind that bring larger business.

LUNDY SHOVELS are excellently finished and are very attractive.

We make three grades so as to completely meet the requirements of the trade.

If your jobber does not handle them, write us direct.

We guarantee quick shipments and complete satisfaction.

GIVE THEM A TRIAL.

The LUNDY SHOVEL AND TOOL CO., Ltd.

General Office and Works:

PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall, Vancouver, B.C.; N. B. Misener, Toronto.

It Will Pay You To Investigate

ROGERS'

Portland Cement

PROFITS



Mr. Dealer, cement is no longer confined to large building purposes—it is becoming more and more useful every day in the construction of smaller buildings, such as residences, etc.

The builder is going to buy his cement at a place where he can get quick service.

Be prepared to supply him—let him know that you sell it and he will invariably come your way.

Rogers' Portland Cement has been endorsed by leading builders throughout the country as being the most reliable. It has great strength, uniform set, and is very durable.

Get our prices now. Quick shipments guaranteed.

ALFRED ROGERS LIMITED

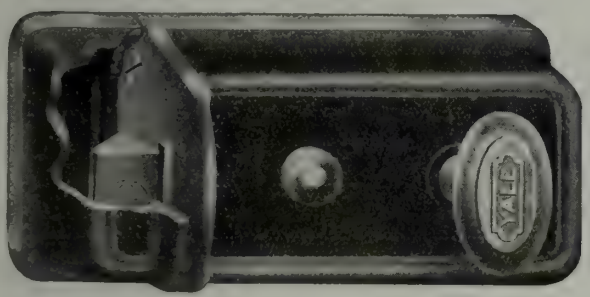
28 West King Street, TORONTO

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG

YALE

No Locks are Yale Locks unless made by Yale & Towne

You will find that it pays you to carry a good assortment of Yale night-latches, because they give your customers security, while the name Yale always helps the standing of the store that carries Yale goods.



Yale Cylinder Night-latch No. 44

A combination night-latch and deadlock, offering in the most convenient form the highest security known.

Back up our Canadian magazine campaign with good store and newspaper advertising. We furnish free to dealers:

Window Displays	Newspaper Advertisements	Printed Matter
ready to install, that will actually sell goods.	ready to use for your own local paper.	for you to send to your prospective customers.

Dealers' Helps are shown and described in our booklet "Suggestions for Selling Yale Night-latches." Send for this and for our booklet, "Yale in Canada."

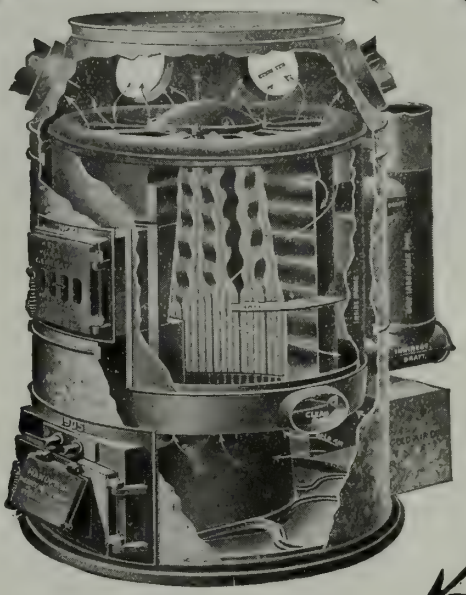
Canadian Yale & Towne Limited

Makers of YALE Products in Canada: Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works, St. Catharines, Ont.

C54-2

The Assurance Of BETTER RESULTS



The "KELSEY" WARM AIR GENERATOR

IS AN IMPROVED FURNACE

It is built to meet the demand of those who want a fuel saver and better heat producer. The "Kelsey" is not an experiment. There are over 40,000 in use, giving a satisfaction that cannot be obtained by any other furnace. We have many letters from enthusiastic users—these letters go to prove that our many claims for this **Warm Air Generator** are not without a firm foundation. Let us send you some of them—they will convince you of its service-giving qualities.

The profits are especially attractive—you cannot afford to overlook them.

Drop us a card for descriptive catalogue.

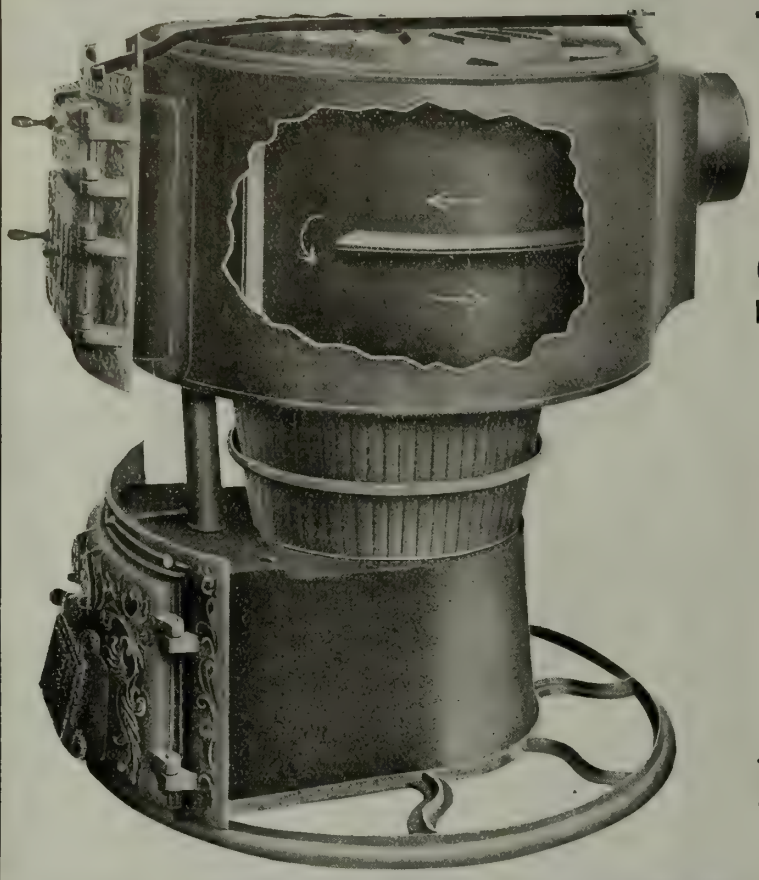
TRADE G MARK

We guarantee perfect satisfaction.

The Jas. Smart Mfg. Co.

Limited

WINNIPEG, MAN. BROCKVILLE, ONT.



Your Furnace Profits

Will rapidly increase if you make a specialty of

The Pilot Success Furnace

It has an extra long fire travel which completely absorbs all heat—none goes to waste up the chimney, as is a common occurrence with most furnaces.

Constructed of only the highest grade materials and is nicely finished.

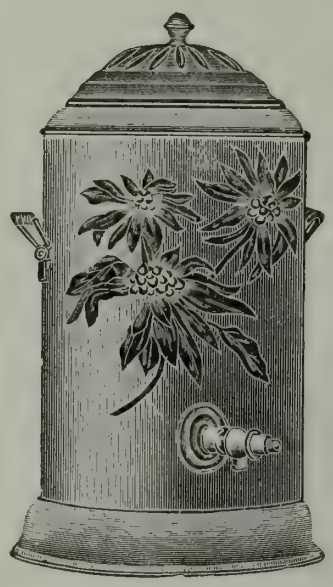
It is certain to attract prospective buyers.

Let us send you full particulars at once.

The Hall Zryd Foundry Co., Ltd.

HESPELER, ONTARIO

Just Show This and The Sale is Made



McClary's WATER COOLERS

White Enamelled - or Galvanized Lined

Sizes 2 - 3 - 4 - 6 - 8 - 10 Gallon

You can suit any requirement with a beautifully finished absolutely perfect water Cooler.—THAT'S WHY

Delay will mean lost business—Order at once

McClary's London, Ont.

Toronto Montreal London Vancouver St. John, N. B. Hamilton Winnipeg Calgary Saskatoon

For Quick and Satisfactory Sales Try

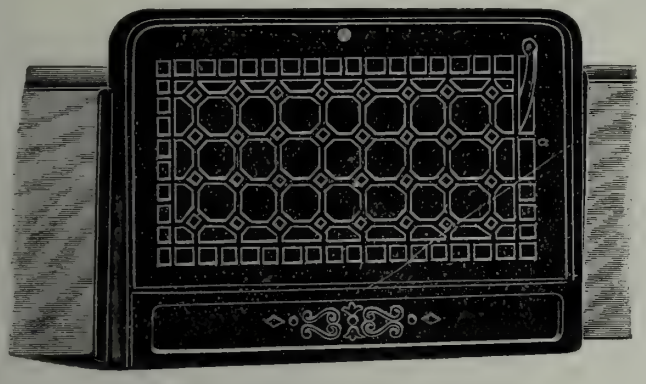
"EMPIRE"
HOT AIR REGISTERS

These are two popular and very neat designs that are sure to attract those who are interested.

The "Empire Special" Register meets the demand for a register with a large opening. Has all the qualities that are required to assure the complete satisfaction of the user.



EMPIRE SPECIAL
New design, made in full sizes from 7 x 10 to 12 x 15



MOORISH DESIGN CAST REGISTER
Made in full sizes from 7 x 10 to 12 x 15

Made in Japanned, nickel-plated and oxidized

Write us to-day for full particulars, catalogue and discounts.

Others dealers are making good profits by handling this line—you can do the same. We guarantee to please you. *Do not Delay.*

THE

Canadian Heating & Ventilating Company, Limited

OWEN SOUND :: ONTARIO

Or The Canadian Heating and Ventilating Co. Branch:
521 Henry Avenue, Winnipeg, Man.



Here is YOUR Chance

to make your range department more profitable and more satisfactory.

"Happy Thought" Ranges

are known from one side of the continent to the other and recommended by every housewife who ever used them.

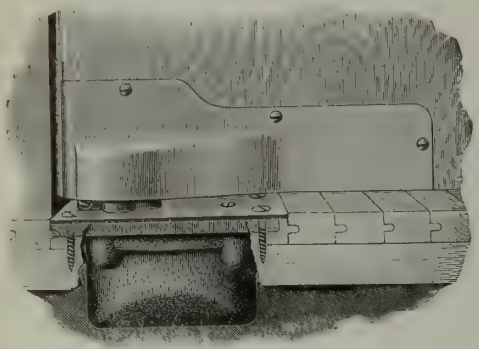
The **"HAPPY THOUGHT"** works equally well with coal or wood and gives a longer and more reliable service than any other.

This is not a claim, but a fact, and we can prove it.

Get a **"HAPPY THOUGHT"** Catalog at once. Each sale brings a good profit.

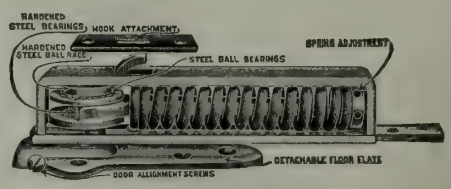
The William Buck Stove Co., Limited

Calgary Saskatoon Vancouver Brantford Montreal Winnipeg



Standard DOUBLE ACTING SPRING FLOOR HINGES

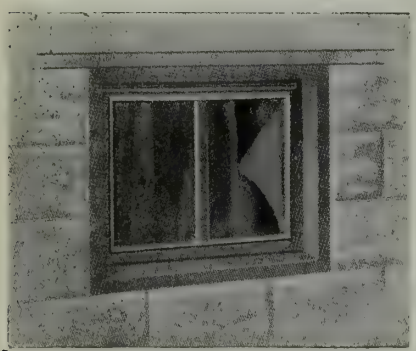
It is a door check and hinge combined.
It automatically closes the door without a slam.
It prevents children from being knocked down.
It prevents injury to hands if caught when door is closing.
It stops door exactly at center.
It holds door open automatically when desired.
It renders the action of door absolutely noiseless.
It will outwear three of the spring hinges now in common use.



REGULAR KIND

Patented—Canada, February 20, 1912.
" —United States, October 31, 1911.

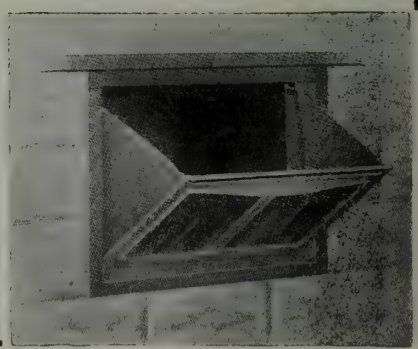
THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.



Sell This WINDOW-CHUTE

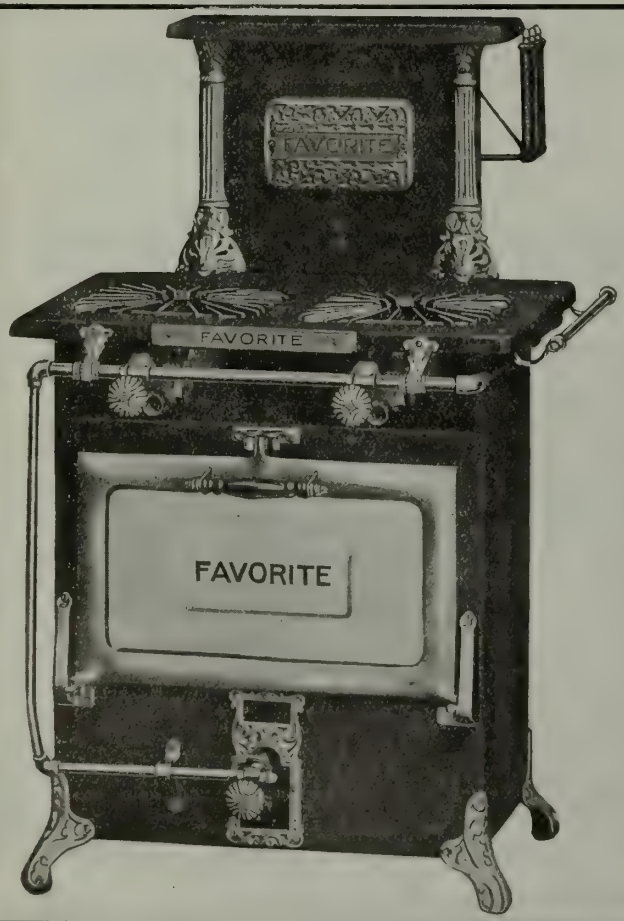
It Brings Excellent Results

Not only a chute, but useful every day for light.
Saves the cost of a frame and sash.
No hinges on the outside, looks like and is a window.
Easiest chute on the market for the mason or carpenter to set. No slanting top or bottom.
Will not rust out, and is strong enough to support the wall above it without buckling
Locks automatically from the outside by merely closing it.
Can be opened only from the inside.
No climbing over a dirty coal pile to lock or unlock.
No bolts, hooks or clips to get out of order.
The only real window combination hopper coal-chute.



Write for prices and full particulars.

D. J. BARKER & COMPANY -:- PICTON, ONT.



"FAVORITE" GASOLINE RANGES

ARE TRADE WINNERS FOR THE SUMMER MONTHS

RELIABLY CONSTRUCTED SIMPLE TO OPERATE
SAVING ON FUEL

We also stock a full assortment of

JUNIOR GASOLINE STOVES,
WICK OIL STOVES,
WICKLESS OIL STOVES AND
PORTABLE OVENS

A PROFITABLE LINE TO HANDLE

WRITE US FOR ILLUSTRATED CATALOGUE

FINDLAY BROS. CO., Ltd.

260 Princess Street, Winnipeg

CANADIAN TUBE & IRON CO., LIMITED
Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR JOBBER FOR

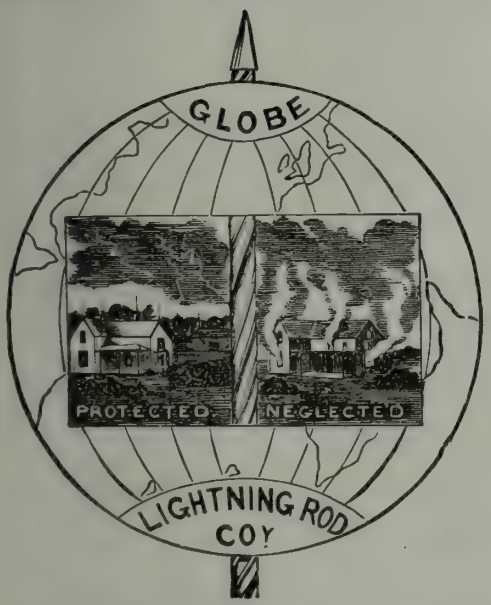
TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES
Black and Galvanized
All Sizes.

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works: Lachine Canal



WANTED—Live Dealers

TO HANDLE OUR COPPER COVERED STEEL CENTRE LIGHTNING ROD

The Oldest Established Business of this kind in Canada.

Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

WRITE TO-DAY FOR SAMPLES AND FULL PARTICULARS

Hamilton Brass Manufacturing Co.

(Successors) Limited

Hamilton, ∴ ∴ Ontario

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

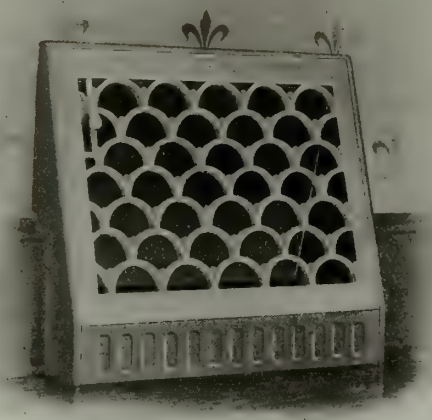
WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

THE DEFIANCE

THE MOST POWERFUL
REGISTER IN THE WORLD



Fits a stack head EIGHT INCHES deep, and accommodates either a 12 in. or a 14. in. supply pipe. Write for prices.

Canadian Ferrosteel Co., Limited

BRIDGEBURG, ONTARIO



No. 1186 Coal Grate

MANUFACTURED BY

The Ohio Foundry & Manufacturing Co.

STEUBENVILLE, OHIO, U.S.A.

Manufacturers of all styles of coal or gas burning fire-place goods, as well as andirons and wrought fire-place trimmings.

IMPERIAL --- STANDARD --- SCALES

400 Varieties Accurate, Durable, Well Finished

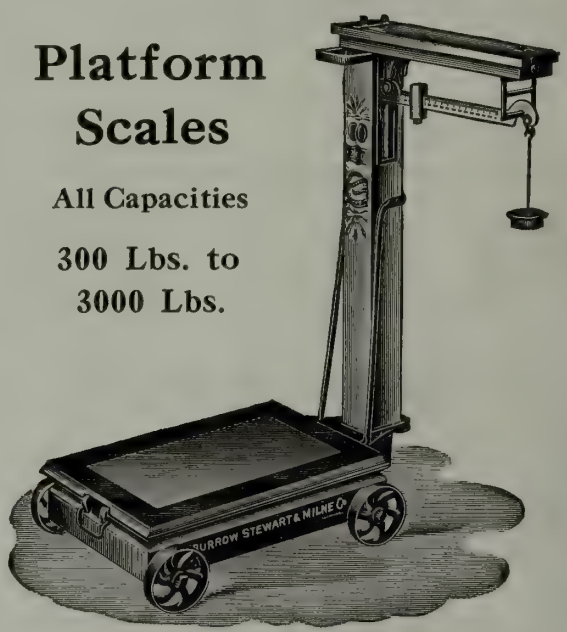
—— Send for the large 128 page catalog and prices, No. 66 ——

Butchers' Scales
Bathroom Scales
Confectioners' Scales
Dairy Scales
Druggists' Scales
Foundry Scales
Grain Warehouse Scales
Grain Elevator Scales
Grocers' Scales
Tea Scales

Platform Scales

All Capacities

300 Lbs. to 3000 Lbs.

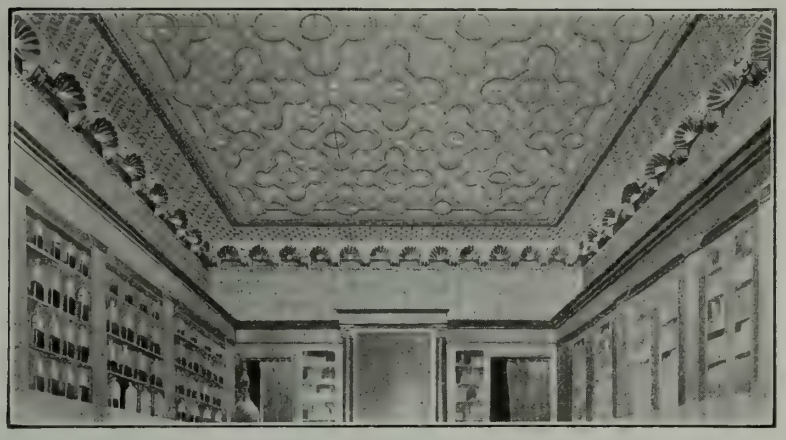


Letter and Postal Scales
Railway Depot Scales
Railway Track Scales
Rolling Mill Scales
Salt, Meat and Fish Scales
Stock Scales
Steelyards
Weigh Beams
Union Scales
Etc.

The Burrow, Stewart & Milne Co., Limited

HEAD OFFICE AND WORKS: HAMILTON
Offices and Warehouses at Toronto, Montreal and Winnipeg





METALLIC CEILINGS FOR STORES

There is money for you in selling them, in erecting them and in selling the paint to finish them. Write for our Catalogue and go in for this line at once.

The Metallic Roofing Co. of Canada, Limited

TORONTO, ONT. **Manufacturers** **WINNIPEG, MAN.**

C 91



Pink's Lumbering Tools

MADE IN CANADA

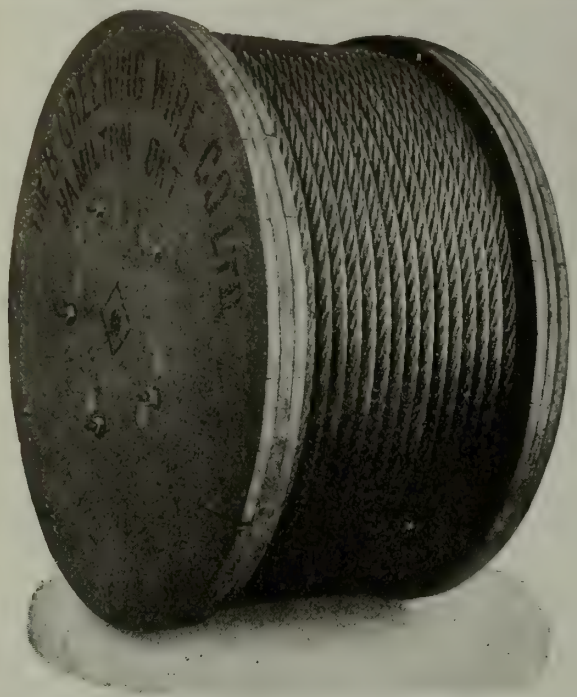
The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.
We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List. **Long Distance Phone No. 87.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of Lumber Tools

PEMBROKE, ONT.



WIRE ROPE

for

Hauling Threshing Machines
and moving Buildings

Hay Fork Ropes, etc.

We manufacture all kinds of
Wire Rope for all purposes.

Wire Rope Fittings

Wire Rope Grease

THE B. GREENING WIRE CO., Ltd.

Hamilton, Ont. **Montreal, Que.**



MERMAID

Spear & Jackson

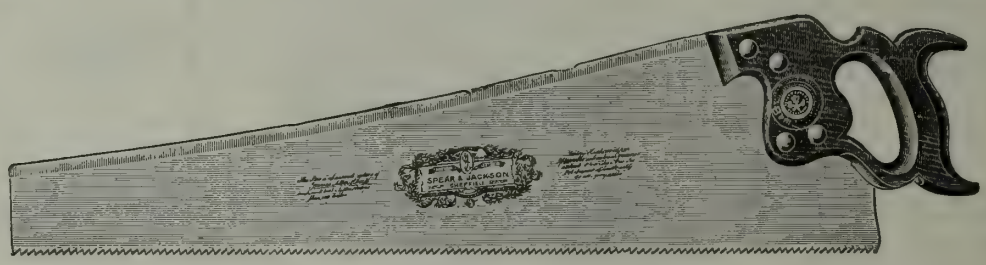
LIMITED

Manufacturers of SAWS of all kinds, steel edge tools, files, spades, shovels, etc.

AETNA WORKS, SHEFFIELD, ENG.



LEAP-FROG



171-A Secret Process VANADIUM Steel

"THE NAME'S THE GUARANTEE"

BACKED BY

130 Years' Experience

FRANK H. SCOTT, Agent for Canada - - - 133 CORISTINE BLDG. MONTREAL

Free If You Are Not Satisfied

The New Preston O. G. Square Bead Eavestroughing

We have always claimed that our eavestroughing was the best on the market, but we have gone ahead and gotten out something that is far superior to our old make. Now we can claim that we can't be beat when it comes to our eavestrough.

Some time ago we advised all the trade that we were manufacturing O. G. Square Bead eavestroughing by machinery which assured absolute uniformity in shape, but it developed that our machinery was not heavy enough to produce as sharp a bead as we desired. We have now perfected and patented automatic steel dies to fit our large power press and we now guarantee a trough superior in shape, appearance and fit to any other on the market.

You can save time and solder in the erection of this eavetrough FOR EVERY PIECE IS EXACTLY THE SAME and fits snug and tight. There are more profits for you and more satisfaction if you use our make. See our special offer below and take advantage of it at once.

Cut out this ad. and mail it to us to-day with your order for 250 feet of our new O. G. S. B. Eavestrough and if it is not exactly as we represent it we will make you a present of it. This offer is good for thirty days.

MENTION HARDWARE AND METAL

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PRESTON ONT. MONTREAL QUE.

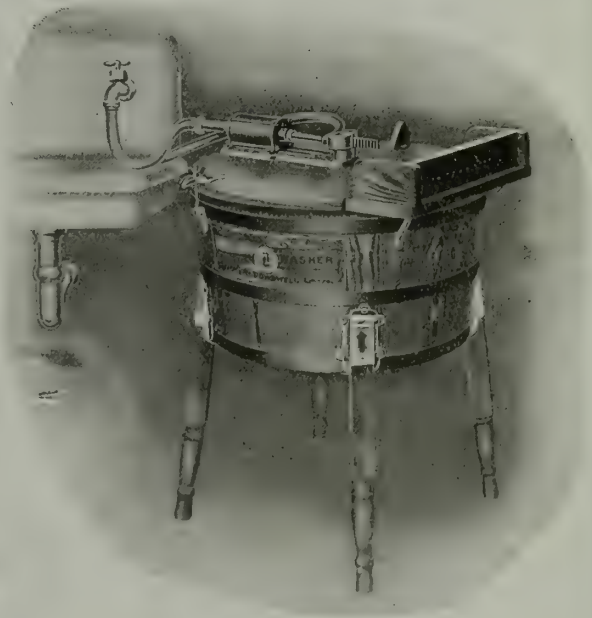
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They're hot weather washers because they wash clothes thoroughly without any labor

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"McClary" on Goods is a Quality Name.

McClary's

Order from our nearest branch to-day.

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The Quality is the Highest

Our products are made from the choicest metals, by improved machinery and by long experienced workmen. **Absolutely guaranteed** to give satisfaction.

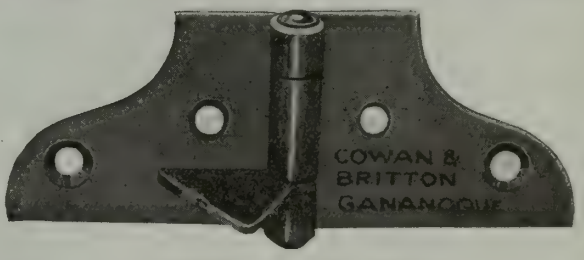
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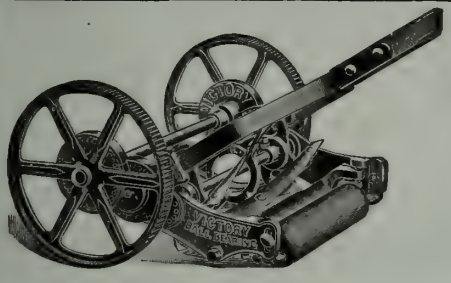
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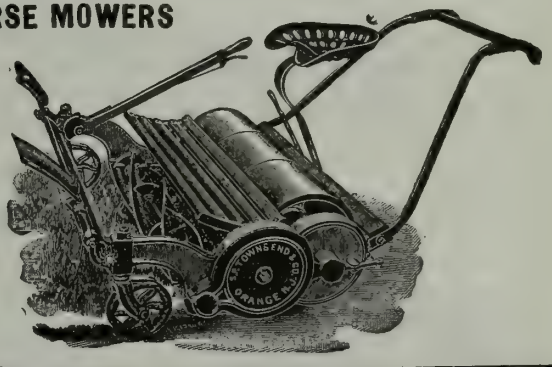


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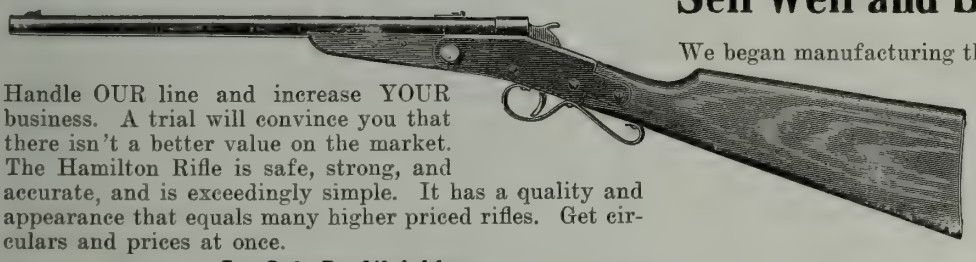
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Handle OUR line and increase YOUR business. A trial will convince you that there isn't a better value on the market. The Hamilton Rifle is safe, strong, and accurate, and is exceedingly simple. It has a quality and appearance that equals many higher priced rifles. Get circulars and prices at once.

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Ours is Absolutely Straight and Uniform.

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When in a Hurry Order From Us.

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Cannot Give, Cannot Slip, Cannot Loosen

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Makes an adjustable and **SURE-LOCK Tie Rope.** Can be fastened at any point along the rope, making a loop that will **not slip, give or loosen under any condition.**



The Loop-Lock Buckle is Simple, having no springs or snaps about it.

Very strong, being made of Malleable Iron.

The rope used is the **choicest grades of Manilla,** British **Manilla and Sisal.** You cannot sell a better or more reliable value than that which prevails in this halter.

Be convinced as to the selling qualities of this product. Stock a trial order.

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Special duplicate parts, that are consistently accurate throughout the order, made to samples and specifications. Send for the "Parts for the Trade" book, shows over 200 examples of special work made for our customers.

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Single Barrel, 12, 16, 20, 24 Gauge

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Hammer or Hammerless Patterns.



PUMP GUNS, 6 Shot Capacity, the Remington Hammerless, like cut, is a most accurate, well balanced weapon, it is convenient to carry as it can be taken down into two pieces. We have the "Union" 20 gauge also, much lighter in weight.

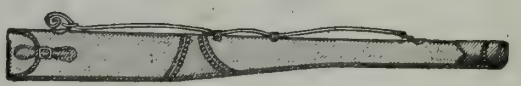


THE NEW SAVAGE .22 Calibre high power rifle, will kill black bear and deer. It is a take-down pattern featherweight repeater, with wonderful penetration power, when loaded with .22 calibre high power cartridges. Weighs only 6¼ lbs.



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CROWN and SOVEREIGN Loaded Shells. Made in a factory where every process in the course of manufacture is carefully watched, where the tools and dies are gauged and re-gauged to avoid any possibility of error, resulting in the most perfect ammunition to be had, yet prices are reasonable.



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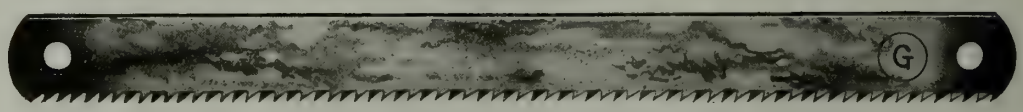
Ask for New Sporting Goods Catalogue, it is worth looking over.

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For your Very Best Hack Saw Blade Trade sell them Blades stamped with a G thereby offering them the very best Hack Saw Blade made.

Your customers will find them far superior to the so-called cheap blades now flooding the markets. They will appreciate their sterling qualities and show their appreciation by ordering Goodell-Pratt's blades next time.

There are large quantities of Hack Saw Blades used. Get your share by stocking Goodell-Pratt's.

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Greenfield, Mass., U.S.A.

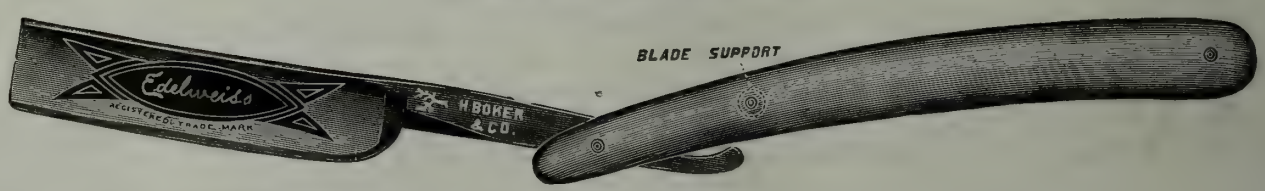
BOKER'S

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IT MEANS QUALITY SUPREME

"Edelweiss"



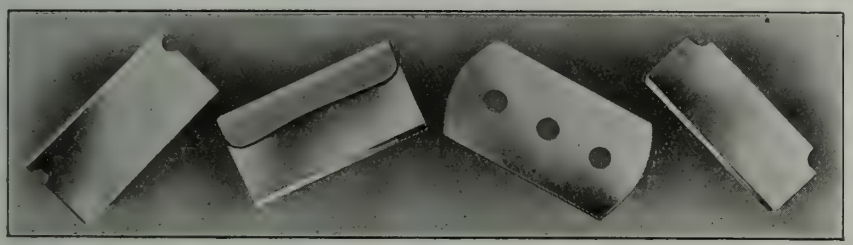
The "Edelweiss" Razor is known as Highest Grade, and noted for its superior shaving quality. Every blade hand-made from the very best quality bar razor steel, tempered by our own process. Perfectly ground, honed and set ready for use. Every Razor guaranteed.

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FOR SALE.—Hardware and Furniture Business in the Town of Harris, on the Goose Lake line of the C.N.R., about 50 miles from Saskatoon, Sask. Stock of about $5,000, also Store Building and a 10-Roomed Dwelling. Very anxious to sell on account of ill-health. Don't miss this snap.

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Made from the finest grade of Sheffield Crucible Cast Steel.
Highest Quality as regards Cutting Power and Durability.

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Delta Files have been endorsed and recommended by all mechanics who know them.

You run no risk when selling these high grade files — every genuine Delta is trade marked and backed by our iron clad guarantee.

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LESS PRICE---MORE FORCE
AMMUNITION

What you want, PRICE and QUALITY

We Have Both { Lowest Price / Highest Quality

You Save Money by Using Dominion Cartridges.
You Save Cartridges, Shooting Your Game with the Dominion Make.

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The Remington Cubs cut into a good one

Steel Lined Shot Shells

Each and Every One a Speed Shell

They have the speed that breaks targets nearer the trap. That's why *Remington-UMC* Steel Lined Shells have won 13 out of the 15 Handicaps held in the last three years.

The speed that gets that mile-a-minute "duck" with a shorter lead—that's why it takes over 50,000 dealers to supply the demand for *Remington-UMC* Steel Lined Shells.

The shooting fraternity are speed wise. They know loose smokeless powder won't drive shot. They know that the drive depends on the compression The powder charge in *Remington-UMC* shells is gripped in steel. This lining is designed to give the exact compression necessary to send the load to the mark quickest. It insures speed—the same speed in every shell. The steel lining is moisture proof—no dampness can get through. Jar proof— no powder can get out. Waste proof—no energy is lost.

Urge Your Customers to Shoot *Remington-UMC* Steel Lined Shells and Get All the Drive of the Powder Behind Every Shot

Remington Arms-Union Metallic Cartridge Co. **299 Broadway, New York City**

Planning and Arranging the New Store

In Opening a New Establishment, the Dealer Endeavors to Avoid the Mistakes He Has Seen in Other Stores and Emulate the Good Points—The Arrangements Made in a New Montreal Store—Windows are in U Shape — Original Methods of Interior Display—Mezzanine Floor Gives Additional Space.

Written for Hardware and Metal by Hector A. Bernier, manager of the Bernier Hardware Co., Montreal.

Opening a new store, I think, is about the hardest work a hardware man can undertake. Stock-taking is not a summer vacation, and there are other tasks in the year's work which demand close attention; but opening a new store seems to me the hardest undertaking of all. A man expects so much of himself at such a time. He hopes that in this new establishment he will be able to overcome all the bad features he has noticed in the stores with which he has formerly been connected. He hopes that he will be able to embody the good features which he has noticed in other places of businsss. Indeed he hopes to make his store a model, and it disappoints him greatly when he finds obstacles in the way. However, there is little to be gained by lamenting over aims which have been found unattainable. It will be better to tell what has been done, by way of making a store which will be a good one in which to carry on business.

Aims Kept in View.

I have had several aims in preparing this place for occupation. I wanted to make it different from other stores, so that it would demand some attention from all passing by. I wanted to have plenty of room for display, so that the goods carried might be shown in a manner which would draw comment and bring sales. I wanted to have the whole store interior so arranged that it would enable the clerks to give quick service—which, I have noticed, has as much to do as anything else in making a store popular. To accomplish all those aims at once is not easy, but we have done a good deal in this direction, and hope to do more as the months go by.

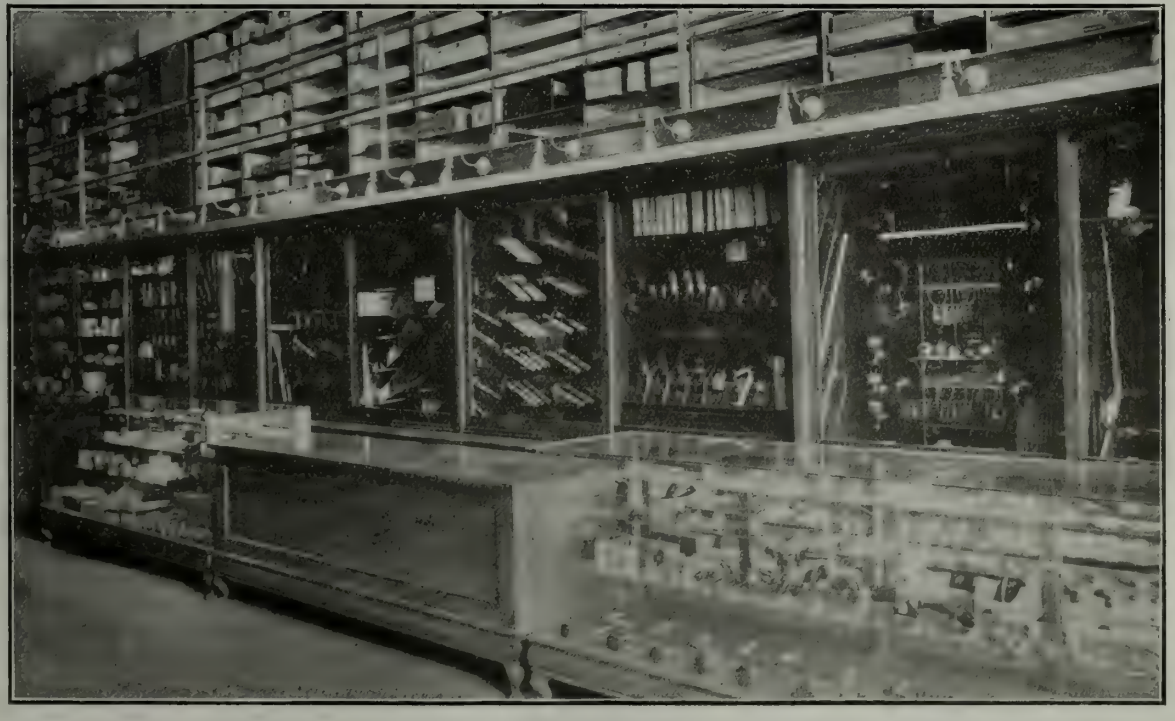
Benefit of Wide Entrance.

When it became neccessary to remodel the store before opening for business. we determined to start at the very outside, for only by such action could we secure the desired distinctiveness. We made the front entirely of glass. Then we so shaped the windows, in the form of a "U," that a wide doorway was given without detracting at all from the size of the windows. People stand in that wide entrance to escape the sun. They run to it to escape the rain. And always they look at the window displays —which of course is what window displays are for. We can show a wide range of goods in these windows, and this I find of great advantage.

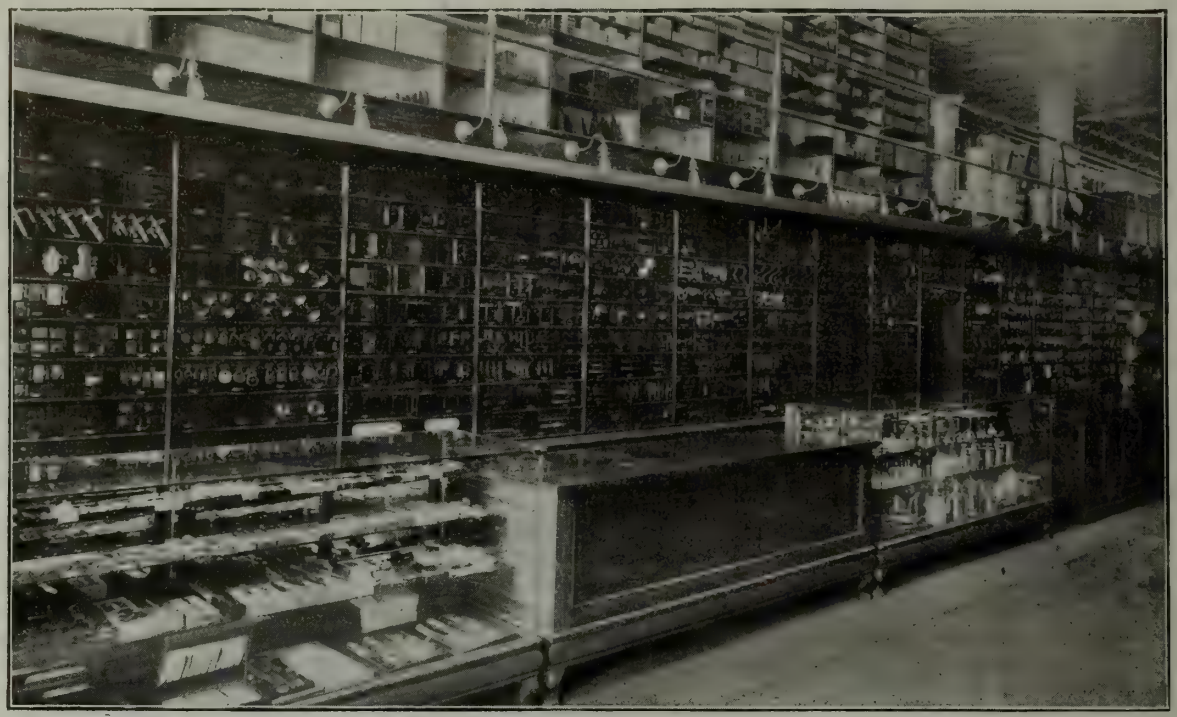
Something for All.

A public speaker, you know, in preparing an address, thinks not only of what he has to say, but of the class of people to whom he is to say it. He frames his remarks to suit his audience. Now the show window is the speaker of the hardware store, and it has to utter not only a good message, but a message appropriate to its audience. Situated as we are, we get a cosmopolitan custom. People of at least three races, and of many stations, pass. I have found it wise. therefore, to have something in the trims to appeal to all of these, and for that reason the large windows are of great value. They have, indeed, proved their worth in the short time our store has been open.

Inside the store we have attempted to do much the same as we have done out



The right hand side of the Bernier Hardware Co. store, showing an arrangement of tools which could hardly be improved upon.



One side of the Bernier Hardware Company store, showing some of the silent salesmen, the sampling of the shelf hardware lines, and a part of the Mezzinine story in the distance.

side—provide for the display of a wide range of goods. To me the method of showing tools and cutlery in glass wall cabinets has always seemed the best. When we planned opening this store, therefore, I planned to have a number of such glass wall cabinets. These meet practically every requirement. They show a maximum number of samples with a minimum amount of room. They keep the samples free from dirt and rust. They brighten the whole appearance of the store, and give it that look of neatness which is attractive to everyone, and which makes people feel that they are dealing in a place where they will get the best service.

Along one side of the store we have eight of these glass fronted cabinets. In the first one we are now showing fire arms, in the second bathroom equipment —a line which has proved exceedingly profitable this summer. Then there are behind the glass, saws, planes, hammers, bits, butchers' cutlery and table cutlery. The samples show splendidly, and though we are required to slide open the glass doors almost hourly, in order to show a customer some article, the cases do not get out of order, for the articles moved have each a place, and are immediately put back.

A Wise Arrangement.

The stocks, of which these goods are the samples, are as a general rule kept on shelves reached by the gallery. An exception, however, is made in the case of the butchers' cutlery. Only a few inches depth is needed to enable samples of these being shown behind the glass. The other cabinets are perhaps a foot deep. To preserve the uniformity this had to be made the same size, but we conserved space by arranging the display of knives on two green baize doors, which, when the glass sliding doors are open, themselves swing out, showing the stock behind.

We had several ideas in arranging the shallow galleries on each side of the store. To begin with, this enables a greater stock to be kept. Our ceilings are high, and if we had not these galleries it would be necessary to have long ladders with which to reach our reserve stock.

A clerk can quickly go up to them to secure any article which may be desired—though we have enough reserve stock down stairs to satisfy any ordinary demand. Moreover, these galleries give another opportunity for display. We are going to use them quite extensivley for placards telling about our goods—placards such as many manufacturers are now sending out. Such signs, I know, help to brighten the store, and they also help to give the patrons confidence in the goods carried.

These narrow galleries run off at the back of the store into a mezzanine story of considerable size. The front of this we are using as our office. It is an ideal situation for this, being quiet, and enabling me to see what is going on below. If I see the clerks have more to do than they can accomplish, I go down to help them. I can see well nigh everything that is going on.

The great part of this mezzanine story we are using to show kitchenware and hotel kitchen equipment. This last line requires a good deal of space, but we have the room to give, and as the line pays well we have adopted it. There is little competition, and a sale once made is likely to bring others.

I notice that a number of dealers are doing away with the counter in their stores. I can see what they hope to accomplish by this, but in our store I think counters are of value. We are reducing these to a minimum, however, substituti for them silent salesmen which enable the attractive display of attractive lines.

Uses of the Counter.

But there we sell a large number of tools, among others some heavy ones. We have a good trade with carpenters and contractors, and we have found these men like to lay the tools down upon the counter. The glass top of a silent

(Concluded on page 35.)

Making Room for the Fall Stock

The Advisability of Conducting Midsummer Sales to Clear Out Surplus Summer Stocks discussed—The success Achieved by Thornton Bros., Bradford—A Large Stock Disposed of in Two Week's Time.

A rapid turnover is what every hardwareman desires. The coming and going of customers, the musical clank of the cash register, the rapid transfer of goods from shelf to purchaser; these are the things that most please the merchant. The faster the turn-over, the larger the profit is at the end of the year, and the bigger opportunity the dealer has to improve his methods and widen the scope of his business.

There are a good many things which help to improve the turnover; attractive store premises, courteous service, the handling of best quality goods. One of the most important, however, is success in keeping the stock new and thoroughly seasonable. Nothing is more detrimental to business than the presence in the store of old and palpably shopworn stock. Let the flotsam and jetsam of the trade of past seasons collect on the shelves and on counter corners and the result will be a gradually slackening up all around. The business has to carry all this unsalable junk and its course is impeded as the natural result.

The worst feature is that the accumulation of old stock is just as sure and as rapid as compound interest. If the store contains a certain amount of unsalable material, more will collect; probably for the same reason that one fly attracts more flies.

It pays the hardwareman, therefore, to keep down these seemingly unavoidable accumulations of old stock by rigid measures. Many dealers, who are on general principles sincere believers in the one-price policy, are so convinced of the danger of keeping old stock on their hands that they hold clearing sales whenever they find that the necessity has arisen. They believe it is better to sell the goods at a smaller profit than to keep them so long that nothing is realized in the end, that it is better, even, to suffer an actual loss than to prejudice the disposal of the rest of the stock. In the opinion of the writer, they are fully justified in this opinion.

The course of each year is marked by the coming and going of certain well-defined selling seasons. Each season is succeeded by periods, more or less brief, of comparative depression. It is during these "off seasons" that clearing sales should be held.

At the present time, the hardwareman should make sure that he is not going to find himself loaded up with summer goods when the demand for the same ceases. People who are going to buy screen doors this summer have, except in rare cases, already done so. The bulk of the business has been done in similar lines. On the other hand, the demand is growing in harvest tools, preserving kettles, binder twine. Demand is veering with the advance of the season. It is time, therefore, for the dealer to see that he is not going to be compelled to carry over a stock of summer goods.

Hold Midsummer Sale.

There is an additional reason why a midsummer sale should be held. The fall is a busy season in the hardware store, particularly in the stove department. A rearrangement of the stock is necessary. If the dealer has to give room to a lot of left-over summer goods, he cannot display his fall stock to the fullest advantage.

Clear the decks for action by disposing of what is left of the summer stock before it is necessary to bring the fall goods forward.

Cleared Out Stock.

As an example of the good results which can be obtained with midsummer sales, the experience of Thornton Bros., Bradford, Ontario, is significant.

Late in June Thorton Bros. decided to hold a big sale and fixed the opening date for Friday, June 28. Their reasons for holding the sale were as stated, on general lines, above. In their advertising matter they declared that they were "going to add several new lines of merchandise and must clear out all the summer stock to make room for the new goods."

The sale was advertised in full page space in the local papers, and preparations for the big event were made on a wholesale scale. The goods to be sold were moved to the front. Price tags were used, each article on sale being priced in large figures.

Small Articles Featured.

Thornton Bros. have made a feature of counters for the sale of articles variously priced from 5 cents to 25. To quote W. H. Thornton, this has been "the best feature of the store." These counters were heaped up with small articles for the sale and the greatest interest centered around them.

A Cash Sale.

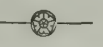
Reductions were offered on all lines, but spot cash was demanded. The firm are gradually working over to the cash system. They are convinced that it is the best method of conducting business, but believe that it is wiser to effect the change by degrees than to do so at one stroke. However, in a sale of this kind, they impose a rigid cash provision and have no difficulty in securing the money.

Among the goods placed on sale were screen doors, screen door hinges, screen windows, spray pumps, oil stoves, gasoline stoves, hay fork outfits, lawn mowers, paint oil, paris green, egg baskets, hay forks, galvanized pails, chicken fence rolls, hay forks, and countless articles of a small nature. A stock of approximately $15,000 was placed on sale.

Speedily Cleared Out.

And now for the results. It had been intended to continue the sale for three weeks, but it "caught on" to such an extent that the stock was practically cleared out in two week's time! There was a steady demand during that period. The store was kept open every evening during the fortnight, except on Thursdays, a half-holiday being observed on that day in Bradford. At the end of the two weeks the sale was declared over and the special prices offered were withdrawn. It had been a huge and unprecedented success.

Other firms are meeting with equal success, not only in midsummer sales, but in the holding of clearing sales at other seasons of the year. When properly and conservatively conducted, they are found to be not only expedient, but profitable. There is no reason why a reasonable profit cannot be made on all goods disposed of.



BIG HARDWARE STOCK.

Sacramento, July 8.—An official report of an operation performed upon Miss Letitia Miller of San Rafael, for the removal of 1,097 articles, mostly metal, from her stomach, says she is on the road to recovery. The report was filed with the State Board of Control. These articles were removed:

One hundred and eight wire hairpins, 55 open safety pins, 21 broken pins, 5 prune seeds, 23 buttons, three collar buttons, 13 nails, three screw eyes, 40 tacks, one staple an inch long, five parts of teaspoons, 425 broken pieces of hairpins, one piece of string, one piece of thread, 104 unidentified odds and ends, mostly metal, nine parts of combs and 280 small pins.

HARDWARE AND METAL

(ESTABLISHED 1888.)

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JOHN BAYNE MACLEAN - President.

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France John F. Jones & Co., 31bis Faubourg Montmartre, Paris.

SUBSCRIPTION

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SECURE EARLY SHIPMENTS.

Stove manufacturers report that the majority of retail dealers are placing their orders for fall stocks early this year, but that they still exhibit the same reluctance to receiving early shipments. In view of the circumstances, this course is not wise. There are good reasons, undoubtedly, for the desire of the dealers to postpone shipments until such time as the stock will be actually needed, lack of store room being the foremost; but there are still greater reasons for stipulating early, if not immediate, shipment.

The transportation problem is a serious one at the present time. The railway companies have not the facilities to handle promptly the traffic which comes to them. Shipments are very much delayed as a result. From present indications, the fall trade in stoves is going to break all established records and this will mean congestion. Dealers, who do not get their stocks in early, will have to wait later, possibly at a time when delay means loss of business. Certainly this is one occasion when it will pay the hardwareman to "order early shipments and avoid the rush." With the goods shipped now and dated September 1, the only problem facing the dealer would be the housing of his stock until such time as harvest tools and other summer lines are disposed of.

THE TROUBLE WITH PARIS GREEN.

According to the song, men want what they want when they want it. Also, it might be added, they want what they want the way they want it. Which, as is shown by the present condition of the paris green market, means that they must order well in advance.

Paris green is scarce at present, but it can be supplied. The trouble is that it cannot be supplied in the way which many desire. The makers have little to go upon in preparing their stock. They can figure that the dealers will call for their supply in much the same form as they did the previous year. But the best made plans of mice and men—you know—gang aft agley. It was so with this plan this year. Last season dealers ordered a great part of their paris green in 50 pound drums. This year they are seeking delivery in one pound tins.

The orders for paris green, are, of course, largely placed in the fall. But at that season, those ordering merely mention the quantity wanted, saying they will specify how they want it later on. This was the procedure this year. The manufacturers could not get early advice, so, when the heavy ordering for tins came in—an unprecedented ordering—the stock was not on hand to fill it. Moreover, the intense heat made it impossible to fill tins, as this menaced the health of the workmen. As a result, dealers will have to take a good part of their paris green in a form which is not exactly what they want. Those who mentioned early not only what quantity they wanted, but also how they wanted it, of course got their supply.

STIMULATING SUMMER BUSINESS.

A lazy man can always find excuses to explain away his lack of energy. Sometimes he finds an excuse ready made, an excuse which has been generally accepted as a fact, even by men of more energetic mold. Such an excuse is the Summer Slump Myth, the barrier behind which men, who do not care to work in warm weather, find a convenient hiding place.

The salesman who does not care to hustle for orders when the heat is such that work spells discomfort, explains his failure to secure orders on the ground that, "You can't sell goods in the middle of summer." The merchant who feels inclined to comfortably let things slide, applies the same excuse as a sop to his conscience.

Undoubtedly the warm weather does create among the people, the ultimate consumers, an inclination to let things slide, and to postpone shopping, among other things. This should be accepted as a signal for the merchant to go after business a little harder to offset the increased indifference of the consumer rather than an excuse for extended loafing. He should figure that it is better to combat the lazy germ in customers rather than to encourage its spread by letting it grow on himself.

Speaking in all due seriousness, there is no reason why business cannot be made quite as good in summer as it is at other seasons, if the merchant features the right class of goods. A discerning campaign will bring results in the dog days just as surely as at times when weather conditions are more favorable.

SCARCITY IN METALS.

The scarcity in metals is becoming more pronounced all the time. Shortages are developing all along the line, and although no crisis has yet been reached, it is apparent that the situation is not reassuring.

Getting down to the root of the matter, it is apparent that the consumption, in this country, and in all others as well, has largely increased. Although varying conditions and manipulation are accepted as reasons for some shortages, the growth of consumption is the cause underlying all.

In many lines, consumption is no longer traveling in double harness with production. It is forging ahead. Under the circumstances, predictions are freely and confidently made that prices will go higher. This, of course, would have the inevitable effect on the prices of goods into the manufacture of which metals enter.

POINTED EDITORIALS.

The days of the turpentine dopester are numbered.

* * *

Remember that a really good clerk is working for himself as well as for you.

* * *

Watch for next week's issue. It will contain many articles of particular interest.

Swatting the fly may be cruel from the fly's standpoint, but it is humanitarian from man's.

* * *

The iconoclast is never a good salesman. Criticism of the opposition does not make sales.

* * *

The model store is hard to find, but that of the Bernier Hardware Co., illustrated in this issue, comes close to the mark.

* * *

John D.'s indebtedness, by the way, is for buns. Many men have got deeper involved than this over a single "bun."

* * *

The paint campaign should begin with the exterior of the store. From the standpoint of the hardware dealer, paint parsimony is poor policy.

* * *

Clear the decks for action. It will not do to devote all the space in the store to summer goods when fall business is looming up "in the offing."

* * *

This kind of weather makes the most aggressive men feel they would rather whip a trout fly through the alders than close a sale. The holiday germ is in the blood.

* * *

John D. Rockefeller is named debtor to the extent of 56 cents by a confectionery firm which has just failed. It is not likely this reverse to John D. will cause a general advance in oil.

* * *

Toronto hardwareman reports the sale of two dozen pairs of roller skates in two weeks. Some of the dealers who read this note have probably never even considered handling roller skates.

* * *

With Parcels Post dangerously close, the United States hardwareman finds the problem of distribution in the trade a most serious one. Undoubtedly, a crisis is near at hand on the other side of the line.

* * *

Men will sometimes flout facts and hug delusions. Which accounts for the faith most men pin to that mischievous old delusion, the Summer Slump Myth. Just about time it was banished for good and all.

* * *

Do you distribute your cost of doing business over all goods equally or according to the nature of each line and the position allotted in the store? This question is dealt with in next week's issue of Hardware and Metal.

* * *

American hardwaremen complain that as many as fourteen jobbers' salesmen call on them every week. It is hard on the retailer, but also hard on the traveler. Who would care to occupy the shoes of the fourteenth man around?

* * *

When a team does not trot evenly, there is usually trouble for the occupants of the vehicle. Metal production and metal consumption are not making even progress any more. Consumption is getting too skittish for production. What will be the result?

* * *

Conditions in Canada differ radically in many respects from what is found in the United States. It is not advisable, therefore, to reach the conclusion that what goes on there is going on here also. This is particularly true of the hardware trade, where American and Canadian conditions are widely divergent.

One Hundred Years Ago

THE human mind has a distinct turn toward reminiscence and nothing interests us more than records and anecdotes of the misty past. We are all antiquarians more or less. Hardwaremen will, therefore, evince a healthy interest in records dealing with retail ironmongery of so remote a date as 1812.

One hundred years ago hardware shops in Canada were undoubtedly few and far between. As far as we know there are not any firms in the Dominion to-day which date that far back. In the Old Country, however, there are many hardware concerns which have been doing business at the same stand for longer periods than a century. In dealing with the centenary of one of these, Lowdell, Cooper & Co., Lewes, Sussex, the Ironmonger gives some information relative to trade conditions in the early years of the nineteenth century.

The typical store of that date was different from the store of to-day. Our forbears had not learned to appreciate the value of displaying goods. Their windows were small with heavily leaded panes. There was seldom anything on the outside to indicate the nature of the stock carried within, unless it were a sign of a distinctly general description—a midshipman for a ship chandler's shop, say, or a large pair of spectacles to denote the optician. The store of Lowdell, Cooper & Co. in 1812 was a heavy, stone-front building, looking more like a grammar school than a "hive of commerce." Over the door was the single word, "Lowdell."

The old books of the original proprietors are full of quaint entries and records which throw light on the nature of the business transacted by the ironmonger of 1812 and the kind of stock he carried. There is, for instance, an entry against a Mr. Soper of Enfield for one dozen jockey combs. Perhaps some reader can tell us what a "jockey comb" was. Can it be that race track etiquette in those days, when horse racing was at its prime, was so severe that the jockey had to be currycombed as well as his mount? A farmer is charged with a dozen iron spoons. Aesthetic tastes, apparently, had not been so highly cultivated in those early years. One curious entry refers to "three double keys neat" and this is interpreted in modern terms as "blanks." Some men still drink their whiskey neat—though not, if records can be trusted, with the staying power that distinguished the late-Georgian bibster—but "keys neat," as a term, has lost all significance. An entry against one Mr. Markwick, of Chailey, includes such goods as cut brass, glue, glasspaper, bed sacking and bed cord. Can any bright clerk explain offhand each one of these items? Referring to still another entry, The Ironmonger says: "Those were the days when papier-mache trays were in vogue. For July 13, 1812, there is a record of two sales to a Mr. Tourle, of Swanborough (though the name was spelt 'Swanburgh' in those days), of a 32-inch tray and a 22-inch waiter with a hare and greyhound centre. Evidently a big size and a sporting picture appealed to the purchaser." The times have not changed in that respect.

However, one must not run away with the idea that the Georgian tradesman was slow. He was already feeling his way toward business "short cuts" and spelling reform. Business entries spell tacks "t-a-x." One clerk, apparently of a facetious turn of mind, went so far as to enter up a pudding mould as one "blamonge."

Business was not transacted with the rush that characterizes everything to-day. The traveler or "bagman" made his rounds by stage coach or in his own chaise.

Start the Fall Stove Campaign Early

A Record Trade is in Sight and Dealers Should Make Every Effort to Prepare for it Well in Advance—The Advantages of Constructive Salesmanship—Using the Tinshop as an Adjunct—Get Out After the Furnace Trade.

Written for Hardware and Metal by an Ontario Stove Dealer.

The stove trade and everything relating thereto should be given more serious consideration by the hardwareman this fall than ever before. The demand is going to be greater than ever. Present indications all point to a record trade.

This assertion is based on facts. There has been an unprecedented activity in building operations in all parts of the country and naturally enough the activity has spread to every industry and is felt in all directions. The stove trade up to the present time has reflected this activity to a marked degree. There have been heavy sales and, what is more to the point, a steady undercurrent of enquiry, pointing to a certain demand in the fall. The possibilities of fall trade are big indeed.

The past season has been a record one for gas stoves. People who have never been able to boast a gas stove before, have been investing. Once a luxury, to be found only in the homes of the well-to-do the gas stove has become a necessity. The kitchen in the average home to-day boasts both coal and gas range. This is an economical measure in reality. Gas is cheaper to-day and can be used for cooking at a comparatively small expenditure.

The largely increased demand for gas stoves has not hurt the coal range trade. The gas stove serves as an "auxiliary plant." In fact the range trade will be bigger than ever this fall. People are showing more of a tendency to buy the best grades. They are realizing that a cheap purchase is poor economy and are more ready to lay out a larger sum at the start with the certainty of getting it back one hundredfold in increased comfort and length of service.

Start in Early.

With such rosy prospects for the fall trade, dealers should see to it that they are well prepared. The demand is going to be of such substantial proportions that the dealer cannot hope to cope with it to his own and his customers' satisfaction unless he prepares himself ahead of time. It will not be possible to leave everything until the last moment this year.

When you come to think of it, an early start is the main consideration in most things. The athlete who lingers on the starting line is never in front at the tape. The man who gets down early to his office or store is the one who works up the biggest business.

The stove dealer must start early because he has a great deal of opposition to contend with. The mail-order houses are always "on the job." The local dealer cannot sit back and take it easy if he wants to keep the trade in his section out of the claws of the catalogue house.

A more important reason still, however, is that business in stoves must be worked up carefully and patiently. People do not rush off to buy stoves on the spur of the moment. If a woman needs a new kettle, she goes right down to the hardware store and buys it. If a man wants a hammer, he buys it at once. But if a certain family decide that they need a new heater or range, they think the matter over carefully, consult their bank book, read advertisements, study stove literature and, generally speaking, go into the matter very carefully. Their interest begins probably a month or more before the time when they actually make the purchase. It follows, then, that the families who will buy stoves in the fall are at the present time beginning to take an interest in the subject. The dealer who can engage their attention now by his aggressiveness is most likely to secure them as customers when they finally decide to act.

Constructive Salesmanship.

Selling a stove is a hard proposition. The purchaser knows that he must pay a big sum of money and he has to be convinced on every point. You have to show him that a cheap stove is a poor investment, you have—in many cases, at least—to get him away from the mail order idea, you have to demonstrate the good points of your stove. Stove salesmanship is a study.

There are, roughly speaking, two classes of stove salesmen—the constructive and the destructive. The latter is the blustery, bombastic sort of fellow who directs all his arguments to showing the bad points of other makes of stoves. He deals in comparisons. Instead of showing that his stove is the very one for the customer, he tries to prove that it is better than the stoves of the dealer over the way. This class of salesman is generally a master of what might be termed "glittering generalities." He makes sweeping assertions and claims a degree of perfection, amounting to infallibility, for his stove but does not back up his claims with the necessary facts.

The constructive salesman is by long odds the better man of the two. He avoids comparisons and devotes his time to explaining fully the good points of the stove he is demonstrating. He makes his explanations practical and convincing. If pressed, he will refer to the opposition but never in a disparaging way. He will even acknowledge that the other dealer carries a good make of stoves; not as good as his own, of course. This style of salesmanship is just what our term implies—it is constructive. It has the ring of sincerity which the other lacks. People can be convinced by a constructive line of argument but the destructive kind of talk often has the opposite effect.

Yes, the main thing about selling a stove is to know the stove, to understand it from top to bottom, through and through. The man who wants to become proficient should devote his time to studying the questions of stove construction and operation to collecting information on all points.

Tinning Work and Stoves.

Hardware dealers have shown a tendency of late to discuss the value of the tinshop. Wonder if they ever stopped to consider the worth of the tinning department as an adjunct to their stove trade? It certainly helps to bring along business.

In the first place, the dealer who has a tinning department can give better service. He has practical men to instal the stoves sold and to see that they work

IN A NUTSHELL.

Present indications point to a record fall stove trade.

Once a luxury, the gas stove has become a necessity.

The local dealer cannot sit back if he wants to keep trade out of the claws of the catalogue house.

People can be convinced by a constructive line of argument but the destructive kind of talk often has the opposite effect.

Warm-air heating is here to stay. It is gaining in popularity all the time.

properly. In cases of complaint, he can give prompt attention.

Then look at the business which can be brought in. The tinsmith has a splendid opportunity to pick up information and tips which are invaluable to the stove salesman. He goes from house to house repairing eavetroughing, putting up stove pipes, and so on and he is thus in a position to find out where stoves are needed. The tinsmith who keeps his eyes open can keep his employer supplied with a list of live stove prospects.

Experience has taught that business in stoves and tinning work runs parallel. If business is brisk in one, it is brisk in the other.

Feature the Furnace.

Does the average hardwareman appreciate to the fullest extent, the importance of the furnace? Some will tell you that the hot-water and steam-heat-plants are replacing the furnace entirely. How is it, then, that more furnaces are being made and sold than ever before?

The man who builds a house worth $4,000 or upwards probably has a steam or hot water plant installed. But what percentage of the houses built to-day cost that much? The percentage is very small indeed. The majority of houses run about $1,700 to $2,500 and the furnace is the ideal method of heating for homes of that size.

Warm-air heating is here to stay. It is gaining in popularity all the time. Make no mistake on that score.

Some of the Advantages.

The furnace has many advantages all its own. It heats the house well at a minimum cost. It is easily operated. It provides humidity. It does not use up floor space in all the rooms as in the case of other heating installations.

All these are prime talking points. Make good use of them, Mr. Dealer.

Now is the Time.

The furnace trade is important enough to justify a display of energy, even to the extent of going out after business.

Houses are in course of construction. They have not yet, in a majority of cases, reached the point where the heating apparatus has been installed. It would pay the hardware dealer to get out now and call on the architects, builders and owners. Furnaces will be installed in a great many of these homes but they should be put into a lot more which will otherwise be provided for in another way. Get your talking points well fixed in mind and proceed to bombard the owners and architects. The furnace is a good "talking proposition" for the dealer who makes use of the facts at his disposal.

The First of the Campaign.

To hark back to the beginning, the fall campaign should start at once. In the opinion of the writer, the dealer should start such work, as may be termed educational, now. He should have his stove stock where it can be seen and he should make sure that it is seen to advantage. In other words, the stoves should be looking their best. A window display or two and some newspaper advertising will be found resultful. Immediate results may not be obtained but the good will manifest itself later in the season.

The dealer should begin also, to get his lines out for "probables." Careful sounding will provide him with a list of people who are likely to purchase stoves this fall. He can then proceed to "concentrate" on them, sending out literature and perhaps even making personal calls.

Standard of Purity for Turpentine Set

It Has Been Brought Under Act Respecting the Adulteration of Food—Must be Free From Mineral Oil—Act Will Allow of Prosecution for Adulteration.

Canada now has a standard of purity for turpentine which will allow of prosecution for adulteration. Hitherto there has been no standard set by law, and it is alleged that a great deal of turpentine has been sold by unscrupulous firms which did not measure up to the mark recognized by most reliable dealers or that now established by law.

In fact, the last circular on turpentine issued by Inland Revenue Department, in July, 1910, showed a great many samples to contain petroleum, which would mean adulteration under the new act, which says that it must be entirely free from mineral oil.

Since the inspection of samples in 1910, it has been felt that a standard was necessary to protect purchasers, resulting in the addition of turpentine to the act respecting adulteration of food and other articles, and defining it as follows:

I. When turpentine is sold as a drug, for medicinal purposes or to the order of a physician, it shall meet pharmacopoeial requirements as provided by section 7 of the said act.

II. When turpentine is sold under any other conditions than for purposes of medicine, as above, it shall meet the following requirements:—

I. It shall be entirely free from mineral oil.

2. Unless sold as wood turpentine, it shall absorb not less than 340 times its weight of iodine (Hubl solution and method). If sold as wood turpentine it shall absorb not less than 240 times its weight of iodine by same method.

3. The undissolved (unpolymerized) residue on treatment of 10cc with 40cc of a sulphuric acid containig 20 per cent. of the fuming acid, shall not exceed 10 per cent. by volume of the sample.

4. The refractive index of this residue shall be not less than 1.495C at 20C.

5.—The refractive index of the sample at 20 deg. C. shall lie between 1.4680 and 1.4730.

6. The specific gravity of the sample at 20 deg. C. shall not be less than 0.860.

7. The initial boiling point shall not be lower than 150 deg. C. under ordinary atmospheric pressure.

8. At least 75 per cent. by volume shall distill below 160 deg. C.

9. The residue on evaporation over a steam bath shall not exceed two (2) per cent.

PLANNING AND ARRANGING THE NEW STORE.

(Concluded from page 30.)

salesman would hardly be suitable for this. A wooden counter seems to be needed.

In our silent salesmen we are arranging displays of particular lines, trying to keep these well classified. For instance one case we have given over almost entirely to bathroom equipment, such as sprays, mirrors, and brushes. Another case shows shaving material—not only razor, but strops, shaving brushes, soap and talcum powder. Some dealers do not seem to think soap and talcum powder are hardware lines. Perhaps they are not, but in a large number of cases where we sell a razor or a strop we sell also either soap or talcum powder. It seems to me that we might as well get the profit which comes from this sale as the druggist. Moreover by supplying these lines we are accomodating many—and of course that pays.

Other silent salesmen we have devoted to tools, and to fancy tea and coffee pots. These displays are drawing attention daily. No wonder there is a tendency to use these show cases instead of the old counters.

Our paint department we have had to put fairly near the back of the store. But it is prominent nevertheless. Our whole aim, indeed, has been to arrange a store which enables us to show attractively what we have for sale, and enables the customer to see not only what he came to see, but other things of interest.

Some Impressions of U.S. Convention

Fred C. Lariviere, One of the Canadian Representatives, Tells of the Big Rally at Detroit—Parcels Post Was Condemned Absolutely—A Big Social Gathering First—New Method of Appointing Committees Favored.

Written for Hardware and Metal by Fred C. Lariviere.

The National Retail Hardware Association, which held its annual sessions in Detroit, June 18-21, is a different body from anything we have in Canada. Although different from our gatherings, I am very glad that I was able to attend the sessions, for I met some splendid men, and observed some methods which I believe might well be introduced by our associations.

The National Hardware Association is, in my opinion, more of a legislative body than anything else. In the States the Hardware men are wonderfully well organized. Every State has its association. These hold annual meetings, and it is at these that the problems of merchandizing are discussed. The representatives at the National Association come from these State Associations. Their business is to discuss all questions —all laws which have been passed, or are about to be passed—which have a bearing on the hardware trade.

The representatives sent to this National Association are exceedingly well equipped to consider such questions. I met there several Senators, several Congressmen, and a number of members of various State Legislatures. They know the inside workings of the various legislative bodies, and they know the best methods to adopt in order to assist or prevent the passing of any law.

Debate on Parcels Post.

A question of law which is of interest to us in Canada, as well as to our fellow hardwaremen across the line, came up at one session. It was the question of parcel post. The debate upon this was to me one of the most interesting of the convention. There were a variety of suggestions made. Some thought that the proposal to give a limited parcel post should be allowed to pass unopposed. This measure, which would enable parcels to be sent within a small radius for a remarkably low postage, would, it was thought, work its own defeat. The cost upon the Government would be too great.

President Sharon E. Jones said: "I think the time is near at hand when we must submit to parcel post in some form or other," but it became evident that the general feeling of the meeting was against any such "laissez faire" attitude. The members feared that the local parcel post, instead of working its own destruction, might rather prove the thin end of the wedge which would make easy the coming of a wider reaching, and more harmful, parcel post law. The decision was to fight the coming of parcel post in every possible way.

Addresses were made by John A. Green, secretary of the National Association of Retail Grocers, and Arthur L. Holmes, on the Federation of Retail Merchants—an association which we have in Canada, but which is not yet organized in the United States. Canada is not always the last. I also enjoyed the addresses made by Messrs. S. Norvell, of The Hardware Reporter; Samuel Stern, of the American Artisan, James H. Kennedy, The Hardware Dealer's Magazine, and Roy F. Soule, of the Iron Age Hardware.

Open With Social.

The convention opened with a social gathering, and I think that is a scheme which might well be adopted by our associations. It gives all a chance to become better acquainted, and while no actual business is done a good many problems are considered in a free and easy way, and the ground is prepared for some fine discussions when the chairman's gavel has called the meetings to order. Holding our conventions in February and March makes it harder to arrange a successful social gathering. I sometimes think we might profit by changing the date of our meetings. But however that may be, I think we might well plan to have a social gathering at the start. It would bring the members together as I have said, and would prevent so many late arrivals.

At the National Association there was a committee called the Suggestion Committee, which merely proposed schemes of carrying out business more expeditiously and more effectively. The work of this committee struck me as good. It suggested, among other things, that the various committees should be appointed for the next year before the present gathering disbanded. Thus, it was argued, time would be saved.

I believe we might adopt some such scheme as that in our conventions. We are inclined to leave too much to our executives, and I believe the results would be better if more appointing of committees was done by the general associations.

Really the best time I had at the association was right here in Montreal. That sounds like an Irish bull, but will be understood when I say that the New England delegation, forty-five strong, stayed here over Sunday night and Monday on their way home. We went around the city together , and I was fortunate enough to be able to arrange a sacred concert for them in St. Louis de France church—similar to that which the Ontario Hardware and Stove Dealers Association members attended when their excursion came to Montreal in 1909—with a reception at our store afterwards.



CANADIAN DELEGATES AT THE DETROIT CONVENTION

Price Problems--5. Builders' Hardware

Higher Prices are Generally Paid Now Than Were Paid Twenty Years Ago—But the Style and Finish of the Goods is Much Better. The Same Class of Article Cheaper To-day Than it Was, and This Despite the Advance in Metal—Instances of the Improvement in French Door Catches and in Locks.

"A dollar would go further then than it will now."

The phrase has been much used in making reference to "the good old days." Also it has been much abused, for there are many respects in which a dollar will go further now than then. It will buy in some cases more goods, and in many cases better goods. Undoubtedly the cost of living has gone up, but the more this problem is studied the more it seems that the rise is largely due to a rise in the people's demands. They want better things now than they did, and they are willing to pay for them.

Builders' Hardware, it has frequently been said, has advanced tremendously in price. Whether or not this opinion is taken as correct, depends largely upon the point of view. People are certainly paying more for their builders' hardware now than they did—but because of this it is hardly fair to say that this line has advanced. A genuine rise can only be declared upon an article which has remained constant. Builders' Hardware has not done this. The articles for which people are paying a large price now, resemble the old articles bought in only one respect. They serve somewhat the same purpose. The new articles, however, are improved in a multitude of ways.

Higher Standard, Not Higher Price.

Really it can not be said that Builders' Hardware has advanced in price—since articles similar to those sold 20 years ago can be bought for less now than then. The higher prices paid are accounted for purely and simply by the higher standard demanded.

A few illustrations will serve to show that many simple lines can be bought not only as cheaply, but more cheaply than they could two decades ago. Locks, for instance, could not then be purchased for much less than 75 cents. To-day some styles are to be secured for 45 cents, or even less. Some will say that this old lock was better than the models now being sold. That may be so, yet none can deny that tremendous advances have been made in locks recently. However, this will be shown a little later, when builders hardware for hotels is considered.

Sets too are cheaper now than in the early 90's. Then it was practically impossible to get a better quotation than $5.00. Now plenty of sets are selling at $3,75.

Iron sash locks too are cheaper at present than they were. These used to bring $1.50 to $1.75 a dozen. Now $1.00 is considered a very fair price.

The Facts re Butts.

Cast iron butts, which are being largely used at present, are certainly as cheap as the steel butts so much in demand twenty years ago. They are not as cheap as the old cast iron butts, but an examination of the present product and that sold in those days which now seem so far distant, shows the reason. The cast iron butts of to-day are brass finished. They will not rust. They present a very fine appearance and can be used in place of regular brass goods.

Window pulleys too are as cheap now as formerly. Some models, which run on ball bearings cost more, but here the purchaser is paying more for a superior article, not for an article which could be secured those twenty years ago.

No, the true advance in builders' hardware has not been in price but in quality. The field has widened with the years. The making of these lines has become a fine art. Householders have become critics. They want the best, and they want the best often in unique designs. It is these things which have made a high price necessary. The only sense in which it can really be said that the manufacturers have raised prices is that they have raised the standard of the goods.

Some of the Improvements.

And how this standard has risen. Twenty years ago steel butts were generally used. Now bronze butts are common. On French windows there used to be bolts placed at the top and bottom to act as fasteners. Now the bolt runs the full length of the window, fastening at both ends, when a handle in the centre is turned. In the Chateau Laurier, recently opened in Ottawa, over 2,000 bronze metal butts, with fibre washers, were used. Those cost more than 2,000 butts would have cost in 1892, but consider the finish, the durability.

Then to-day everyone seems to be after some special design, and of course special designs cost money. Take the case of the Chateau Laurier again. The firm which finally got the contract for the builders' hardware, first submitted a plaster cast of the design, then a celluloid cast, and finally a casting. That meant a considerable outlay before the hardware itself was commenced.

Cut Glass Door Knobs.

People to-day are eager to get antique designs. They order these for their houses, and they are not daunted by the high price which they are told these will render necessary. Porcelain door knobs were wont to be used in bedrooms a score of years ago. Are porcelain knobs to be seen there now? Cut glass is the thing, and cut glass can not be had for a gramophone song. The only class of porcelain knobs being used now is a grade that is new because it is so old. But it is better made than the old knobs. It is antique and therefore is sold at a high figure.

The builders' hardware being used at present in public buildings is of an exceedingly high order—an order which simply was not known ten or fifteen years ago. The Montreal General Hospital has been equipped with solid brass butts with fibre washers. They are more expensive than the old butts, but do you wonder? In the Regina Hospital there are white enamel escutcheon knobs. Those are expensive too, but again the reason is patent.

Paying For Extra Service.

Then there is the question of locks, and swing door hinges. Locks are made more solidly now, and are much more burglar proof. It is for the security they give which people are paying, not for the extra price of the metal used. The swing doors have been so improved, that they do not fan too and fro after a person has passed through. They close, remaining quiet. Some of these spring door hinges have a latch which enables them to stay open—just as far open as may be desired. The door closed again, becomes once more a swing door. Such equipment costs more than the old spring doors. People are paying more for this extra service given.

Then take the case of hotel locks. Many do not realize that when they get a key to the door of their room in an up-to-date hotel they are getting but one of many keys. The guest goes out, locking the door. The maid comes along with a master key and can open it. So can the housekeeper with the grand master key. But the guest is inside his room, and turns the thumb lock on the inside of the door. This insures him

against intrusion on the part of the maid or housekeeper. But there is a key which will open that inside lock. It is the manager's emergency key. Supposing something should go wrong within the room. It would be necessary to make a quick entrance. The manager's emergency key will give access.

There is one other style of key used on some of these up-to-date locks. It is the display key. Say a guest has some valuable diamonds. He wishes to leave his room and to guard against the entrance of any servants. He locks the door with the display key. The master key and the grand master key are useless. Only the one key held by the manager, and the guest's own key, are able to open that door.

It is for such improvements as these that hotel owners are paying large sums. But office and house locks have improved almost as much. So have other lines. Indeed it is doubtful if there is a hardware branch where the advance has been more remarkable than in this line of builders hardware. Higher prices! Why, higher service should be the cry!

Catalogues and Booklets

Guns and Rifles.

Frederick Williams, Birmingham, England, has issued his illustrated price list No. 14. It contains a complete list of the guns, rifles, revolvers and saloon guns manufactured by this firm, as well as such sportsman's accessories as powder flasks, shot pouches, cases, loading and closing machines, bags, belts, covers and traps.

Small Ice Machines.

An interesting booklet has been issued by Pulsometer Engineering Co., Reading, England, illustrating and describing their small ice machines. It gives something on the principle by which the machines operate and outlines the methods of operation. The machines shown are hand machines and can be used with small expense and little exertion.

Stock List.

The July, 1912, issue of the monthly stock list of Drummond, McCall & Co., Montreal, has come to hand.

Shelton Vibrators.

The Canadian General Electric Co. have issued folders describing and illustrating the uses of Shelton Vibrators. These vibrators are used for facial massage, medical treatment of chronic appendicitis, treating obesity, etc.

A folder has also been sent out dealing with the Hart & Hegerman electric switches and buttons.

CEMENTS IMPORTS INCREASED.

Ottawa, July 16.—The custom figures for June show an increase of 115,749 barrels, or over 200 per cent., on the importations of cement as compared with June of last year. It is claimed that this is due primarily to traffic conditions; the difficult of getting cars for cement shipments in eastern Canada has, given the American manufacturers a chance to utilize the advantages of their nearness to the western Canadian market, and the principal increases in importation have been at westen ports of entry. British Columbia accounts for nearly 30,000 barrels of the total increase in importations last month. Spokane furnishing a convenient supply depot. The prairie Provinces absorbed the greater part of the balance of the increased importations. The Department of Customs is keeping close tab on importations and prices paid, with a view to getting data for consideration by the Government next fall when the question of continuing the reduction or restoring the old rate will be considered.

RESISTANCE TO CORROSIVE ACTION.

Recent experiments made at the laboratory of the Board of Water Supply, New York city, indicate that Monel Metal possesses about the same resistance to corrosive action as the better known bronzes, while it has the additional advantage that it presents the least change in appearance as result of the corrosive action. Specimens of several bronzes, Monel Metal and steel were weighed and embedded in rich earth which was kept wet for six months by periodical additions of very dilute solutions of corrosive salts. At the end of the test period all of the specimens were taken out, scrubbed, dried and weighed to ascertain the comparative loss from corrosion. The results were as follows:

	P.C. Loss.
Phosphor bronze	0.09
Tobin bronze	0.11
Monel Metal	0.12
Parsons manganese bronze	0.12
Muntz metal	0.33
Steel	1.04

ONTARIO REPRESENTATIVES.

The representatives of the Ontario Association at the Detroit convention were F. C. Lariviere, C. W. Conn and D. A. McNab.

Hardware Letter Box

Wire Baskets.

J. B. Crawford, Dutton, Ont. —"What firms manufacture wire baskets for displaying goods on bargain tables?"

Andrews Wire Works, Ltd., Watford, Ont.; Canada Wire & Iron Goods Co., Ltd., Hamilton; Dennis Wire & Iron Co., London, Ont.—Editor.

Electric Floor Scrapers.

Simmons Bros., Kingston, Ont.—"Can you give me name of manufacturer of Electric Floor Scrapers?"

Fox Supply Co., Brooklyn, Wis., U.S. A.—Editor.

Sterling Meat Choppers.

E. Boucher, St. Hyacinthe, Que. —"Can you advise me as to name of manufacturer of Sterling Meat Choppers?"

The N. R. Streeter Co., Rochester, N. Y.—Editor.

Gas Fixtures.

C.P.R. Men's Store, Redcliff.—"Kindly give me names of manufacturers of gas fixtures, chandeliers, wall brackets, mantles, etc."

Jas. Morrison Brass Mfg. Co., Toronto; Pittsburg Lamp Brass & Glass Co., Can. rep., R.E. Davis, 119 Wortley Rd., London, Ont.; Rochester Lamp Co., Church street, Toronto.—Editor.

Willband's Adjustable Door Hangers.

Sumner & Co., Moncton, N.B.—"Can you tell us who makes Willband's Adjustable Door Hangers?"

Probably the customer who enquired for this article made a mistake in the name. There is a Wilbern adjustable door hanger made by the Showell Manufacturing & Foundry Co., South Milwaukee, Wis.—Editor.

NEXT WEEK'S ISSUE.

A couple of articles intended for this issue have been held over until next week. These, added to the features previously arranged for the next week's issue, will make it one of the best put out in some time. One article will deal with window dressing and as the writer is a practical and successful window trimmer it will be well worth close attention. Another article will deal with the problem of cost distribution. This also will be of unusual interest.

MERGER PENDING?

It is reported in the daily press that a merger is pending in the wire trade. which will include a number of independent wire mills. At time of going to press neither confirmation nor denial has been secured.

Complete Course of Sheet Metal Work

By L. W. KOSER

(This problem was started in the last issue.)

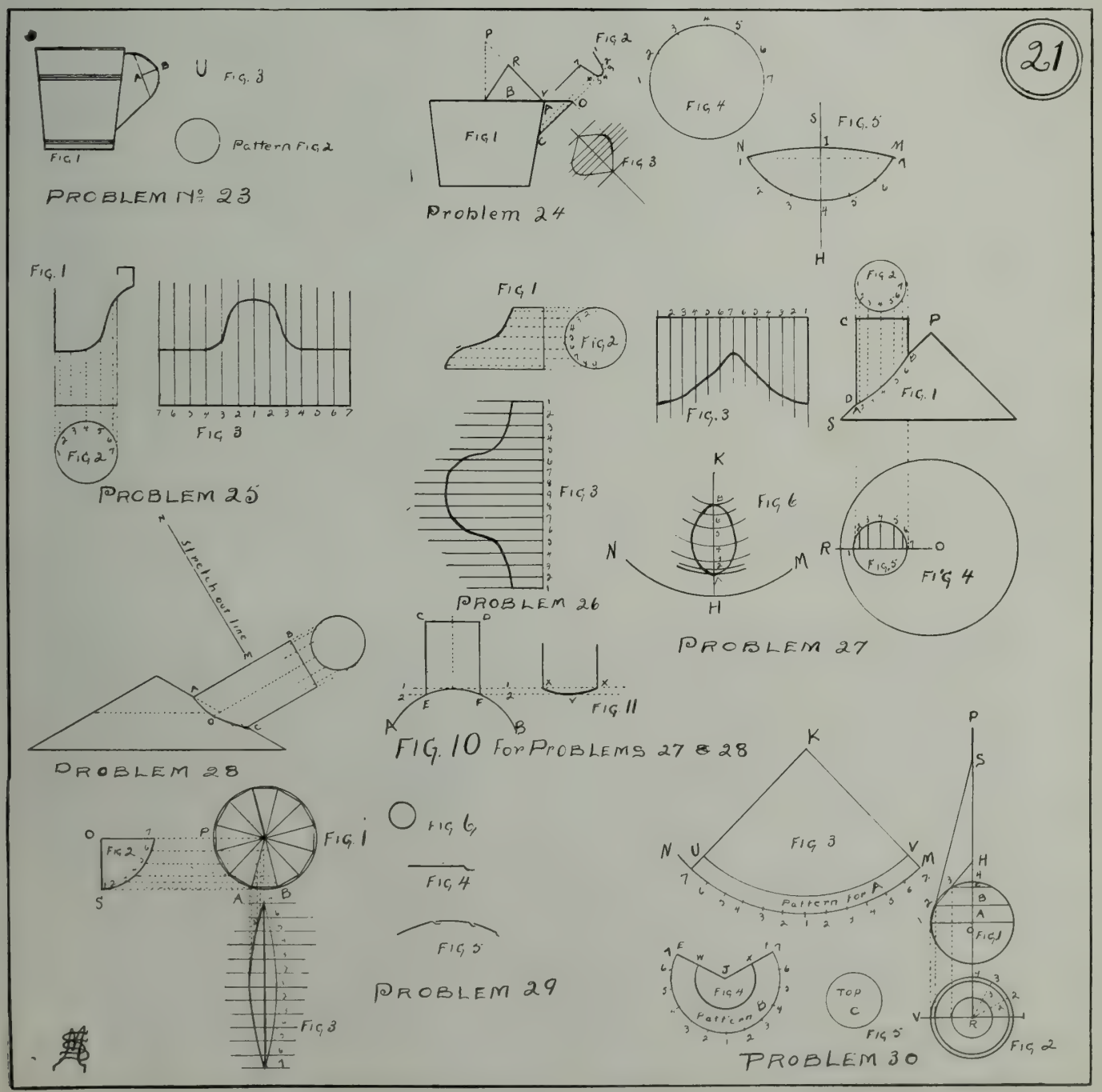
Now draw lines from each of the numbers into the centre R. By this means we divide the inside circles into the same number of equal parts.

Let us now develop the pattern for the zone A. Place the point of the compass at S, and the lead at 1, fig. 1, and with any convenient point as centre as K, fig. 3, describe the arc N-M, lay out the stretchout of the base of A, or the outside circle of fig. 2. Then draw lines from the points 7-7 into the centre K. Measure up on these lines the distance from 1 to 2, fig. 1, as shown by U and V. Then with K as centre, and K-U as radius describe the arc U-V. This completes the pattern for the zone A. Allow for flanges.

To get the pattern for the zone B, set the point of the compass at H, and the lead at 2, fig. 1, and with any convenient point as centre, as J, fig. 4, describe the arc E-F, on which layout the stretchout of the base of the zone B or the second circle of fig. 2, and draw lines into J, measure up the line E-J, the distance from 2 to 3 of fig. 1, and draw the arc W-X.

If there were more zones you would proceed in the same manner to get each one of them. To get the top part, put a circle a little larger than required, and raise it on the hammering block, or in other words, hollow it out to the shape of the ball.

The same remark in regard to flanges as set forth for prob. 29 apply to the zone method.



Lesson 18---Complete Course in Cardwriting

Showing the Lower Case of the Capitals Demonstrated in the Previous Lesson —The Three Cards Illustrated Introduce the Trade Mark Idea in Cardwriting.

By J. C. Edwards. Copyright Canada, 1911.

How many stores or commercial institutions work the trade mark idea to the extent that is possible? There are some that do, but there are hundreds that don't, and these are the businesses that remain small and immature, and the heads of these places wonder why those others grow and become industrial concerns.

The reason lies, to a great extent, in the advertising; either the advertising is too weak, or too little.

We suggest the selection of a good trade mark and advertising it everywhere, keeping it constantly before the public eye—in every advertisement, on every sign, on your electric signs, on every window card. Make it so common that every time it is seen it is at once associated with the firm's name.

The Trade Mark on Cards.

To demonstrate the trade mark idea on the show card, we are illustrating three sample cards showing the manner in which it is used.

The "hand bag" card has the double diamond trade mark, with the firm name or the firm's catch phrase inside. The space between the two diamonds is in a color which makes it stand out strongly in relief. In the "layette" card, the trade mark is more in keeping with the nature of the goods being advertised, the outline of the shield being in a light shade with the centre white, and the lettering in a light shade. The strength of the trade mark should be regulated by the style of card it goes on. The "suiting" card shows still another style which is in keeping with the general effect of the card, viz., the lined style.

Working Up a Design.

Get an idea into your head and improve on it wherever you can. Sketch the design in pencil first, just roughly, then, if it suits you, ink it in.

The design in the "hand bag" card makes a very good effect. The circles were made with an ink compass in alternate black and white lines, and then cross hatched with black ink. This design may be carried out to splendid effect in colors or tints. The floral effect is very simple, in fact only a suggestion is needed to illuminate the design.

First, the outline is made with the brush, then a light tint is added or filled in, with a few touches of the brush in the centre to complete it.

The Stork a Suitable Decoration.

If illustrations are used or drawings made on a card, they should harmonize with the inscription. The stork decoration used on the Layette card is quite in keeping with the "Dainty, Snowy Layette," as it is symbolic of infantile reception. This design is made by first drawing the bird in outline on the light champagne card, then coating the whole design with white and touching it up with a light grey and dark grey for the tips of the wings, the beak and the feet. The apple blossom designs used in the panel also lends a dainty touch to the card.

An Unusually Simple Treatment.

Note the very simple decoration used in the suiting card. It certainly is "distinctly different" and yet refined.

The word "suitings" is outlined first, with a brush No. 4, red sable, square point, drawn down small. Then the white line decoration is made, using the T square and small pen, say a number 5 or 6 soennecken, as shown in the upper corner of the plate. These lines may be made first, if desired, and the letter outlined over the top of them.

The letters then are filled in, leaving the space, as shown, open, allowing the white lines to show through.

The words "distinctly different" are made with a small soennecken pen and left in outline.

Ruling With the Square.

In ruling with the T square, be careful not to allow it to rest on the card, but to raise it high enough to allow the wide part or shoulder of the pen to rest against the edge. Hold the hand and T square steady and give a firm, quick stroke.

Another device for ruling is known as the ruling pen. It is a double affair, which may be regulated by turning a set screw. The ink is dropped in as needed.

Dainty Outline Lettering.

Nothing but dainty lettering should be used on such cards as the illustrated "layette" card. The pen outline letter gives a daintier effect than if filled in. The word "layette" is outlined with a grey shade and filled in with black, which brings this word out more prominently, as it is the main word of the inscription.

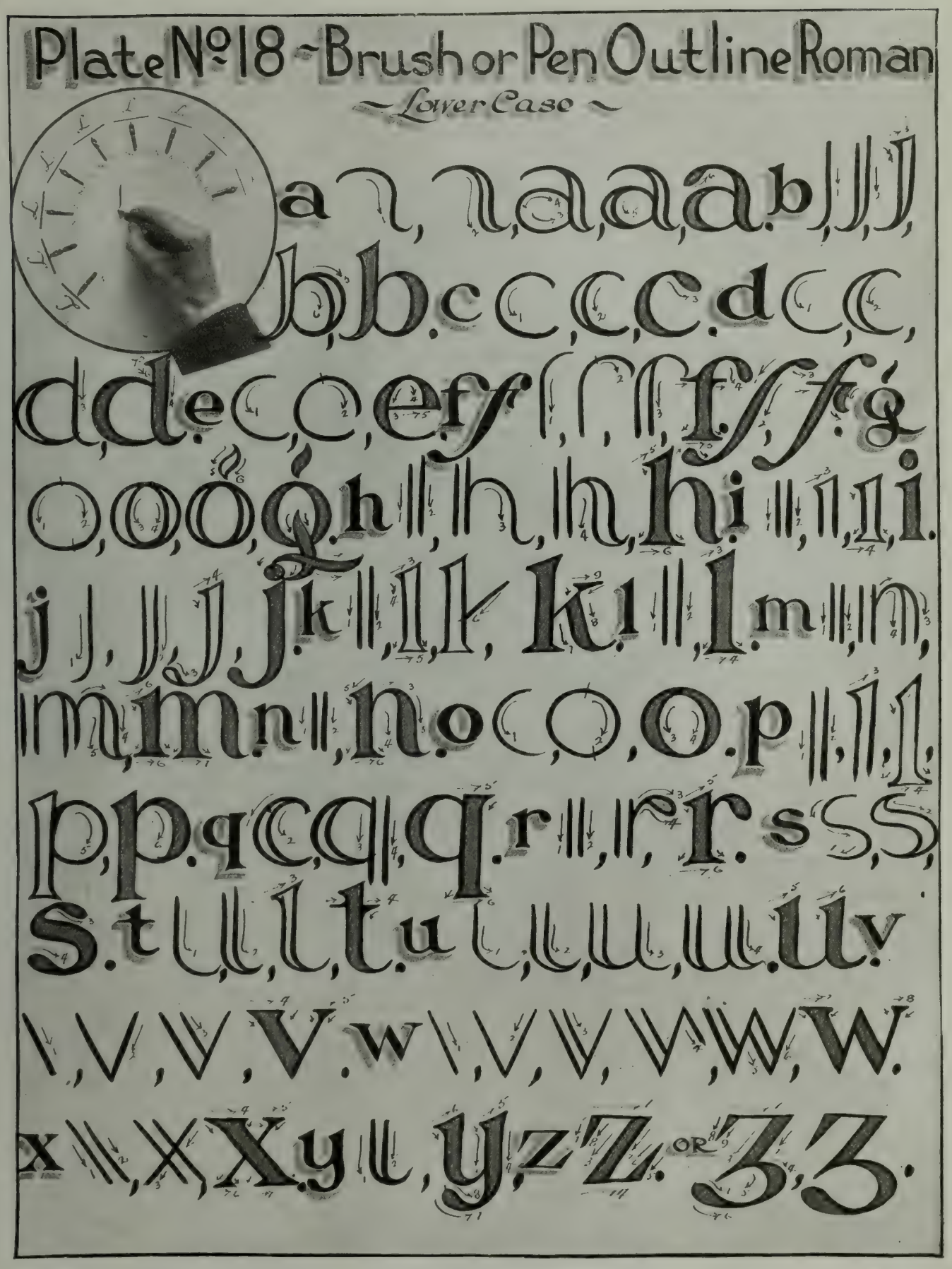
The Hand Bag Card.

The object in making the word "linen" the most prominent on the card is to bring out the importance of the novelty, otherwise the words "hand bag" would be given the foremost place.

For further particulars re brushes, pens, etc., write to the editor of this paper, 143 University Ave., Toronto.



Seasonable cards, introducing trade mark idea. See article.



This plate illustrates a letter that is particularly useful for fancy show card headings.

Progressive Hardware Retailing

Maritime Firm are Doing Nails up in Packages — Making Use of the Labor Saving Argument—Something With Reference to the Problem of Departmentalizing the Hardware Store—Profitable Methods of Getting After the Farm Trade.

NAILS SOLD IN PACKAGES.

St. John, N.B.—A time and money saving idea used by T. McAvity & Sons, Ltd., St. John, N.B., might be found worth adopting by other hardware merchants. It is only a detail but it is one of those things which make the difference between profits and losses. The usual style of retailing nails was found unsatisfactory. The old style nail bins were not an ornament to the store; the work of weighing out the nails took too much of the clerks' time and it was found that since nails were cheap the clerks were not careful about the weight and in some cases the customer would get nearer seven pounds than the five pounds he paid for. To obviate all this the firm started putting up the nails in cardboard packages of one, three and five pound sizes, each box plainly marked with the size of nail, nett weight and carrying the dealer's advertisement. The nails are put up by boys employed around the store in their spare time and carried up to the retail counters. With practically no extra expense the firm saves the time of their customers and their clerks, delivers the goods in neater form and does away with a serious leakage from the nail bins.

Editor's Note.— This is an idea of considerable value. The same troubles in handling nails are experienced in all hardware stores more or less and the solution presented in this case is the best we have yet encountered.

COST OR INVOICE PRICE.

A number of very interesting points relating to the management of the tinshop were made in the article by C. F. Fawcett, which appeared in last week's issue. The question of inter-department buying is well worth considerin When the various departments in the store are being operated on an independent footing, it will often be found necessary to take articles or material from one department for use in another and a proper charge should be made. In his article, Mr. Fawcett dealt with this matter as follows:

"I am not certain that we adopted the perfect method of doing this, but it seemed best to us. What the tinshop got from the hardware store it was paid for, but was paid only the cost price. On the other hand, what the hardware store got from the tinshop it paid for only at cost price."

A reader who states that he was deeply interested in the article, submits the following query: "What is meant by 'cost price.' Does this refer to the invoice price of the goods, or the invoice price plus the usual percentage for cost of doing business?"

We are not in a position to say, but presume that Mr. Fawcett meant the "selling cost" price—that is, the invoice price plus cost of doing business. To merely charge the invoice price would be to leave the door open for deplorable errors in figuring to creep in. If in figuring the price of a job in the tinshop, this charge were accepted on the real cost price of the goods, the result would be the striking of a low estimate.

AFTER THE FARM TRADE.

Summerside, P.E.I.—Brace, McKay & Co., hardware dealers, have devoted the whole of their advertising space to the goods now needed on the farm. The result of this concentration has been that they have aroused a great deal of interest in the agricultural sections.

Their ads., which are well illustrated, feature the following lines: Portland cement, paris green, haying tools, hay rope, harpoon forks, lock lever forks, hay carriers, pulley and blocks, rafter brackets, floor hooks, sling chains, rope hitches, pulley changers, rafter grabs, hangers, hay rakes, forks, scythes, swathes, whetstones, rivets, machine oil and oil cans.

Editor's Note.—This is undoubtedly the time to feature farm supplies. Concentration in advertising, especially when the lines selected are so distinctly seasonable, is bound to bring the best of results.

LABOR SAVING ARGUMENT.

The following extract from the advertisement of a Canadian hardware firm is well worth reproducing:

Beating carpets is hard work, and hard work is something you should avoid. The electric Vacuum Cleaner takes the dirt out of your carpets and rugs without removing them to the back yard and the only work in connection with the operation is the turning on and off of the juice. This is a modern age. Modern because of its labor saving devices. The ancient housewife is the one who still sticks to the old methods. The modern woman in the home employs the latest devices on the market. She is not only modern in this respect but also in the way of saving money and looking fresh and beautiful. Modern devices may cost a trifle more at first, but they pay for themselves in anywhere from three to six months, and all the remainder of the time in use they are continual and perpetual dividend payers. And then again when the wife does not work so hard she has a better chance to appear as the beautiful girl you courted. Isn't that so? You bet it is. And that's one reason why the honeymoon season wilts and dies in a few days. Don't let your wife drudge. Let your ideals of the courting days predominate. Buy an electric Vacuum Cleaner.

Editor's Note.—This is an age of "short cuts." The elimination of unnecessary labor is one phase of efficiency and consequently labor saving devices are sought for and valued. To demonstrate that a certain instrument or article saves labor is to insure its popularity and acceptance. Advertising writers might make more use of arguments similar to the extract reproduced.

BENEFIT FROM HEAT.

Rocanville, Sask. — S. Schwanz, who has adopted the slogan, "The man you know," has been taking advantage of the warm weather to feature goods which are particularly desirable when the weather is hot and trying. In a recent advertisement, he says:

PRETTY HOT, EH?

Yes, it is, but there are many things at small cost that will help you to keep cool.

He continues by dilating on the merits of his two-burner gasoline stoves, ovens, gasoline smoothing irons, hammocks, lawn seats and swings and ice cream freezers.

Editor's Note. — Every atmospheric condition created a distinct need or needs. The dealer who seizes every opportunity to feature the goods which will fill each need as it arises, will not have to worry about meeting his payments.

Current News of Hardware Trade

By-law Carried.

Owen Sound, Ont.—The by-law to ratify a loan of $20,000 to J. H. Cote who is to start a factory to manufacture wire and wire nails, was endorsed by the ratepayers.

Stolen Goods Recovered.

Woodstock, Ont.—A great part of the hardware stolen from the store of McKiggin and Son ten days ago was recovered from the man Mulhall who was captured in Toronto, and has been returned to its owners.

Fire in Saw Factory.

Galt, Ont.—A blaze broke out here in the hardening room at the Shurly-Dietrich factory. A heated pipe set fire to the ceiling. The damage done was small.

Portraits of Founder.

A large portrait in oil of John McClary, founder and head of the McClary Manufacturing Co., London, has been sent to each of the branch offices of the company. The pictures are striking likenesses and are very much prized by the staff officials at the various branches.

Broom-Makers Meet.

Hamilton, Ont. — The International Union of Broom and Whiskmakers held their annual convention here. Officers were elected as follows:—President, W. R. Boyer, Chicago; First Vice-President, R. Kienzie, Philadelphia; Second Vice-President, W. S. McAdam, Hamilton; Third Vice-President, F. Cole, Minneapolis; Fourth Vice-President, T. J. Mulick, St. Louis; Fifth Vice-President, J. J. Debarry, Wichita Falls, Texas; Secretary-Treasurer, C. T. Dolan, Chicago.

To Make Fittings.

Hespeler, July 16.—It is announced today that the immense mill, formerly belonging to the Canada Woolen Mills Co., but for the last eight years idle and unoccupied, has been acquired by a limited liability company for the purpose of manufacturing stove furniture and fittings. The company is composed of five men whose names have not been divulged at the present stage, who have subscribed $50,000 to the paid-up capital of the new concern.

Gasoline in Coal Oil.

Hamiota, Man.—A bad fire was narrowly averted at the Manitoba Hardware store. It seems that some mistake was made in the gasoline and coal oil barrels and a barrel of gasoline was dumped into the coal oil tank. The mistake was noticed at once and the clerks were in the act of taking the gasoline out again, when the lantern was placed too close to it causing an explosion. Fortunately the flames were extinguished before much damage was done.

Leaves Hardware Field.

Montreal.—W. J. Rogers, who has been with Starke Seybold for the last fifteen years, recently as manager of the Country Department, has severed his connection with the firm, entering the retail dry goods business in Montreal. The staff, wishing to show their good feeling for Mr. Rogers, presented him with a handsome travelling case. Col. Robert Starke made the presentation, telling Mr. Rogers that while the firm was sorry to lose his services he could be assured that he had every good wish for his future success. Mr. Rogers responded in a manner which showed that he will always look back upon the days spent in hardware with pleasure.

Business Changes.

Prince Albert, Sask.—Le Croix Bros., are adding a stock of hardware.

Briercrest, Sask. —A store has been opened here by the Miller-Volway Hardware Co.

Ponaka, Alta.—L. B. Coutright, hardware dealer, has taken F. H. Steele into partnership. The firm name will be Courtright & Steele.

Chilliwack, B.C.—H. H. Gervan, hardware dealer, has sold out to Menzies, Sons & Co.

Sintaluta, Sask.—Wilson and Vallean, hardware dealers, have dissolved partnership.

New Retail Firms.

Leask, Sask.—R. & A. E. Mansell have opened a hardware store here.

Fort Frances, Ont.—Holmes and Son have their new hardware store completed. R. Simpson has been appointed manager.

Personal Notes.

Chas. E. Stewart, president of the James Stewart Manufacturing Co., Woodstock, is in Winnipeg, attending the Winnipeg Exhibition.

F. W. Gaston, of Joseph Fenton and Sons, Sheffield, has returned to England after a trip through Canada.

Elgin, Ont.—Harold Becker has accepted an important position in the office of the Aylmer Pump and Scale Co.

Messrs. Peck and Stanley of the Stanley Rule and Level Company were in Montreal this week, and were entertained by a number of local hardwaremen.

S. Coomber, Canadian manager for Hy. Rogers, Son & Co., England, is at present making a busines trip through the west.

CLOSING OUT SALE.

Camrose, Alta.—H. W. Storey, hardware dealer, is closing out a number of lines, including certain farm and household implements. He is holding a special sale. "We sell for cash and sell for less" is the slogan of the sale.

HE SHOULD ADVERTISE.

The following story has been going the rounds, and has appeared in a number of publications:

A hardware merchant went home to supper one night and a new silver percolator was on the table. He asked his wife where she got it and she said, "Why, dear, I selected it out of Smith's catalogue and it only cost me $4.25 and the express." Of course, the husband was mad in a moment, and said: "Why in the deuce didn't you tell me you wanted the thing? I have lots of them in my store and they only cost me $3." Then his wife handed him one like this: "Well, John, if you would advertise once in a while so the people would know you were still in business, maybe the people wouldn't send away for so much stuff."

Editor's Note.—This incident is, of course, pretty far fetched, but it has a moral just the same. While lack of advertising may not drive a dealer's own family to purchasing elsewhere, it certainly does cause customers to acquire the mail order habit.

NEW BUILDING COMPLETED.

Montreal.—The Dominion Cartridge Company's new building, on the Canal bank in Cape St. Paul, is now nearly completed. This is a two storey structure, 30 x 100 in size, and is being used for the manufacture of paper shells.

NEW WINDSOR INDUSTRY.

Windsor, Ont.—The Ideal Mat Co. of this place has been incorporated with capital stock of $100,000, for the purpose of manufacturing mats and hardware specialties. The promoters are Franklin Davis, Windsor; Chas. Hendrie and Harry Dunham, Detroit; and A. F. and Alive Healy, Sandwich.

Weekly Market Report --- Metals

METAL NOTES.

Business all around is active but supplies are very short.

Lead is hard to obtain. Galvanized sheets are also becoming scarce.

Copper and tin are quiet but there is still a steady buying movement.

MONTREAL.

Montreal, July 18.—While there have not been any changes in price during the week, the likelihood—no the certainty—that such changes will come shortly is causing considerable interest. The market at present, indeed, is one very well worth watching. Not only are higher prices coming, but there is great need that dealers should take care in ordering, or else they are going to be pinched by the shortage which has already made itself felt.

This shortage is the feature which is causing the most anxiety. Handlers are not caring much now about the higher prices. They regard these as inevitable, but the lack of supply is a feature which all agree is serious.

Lack of Soil Pipe.

It is in soil pipe and fittings that the shortage is greatest—though galvanized sheets too are far from plentiful. Lead and lead products also are hard to get.

"Dealers will not order much ahead in spite of all indications," said the manager of one concern, when speaking of the present situation. "Those who do not, however, are going to be pinched. I don't say they may be pinched. It is certain they will be pinched. There is not a sufficient supply on hand to fill all requirements."

The advances in price are expected in those lines which are scarce. It is not altogether the scarcity which is bringing the advance, however; the high prices of the raw material is another cause.

Lead.— Of late the primary market has been a little vacillating, declining only to advance once more. At present the price is high, and the indications are that another advance may come.

Lead Still Scarce.

But to this no atention has been paid. The thing watched and commented upon is the diminution in the supplies. Those needing pig for manufacturing purposes have been unable to get all they need.

Copper.—For once there is little to report here. Prices have not been changed locally, the small declines on the primary market not having been sufficient to justify this. There is some conjecture as to the future of this metal, but generally it is agreed that a lower level is hardly likely to come at once.

Iron.—The supply is fair only. It is the products, however, which are most interesting at present. Soil pipe ,it appears, is certain to advance. Fittings too will reach a higher figure before many days pass. This is a good time to buy. The prices now are better than they may be for some months to come, and present buyers are likely to get what they need—something which manufacturers will not promise to give those who place their orders at the last moment.

Good Time to Buy.

Galvanized sheets (corrugated) are also scarce at present—partially because of the shipping trouble in England. They too, seem likely to advance in price. Those who need to replenish their stock might well order without delay.

Spelter.—In Montreal the supply is now very fair. Prices, however, continue high. Present indications do not seem to point to any decline.

TORONTO.

Toronto, July 18.—The metal situation is not just as satisfactory as it might be. "We are selling all we can get," stated one man. "But we can't get enough." That sums up the situation very concisely. Demand is heavy but supplies are, in some lines at least, pretty light. Shortages, in fact are developing in some lines.

Prices have not been changed but rumors are heard of impending alterations. All talk is of upward changes. The market seems on the verge of an advance in some lines.

No Developments in Tin.

Tin.—The tin situation reflects an unusual condition of dullness. Demand seems as good as ever but interest has declined for the time being. The price is a little weaker on the London market but this condition usually obtains before the Banca sale.

Copper.—The situation with regard to copper is very similar to the tin position. There is still plenty of buying reported at the price which has prevailed for the last few weeks and the confidence of buyers does not seem to have suffered any setback as the result of the temporary weakness reported on the primary markets. A despatch from New York outlines the situation there concisely:

"The foreign copper market seemed to have an improving tendency until the English and French statistics came out, showing an increase in the foreign visible supplies, spot and afloat. Market was firm on the first cable, sellers (second hands) shy, but later on they were more disposed to sell and buyers less disposed to do anything. There is no change in the producers' attitude which seems to be to ignore the foreign decline, and to hold their prices unchanged until the second hand lots which they believe to be limited, have been absorbed, when buyers will be forced to come to them for supplies."

Lead is Scarce.

Lead.—The scarcity continues as pronounced as ever. An impression seems to exist here that a deliberate effort among European handlers to create a shortage is the cause of the small supplies coming forward. Whatever the cause, the fact remains that lead is very hard to obtain here. The price remains the same.

Plates and Sheets.—A shortage is developing in sheets and fears are entertained that this is only the beginning of a siege of scarcity. Prices have not changed.

Spelter.—Spelter is in good demand and it remains firm. This is to be expected in view of the high prices which prevail on the primary markets. At American points demand continues good. The smelters are now confronted with a strong ore market at record high prices and in their efforts to avoid being obliged to pay prices asked by ore producers are trying to keep out of the market for ore. This they can only do by watching their sales of the metal. Any further advances are likely to send orders to Europe for eastern consumers. Market is quiet but very strong.

Pig Iron.—There is a good demand. Prices are firm.

WINNIPEG.

Winnipeg, July 16.—The scarcity of plate is a most unfortunate circumstance, very hampering to the trade at the present time. Local metal workers have been at their wits end to secure supplies, but so far with very poor success. The shortage is being severely felt by local manufacturers and others in the trade.

Lead prices are stiff and going up, a notable advance since last issue being a raise of 65 cents per cwt. on lead pipe. Copper is also very firm.

The local iron works and foundries are extremely busy, and their capacity is taxed to supply demands notwithstanding heavy importations.

The rapid increase in the building permits during the last two weeks indicates that business in steel and cement is not likely to fall off for some time to come.

Weekly Market Report --- Hardware

ACTIVE TONE TO TRADE.

The wholesale hardware trade has been very busy. No signs have yet been felt of the trade "calm," which usually comes in the mid-summer months.

There is a firm tone in regard to prices, but only one change has been made. Shot is now being sold net.

MONTREAL.

Montreal, July 18.—It is not often that a net price list is noted these days, but within the week shot has been put on that basis. This is the one price change of any moment noted since the last report; but the advance indicates that lead products are still on the rise.

Generally business is reported as being in an exceedingly healthy state. The retailers are finding a heavy demand for all seasonable goods. Especially is the demand good for such goods as are needed for preserving. So large has the demand been that sorting orders are being sent daily to the jobbers.

Widening of Seasonable Lines.

Seasonable Goods:—Owing to the somewhat peculiar season, the class of goods which may be regarded as seasonable is now larger than usual. Still lawn mowers and lawn hose are in demand, while clippers and sprinklers are being bought daily. Retailers are still finding it advisable to arrange window displays of this class of goods, and certainly they are getting results. The hot weather has made hose necessary, and the long grass demands trimming.

Preserving goods, as has already been said, are wanted now. Apple parers and fruit presses, cherry stoners and similar lines are being ordered largely. The retail demand for these is only well started, but indications are that the business will be larger than last year.

Many Ordering Early.

Retailers, moreover, are now preparing to meet the demand of the growers and packers. Apple nippers are being purchased, also barrel hatchets and barrel headers. These are being shipped immediately now, and those who are placing their orders will be sure of the goods when they need them. It seems that all who find a good business in such lines would do well to estimate at once what they will need, and get their orders off.

Builders Hardware:—The orders continue large, but aside from this there is little to report. No more price changes have been made, and it seems more and more unlikely that any such changes will occur.

Harvesters Tools:—Here the business is growing daily. Many orders have already been filled, but more are being received—some from new firms, and some from firms which have already had one shipment of goods and find they will need more. For binder twine and rope there is a remarkably good demand—and this in spite of the recent advances. It seems that there are things more unlikely than a still further advance in some of these lines. Both rope and binder twine are being sold at an exceedingly low margin of profit just now.

Shot Takes Another Rise.

Sporting Goods:—Aside from shot, which has been raised so that instead of a 5 per cent. discount the list is now net, there have been no changes. All lines are selling finely. For bicycles there has been a good demand. These seem slowly to be regaining the ground they have lost. Perhaps they will never become as popular as during the years of the bicycle boom, but it seems men are taking to the bicycle once more.

TORONTO.

Toronto, July 18. — The wholesale hardware trade has been extremely good. A general activity is noted and, although business is usually expected to fall off about this time of year, there have been no signs of a slump so far. The volume of trade to date has been in excess of last year, and, from present indications, the present month will help to swell the margin.

While only one price change is reported this week, an advance in shot, there is a general tendency toward firmness noted. This is due to a number of causes, but is probably attributable to the advancing cost of metals more than to any other single reason.

Harvest Tools.—The big feature of business at the present time is the sale of harvest tools. Orders are pouring in from all sections, particularly from rural points. The weather has been favorable to the crops and harvesting work is now well under way. The demand extends to all tools and utensils needed by the farmer during his busiest season.

There is a big trade being done in binder twine. Sales this year will be larger than ever before.

Preserving Goods Move.

Household Goods.—There is a distinctly big demand now for preserving kettles, cherry pitters and similar goods. General household lines are moving in satisfactory bulk.

The refrigerator demand has fallen off to some extent, but the complete output of the manufacturers is mortgaged nevertheless. Some manufacturers refused to accept orders for this year several weeks ago. The large number of apartment houses being built has resulted in prolonging the demand for refrigerators well into the fall. Many large orders have been placed for shipment between September 1 and November 1.

Seasonable Goods.—The demand for summer goods is now pretty largely of the sorting variety. While the volume of business is good, it is made up of a great variety of small orders.

Builders' Hardware. — Business all around is good. The demand for brass and bronze finished hardware has been exceptionally large this year as a result probably of the large contracts which have been let in this city. All through the province, however, there is a great amount of building going forward, and this has livened up demand for hardware.

Heavy Hardware.—Business is reported to be good in all lines.

Sporting Supplies.—As a result of the high price of pig lead, an advance has been made in shot. It is now being sold net, the former discount of 5 per cent. having been withdrawn. Trade is active in all sporting goods at the present time.

WINNIPEG.

Winnipeg. July 16.—This week in Winnipeg was a little out of the ordinary on account of the start of the Exhibition and the arrival of thousands of visitors among whom are the business men of other western cities and towns. While no doubt the seed will be sown at this time from which will be reaped much future business, there is no doubt some breaking up of the ordinary routine owing to celebrations and the general excitement that obtains at such seasons.

The grain crop of Western Canada has now reached a stage where a good average yield is practically assured. Confidence in the situation has completely taken the place of the doubt beginning to be felt two weeks ago and the promise of an abundant crop selling at a remunerative price makes the business outlook in the west most satisfactory to all western people.

The demand for all lines of seasonable hardware continues as strong as ever. There is an active trade being done in harvesting tools. The heavier hardware in use for buildings is moving freely and houses handling machinery and machinery repairs report a season of exceptional activity.

Should Original Bills of Lading be Supplied?

Western Dealer Contends That the Practice of Sending Copies or Memos Means Delay in Cases Where Claims for Shortage or Damage are Preferred—Should Weights be Marked?

Adanc, Sask., June 28.

Editor, Hardware and Metal:—

Would like you to give publication to the following question. The C.P.R., in the event of claim for damage or shortage of freight, demand the original bill of lading before they award the claim. Fifty per cent. of the firms we deal with send us memo of bill of lading instead of the original and, in the event of claims—which are common with us—we have to write away for the original. This delays settlement, especially as the railways take two or three weeks before they ask for the original bill of lading (sometimes.)

Again, we have asked two or three firms we deal with to state weight of goods on bills of lading instead of leaving it to the railroad to guess the weight. This morning we paid for 210 pounds when the goods only weighed 140. The agent grumbled when he had to alter the weights. We asked the firm on a former occasion to state weight on bill of lading and they said that they would do so if it were at all practicable. Now, we consider that it is practicable and very simple. Most hardwaremen know the weight of a crated washing machine or grindstone and it would take no time for the shipper to fill in the weight.

We would like you to sound the general opinion of the hardware trade on this question. Perhaps the Ontario dealers are not affected by this as much as we are. We have more damage of freight in the West, hence more claims and more need of proper bill of lading; viz.: the original, with weights marked. We can name some good houses who send us memo of bill of lading with weights of shipment correct.

MOORLEND & SON.

In accordance with the request of our correspondent, the above letter is placed before the readers of Hardware and Metal. It deals with two questions of interest and any opinions relating to either point, or to kindred matters, will gladly be published.

Since receiving the above communication, Hardware and Metal has made some enquiries into the practices followed in connection with the handling of bills of lading. The enquiries have been made from Eastern firms, but it is believed that Western firms have adopted the same idea.

All firms approached stated that they had made it a practice to retain original bills of lading.

"This is done," said one man, "in order to protect the consignee. It is always well to keep original documents and, if we were to send them out, in a great many cases, they would be lost. The wholesaler or manufacturer always follows a regular system of filing, while some retailers are careless and do not carefully file all such documents. If the originals are retained, they are sure to be kept and can be produced if emergency arises. If sent to the consignee, they may be kept. If we err in sending copies only, we err on the side of safety."

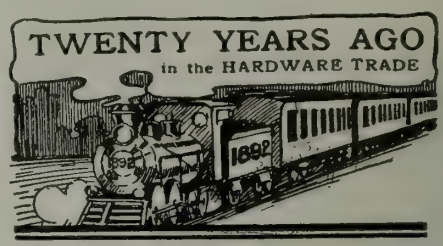
A Toronto wholesaler states that whereas some dealers undoubtedly are sure to keep all records, others are not careful. "If a dealer really wants the original we would send them to him," he declared. "We do not consider it safe in all cases, however. We make it a practice never to send the originals to the railroads in case of claim, until they are specifically asked for."

In the West, claims are more common than in the East, on account of the longer distances that goods have to be shipped in so many cases.

It is not the general practice to mark weights on bills of lading.

"It would mean considerable work for us," said one jobber. "However, we would be prepared to shoulder the burden, if we thought it was likely to benefit our customers any. I am not convinced that it would. The railroad man approximates the weights pretty largely, and in a majority of cases he is inclined to be lenient. I am honestly convinced that, taking it on the whole, the dealer gains by not having the goods actually weighed every time. There are, of course, cases such as the one you quote, but generally it is the other way around."

A number of dealers were seen with reference to this question. "I watch shipments very closely," said one man. "Sometimes I have been charged too much, but have been able to get this adjusted. Frequently the weight is estimated low.'



The following items are taken from the issue of July 23, 1892:

"The contract for the heating apparatus of the public building at Peterboro, has been awarded to McGuire & Bird, of Toronto."

Editor's Note.—This firm is now known as W. J. McGuire & Co. They are among the largest concerns of the kind in Toronto.

* * *

"Black Bros. & Co., wholesale hardware dealers, Halifax, register the co-partnership of Geo. J. Troop, Wm. H. Troop and Gilbert Troop."

* * *

"A very disastrous fire broke out in Montreal on Monday evening. It spread to A. Ramsay and Sons' paint and oil establishment after demolishing two nearby buildings. The total loss will be almost about $200,000."

* * *

"All the foundries in Hamilton are now reported to be working full time and with full force. Wages are $1.50 to $3.00 instead of a general scale of $2.50 for all hands."

Editor's Note.—The moulders and employes of stove foundries are paid considerably more now. In fact, the cost of everything in connection with the manufacture of stoves has increased to a marked degree in the last two decades.

* * *

"A deputation of wholesale merchants waited upon the Hon. J. A. Chapleau, Minister of Customs at his office in Montreal. Their purpose in doing so was to ascertain if greater uniformity could not be secured in the interpretation of the tariff. J. B. Learmont, R. Angers, T. H. Newman and Gordon Macpherson spoke for the hardware trade, and A. Ramsay for paints and oils. Each gave instances where appraisers at different points classed certain articles under different heads.

Methods of Retailing Paints and Varnishes

Linking Paint and Profit Closely Together

Adequate Interior Display is One of the Prime Essentials—Points Which Should be Remembered in Arranging Department—Stock Should be Kept Intact and Exclusive—A Quebec Dealer's Model Department.

Paint and profit are quite a distance apart in the dictionary, but in the up-to-date hardware store they are as close together as peas in a pod. They are almost synonymous terms. Paint and profit go together.

In order to find the close connection between the two words, the dealer has to see that he is handling his paint stock in a profitable way. He must feature paints—not merely carry them. There is a wide difference between "featuring" and "carrying." The carrier of paint is the man who buys a certain amount of stock at long intervals, puts it somewhere or anywhere, in the store and sells it to people who come in and ask for paint. The featurer of paint is the man who buys at frequent intervals, places his goods prominently in the store, and tries to work up the maximum demand.

Space does not permit of a complete dissertation on the many ways of featuring goods necessary to establish closest relationship between paint and profit. One of the most important, certainly, is that of giving adequate interior display. Give the stocks properly prominent housing in the store and sales will follow.

"Paint should be given one side of the store at the very front," was the emphatic opinion expressed by a progressive retailer recently. His argument was that, although in reality a necessity, paint was not yet fully recognized as such. Some people considered it more or less of a decorative luxury. To educate these people to the true value of paint, it was necessary to keep the subject before them and this he accomplished partly by placing his stock at the very front of the store. "This space," he explains, "was formerly occupied by goods which were necessities in the real sense of the word. People couldn't get along without them. What, then, was the use of giving them part of the best space in the store, when I had other stock which needed that preferred position badly?"

It is not always possible to give the front of the store over to the paint stock, of course. Lack of space is one of the problems most hardwaremen have to face, and it frequently happens that the paint must be less prominently housed. However, if a front seat in the orchestra is not available, there is no reason why the end row of the top gallery should be selected. An effort should be made to give the paint stock a position as close to the front as possible.

"I have always contended," said an Ontario hardwareman, "that the goods shown at the front of the store must show a more rapid turn over and a bigger profit than goods placed further back, in order to pay for the valuable space occupied.

"Recently I moved the paint from a rear position to a prominent place in the front and I decided that I would assess that department an extra margin of the overhead expense on that account. If the department did not pay the same profit as formerly over and above this additional assessment, I was prepared to 'shunt' it back to the rear again.

"I need not have feared on that account. My paint profits exceeded the old figure by a good sum after allowing for the heavier expense."

Position is not the whole thing, of course. The goods must be attractively arranged. It is quite possible to find cases where men who keep their paint stock at the rear of the store are selling more than those who display their stock at the front. Prominence of position will not completely overcome the detrimental effects of an untidy arrangement and the resultant unkempt appearance. On the other hand, a poor position will not completely offset the salesmaking power of a well kept stock. Good position plus care in arrangement results in the dealer's securing the maximum of business.



A MODEL DEPARTMENT.

This is a view of the paint stock in the store of P. Larochelle, Farnham, Quebec. The arrangement is a model one in many respects. The stock is well sorted and complete. It occupies a prominent place in the store and as a result has sales-making power to a marked degree. There is a close connection between paint and profit when the stock is handled so effectively.

A point which should always be borne in mind is that when a certain position is alloted to the paint stock, it should be given over absolutely. Nothing is so destructive of selling force as to mix in other lines of goods. It is not uncommon to find stores where the paint stock is scattered pretty much throughout the store. You find a row of carriage paint in with the graniteware. Floor paints are piled up on a counter some distance off. Varnishes are back in the stove department; and so on, right through the whole establishment. In other stores, the paint stock is kept centralized, but other goods are allowed to creep in.

These methods are bad. The paint stock should be kept both intact and exclusive. The particular corner set aside for this purpose should have "the paint stock, the whole paint stock and nothing but the paint stock." In that way the best effect can be secured.

Making it Attractive.

To make the paint department attractive, the dealer must see that the stock is properly sorted up, that the tins are dusted regularly and thoroughly and that no old supplies are allowed to accumulate. As an extra step, use should be made of the selling helps supplied by the manufacturers. Nothing helps to improve the appearance of the stock more than the display of lithographs and color boards.

A Model Department.

On the previous page, an illustration is given of the paint department in the store of P. Larochelle, Farnham, Quebec. This is a model department in a great many respects. Nothing is seen but paint, and the usual accessories, the stock is well arranged and good use is made of lithographs.

Attractive and complete arrangements such as this are indeed rare.

Paint and Profit.

To sum up, the hardwareman who is anxious to realize the fullest profit on his paint stock, must among other things see to it that his stock is kept both prominent and attractive.

Getting the Master Painters' Trade

Complaints Are Heard That Some Dealers Are Selling to the Painters at Practically Cost Price—The Folly of This Course is Demonstrated—At the Same Time, the Trade of the Painter is Worth Trying For.

A hardware dealer complains that other firms in his locality have introduced unfair methods in going after the trade of the master painters. They cut their prices, in some cases almost to the wholesale figure. As a result they have been getting the bulk of the painters' trade, but have certainly sacrificed their profits in doing so.

This complaint is not a new one. It has been heard on many occasions before. The practice has become a common one in some sections.

The dealer who deliberately cuts his price to the master painter so low that no profit can be realized—and there are many who do this—can have but one object in view. He aims to corner the trade of the master painters and so work up so large a trade that he will be able to buy in big bulk and, perhaps, get a closer figure.

The practice cannot be too strongly condemned. On broad general principles it is harmful to sell goods regularly without securing the necessary margin of profit. The existence of an ulterior motive does not justify the step. The dealer may think that by sacrificing his profits on these sales, he is going to build bigger profits elsewhere. A bird in the hand is worth two in the bush and a profit on present sales is worth a bigger one in prospect. Getting a fair margin of profit all around is the safe and sane method.

It is very doubtful, of course, if the expected profit on such methods would materialize. The dealer who sells at cost price to the master painter expects to make a larger profit on his sales to consumers. It is doubtful if he would ever realize a margin on consumer sales large enough to offset what he would lose on his business with the master painters.

But is the Game Worth the Candle?

A great many dealers contend that they would far rather increase their business with property owners than with master painters. "Whatever losses I have had on paint sales through non-payment," said one dealer, "have been incurred with master painters. I always feel surer of my money when I sell to the owner of the house than when I sell to the painter."

Another dealer states that at least 90 per cent. of his bad debts have been with master painters. While it is probably not as noticeable in all cases, the general experience of dealers is that their margin of loss with master painters is larger than with property owners. This is due to the fact that the bulk of the sales to property owners are on the cash basis, while master painters invariably run accounts. If they fail, or get into financial difficulties, the dealer is the loser. The larger the business with the master painter, the larger the margin of losses will be. How are these going to be met, if all profit is taken off the goods? Must the losses be made up out of the profit on other sales?

Go After Painters' Trade.

At the same time, the writer does not agree with the dealers who state that they would rather not sell to master painters. To adopt this stand would be to deliberately throw away the opportunity of working up a very profitable trade.

The painter is the largest individual consumer of paint. If he is a good workman, he finds no difficulty in securing steady employment. If properly regulated, trade with the master painter can be made most lucrative.

The average painter still prefers to buy white lead and linseed oil and mix his own paint rather than to buy prepared paint. Gradually, however, he is coming around to respect the superior qualities of the ready mixed article, an opinion which is doubtless being strengthened by the gradual advance in the price of white lead. When a dealer can convert a master painter to the use of prepared paints, he secures a steady customer. By careful supervision of credits, he can guard against heavy losses on poor pay customers.

But, it may be argued, the cutting of the price is a good way to educate the master painter to use ready prepared paint. It may be, but the trade is not worth getting at that price. If the master painter cannot be convinced that he should use prepared paint without offering the goods at a price which includes no profit, he might as well be allowed to remain in his ignorant adherence to the old way, for all the good the dealer reaps from it.

MANUFACTURERS DELIGHTED.

Montreal, July 16. — The party of British manufacturers arrived in Montreal last evening after a forty-day coast-to-coast tour of the Dominion. Their trip, which was made with the co-operation of the Dominion Government for the purpose of investigating the possibilities of Canada, covered approximately ten thousand miles, and all the principal cities from the Atlantic to the Pacific were visited.

While the tour has been a continuous round of sight-seeing and entertainment since their arrival in Quebec on June 8, the visitors stood the strain well and all return to Montreal in excellent health and spirits. "Somewhat tired, but delighted," was the expression heard from many of the Britishers.

The party will sail from this city on the Allan liner Victorian Friday morning.



And That Varnish Is "ELASTILITE"

A beautiful all-round varnish, not too sensitive, and easy to apply. Good indoors or out, except for floors. Used for 20 years by all sorts of varnish users.



Stock ELASTILITE and you'll get the benefit in the trade it keeps for you—one of the best high-gloss varnishes a retailer can sell—it makes good in so many uses.

Send for Free Samples, and also Samples and Cards of our Famous ML Paints and Floglaze.

Imperial Varnish and Color Company, Limited

TORONTO

Factory:	Winnipeg Branch	Vancouver Branch
6-24 Morse St.	108 Princess St.	365 Water Stree

Don't Rock The Boat

"Business is a great sea, and there are many wrecks upon it, because too often the mariners rock the boat."—*Lawson Moore.*

You may think it quite safe to play with one or two inferior brands upon your shelves—brands that show a very handsome profit—but very often an inferior line of cutlery or say inferior paint is the little thing that rocks the boat and endangers the whole stock.

Lowe Brothers' "High Standard" Paints may prove the very ballast that will steady your ship. They win custom and keep custom.

Don't rock the boat.

Lyon-Monkhouse Limited
171 James Street
Winnipeg, Man.

Lowe Brothers LIMITED

TORONTO
Dayton New York
Kansas City
Boston Chicago

Weekly Market Report --- Paints

PAINT NOTES.

Linseed oil has gone down in price 3 cents in Montreal, 8 cents in Toronto. These reductions have come as the result of changed conditions in other countries.

White lead is still very scarce in all sections.

Alarm is felt over advices from Belgium, which indicate that trouble may be experienced in getting fall shipments of glass.

MONTREAL.

Montreal, July 18.—While there has not been any further advance in the price of white lead this commodity occupies the limelight on the paint stage by reason of its scarcity. "There is not the lead to be had at any price," stated the manager of one paint house. "We are getting some, but not nearly as much as we need."

The market at present is a little peculiar. Linseed oil, for instance, has dropped slightly in price. Yet there is no desire on the part of the handlers to sell this. The falling market across the border has made a lower price seem necessary, but the difficulty experienced in getting supplies here makes all manufacturers anxious to keep the supplies which they now have.

Only Filling Part of Orders.

Generally the paint business is good. The mid-summer quietness has not appeared yet. Makers almost wish this would come, as then they would be given an opportunity to catch up with their orders. Many are not filling these completely at present, but are sending the dealers a part of the supplies asked, with the statement that the balance of the order will follow later.

Glass still is being carefully watched. The rumor that trouble in Belgium may cause a higher price for glass has caused a good deal of early buying. Locally supplies are none too good, but there is yet enough in the warehouse to meet the present demand.

Linseed Oil.—While prices have dropped three cents, being now generally quoted at .97 and 1.00, there is yet a scarcity in the supply. The crushers seem unable to meet all the demands put upon them. They expect to catch up shortly, but for the time there is no surplus supply. A good deal depends upon the Canadian and the American crops.

Turpentine.—No disquieting features are noted here. The supply, both local and in Savannah, seems good. Prices are generally quoted at .68.

Lead Exceedingly Scarce.

White Lead.—Owing to the scarcity of the pig, manufacturers are finding it exceedingly difficult to get the dry white lead which they require. It is not a question of price now, but rather of getting the material at any price. The scarcity of this product, combined with the continuance of the demand for mixed paint, is causing a situation which the manufacturers are meeting by making only part shipments. It is hoped, however, that conditions will improve rather than become worse.

Paris Green.—Great difficulty is being experienced in making deliveries of this, not that the supplies are low, but these are not made up in the form which is desired. Last year the demand was largely for 50 pound drums. This season it is the one pound tins which are wanted, and as the hot weather made it impossible to put these up there is a scarcity. Some who ordered their paris green in the tins will have to accept it in other forms, it is said.

Glass.—The whole market hinges on the political situation in Belgium, and is practically marking time just at present. All are waiting to see what will happen between the Flemish and the Walloon element. The impression here is that prices will advance. Considerable buying is being done on this supposition.

TORONTO.

Toronto, July 18.—Business has been extremely brisk in practically all lines. The mid-summer slump, which generally arrives some time in July, has not given any signs of its impending arrival. "Guess we are going to have no slack season this year," said one manufacturer. "We haven't quite caught up with back orders yet."

The feature of the market was the drop in linseed oil. The first decrease came suddenly and rather unexpectedly and the other followed with a rapidity which gave to it the element of surprise also. Turpentine is also a little easier in price. Other commodities have not changed although rumors are heard of impending advances. Certainly there is no sign of weakness in other lines.

A Big Decline.

Linseed Oil.—In Wall Street parlance, the bottom has fallen out of the linseed oil market. There have been two reductions in price since last writing. The first came on Saturday when the price was made $1.04 for raw and $1.07 for boiled—a reduction of 4 cents. To-day a second reduction of the same size was announced so that now the price is $1 and $1.03.

This is due to a number of causes. The supply has been increasing while, according to reports, the demand has fallen off some. English oil has been easing off in price. For all of which reasons, the price here has gone down, for how long it is impossible at present to foresee.

Turpentine.— The price quoted here now is 67 cents. There is a fair demand.

White Lead Firm.

White Lead.—There are no particular developments to report in the white lead situation. The price remains firm and there are rumors to be heard that another change to a higher price level is pending. The demand is strong and, in consequence, the supply on hand is still small. The shortage promises to last some little time yet.

Alarm is Felt.

Glass.—Advices from Belguim are far from encouraging. The glass manufacturers anticipate that there will be social disturbances in the fall which will partially, if not wholly, paralyze industry in that country. In consequence of these advices, the importers are not at all sanguine in their outlook. Large shipments will be needed in the fall and, if anything occurs to interfere with these, the results will be indeed serious.

Putty.— Trade remains steady with prices the same:—Standard bulk in casks, $2.40; in 100-lb. drums, $2.55; in 25-lb. drums, $2.65; bladder in barrels, $2.80. Pure putty prices are as follows: Bulk in casks, $3; in 100-lb. drums, $3.40; in 25-lb. drums, $3.50; bladder in barrels, $3.40.

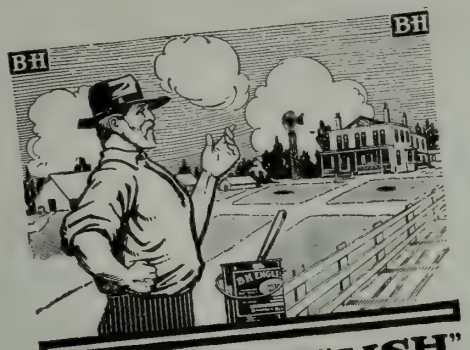
Prepared Paint.—There is a good demand, sorting orders bulking largely. Usually the sales of paint during July are small but there has been nothing diminutive about the business done so far.

WINNIPEG.

Winnipeg. July 16.—As regards prices there is nothing new to announce in the paints and oils departments. Linseed oil and turpentine have been steady for some weeks and there is nothing to indicate a break.

Unsettled weather has to some extent affected the retail trade during the past two weeks, but this will only mean increased activity in the immediate future.

Wholesalers report a very active sorting business and there has been an active demand for Paris green and lubricating oils.



SAID THE FARMER.—"I never look for bargains in Paint—and I wouldn't buy cheap paint at any price. My time is worth money to me, so I use BRANDRAM-HENDERSON, Limited, "ENGLISH" Paint wherever I have a job of painting to do. I find B-H "ENGLISH" Paint spreads easier than cheap paint—I can do my painting quicker with it and I find too that it holds its color longer—so I don't have to paint so often. All in all, therefore B-H "ENGLISH" is the cheapest of all the paints I have used. 88



Covers Canada From Coast To Coast

Brandram-Henderson, Limited, "English" Paint is 70% Pure White Lead—30% Pure White Zinc—mixed ready for use, with Pure Linseed Oil, Pure Turpentine and Dryer, and nothing else.

There is a B.-H. "English" Paint for every color you wish to paint. Ask for a sample card. 86



Said the Architect—"I have specified B-H ENGLISH PAINT because I have found it the best, and the cheapest in the end. It costs less to apply—covers more surface—protects better—and holds the color longer.

It is the 70% Pure White Lead and 30% Pure White Zinc Paint —an Ideal formula.

Then, too, it is guaranteed by BRANDRAM-HENDERSON LIMITED —and the guarantee is printed on the can.

It is the kind of Paint for **your** house, sir. 77



SAID THE MAN WHO BUILDS.—"Yes sir, I am going to use Brandram-Henderson, Limited, "English" Paint. You don't suppose I would put so much good money in a new house and then paint with cheap paint. That would be absolutely wasteful, wouldn't it? I am building and painting for permanence—and B-H "English" Paint is the only paint I shall use. None but the best for mine. It wouldn't be fair to the house." 87



The paint with the guarantee. And the guarantee—signed by BRANDRAM-HENDERSON LIMITED—goes on every can.

50 shades, including black and white. 78



SAID THE HOME OWNER—"I told the contractor I wanted a first class job—and I insisted on his using B-H "ENGLISH" Paint. I knew that the perfect formula for color, spread, durability and economy was 70% B. B. White Lead and 30% Zinc White, and I knew too that I could get this formula only in BRANDRAM-HENDERSON, Limited, "ENGLISH" Paint. So I paid a fair price and I believe in B-H "ENGLISH" I got the best paint obtainable in Canada—in fact, the best obtainable anywhere or at any prices". 89

Here are some of the new series of newspaper ads—five inch double column—running in Canadian papers in the interest of Agents for B-H "ENGLISH" Paint.

Back of every can of B-H "ENGLISH" Paint which goes on the shelves in your store is an active force of reasonable, practical, effective selling-helps.

B-H "ENGLISH" Paint is 70% Pure White Lead—30% Pure White Zinc—100% Pure.

If there is no B-H "ENGLISH" Paint agent in your town write for agency proposition.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb..8 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 20	2 20
Heads, per 100 lb.	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ in.	9 50	9 00
" " 2 "	8 25	8 50
" " 2½ "	10 50	10 00
" " 3 "	12 00	12 10
" " 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 26
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb.	0 25
Tubing, iron pipe size, 1 inch base	0 25

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot	$19 00
Cut lengths, round bars, ⅛ to 2 in.	26 00
Plain sheets, 14 oz., 14x48 inches, 14x60 inches	28 00
Copper sheet, tinned, 14x60, 14 oz.	29 00
Copper sheet, planished, 14x60, base	36 00
Brazier', insheets, 6x4	28 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal	Toronto
Canadian foundry, No. 1		19 50
Canadian foundry, No. 2		19 00
Middlesboro, No. 3 pig iron	18 00	19 00
Summerlee, No. 2 pig iron	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles $ base	2 50	2 50
Common bar, per 100 lb.	1 90	2 05
Forged iron, per 100 lb.	2 05	2 20
Refined iron, per 100 lb.	2 15	2 30
Horseshoe iron, per 100 lb.	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

Cold Rolled Shafting.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 inch	0 06½
1 7-16 to 3 inch	0 65

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal.	Toronto
10 gauge	2 30	2 50
12 gauge	2 30	2 55
14 gauge	2 20	2 35
17 gauge	2 20	2 45
18 gauge	2 20	2 45
20 gauge	2 20	2 45
22 gauge	2 25	2 55
24 gauge	2 25	2 55
26 gauge	2 35	2 65
28 gauge	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90		2 90
All bright, 52 sheets	3 70		4 00
Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
20x28x80	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 gauge, per square	5 00
26 gauge, per square	3 85
28 gauge, per square	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.

Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	345
26 gauge, American	3 85	3 50
28 gauge, (26 English)	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜-inch	$ 5 50	66 p.c.	51 p.c.
½-inch	8 50	71 p.c.	60 p.c.
¾-inch	11 50	75 p.c.	65 p.c.
1-inch	16 50	75 p.c.	65 p.c.
1¼-inch	22 50	75 p.c.	66 p.c.
1½-inch	27 00	75 p.c.	65 p.c.
2-inch	36 00	76½p.c.	66½p.c.
2½-inch	57 50	76½p.c.	66½p.c.
3-inch	75 50	76½p.c.	66½p.c.
3½-inch	95 00	75 p.c.	65 p.c.
4-inch	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 65 p.c., 7 and 8 in. pipe, 50 p.c.
Light pipe, 60, fittings, 70 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00.

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15x24, $2; 18x30, $2.35; 18x36, $3.50.

HEATING APPARATUS

Hot Water Boilers—47 and 15 p.c.
Hot Water Radiators—45 and 15 p.c.
Steam Radiators—46 and 15 per cent.
Wall Radiators—40 and 15 per cent.
Specials—25 p.c.

OLD MATERIAL

Dealers' buying prices:

	Montreal	Toronto
Heavy ocpper and wire, lb.	0 11	0 11¼
Light copper bottoms	0 09	0 09¾
Heavy red brass	0 10	0 10¼
Heavy yellow brass	0 08	0 08¼
Light brass	0 06	0 06¼
Tea lead	0 02½	0 02½
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	0 02	10 06
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal
Domestic (Trail) pig, 110 lbs	5 50
Imported pig, per 100 lb.	5 50
Bar pig, per 100 lbs.	5 75
Sheets, 2½ lb. sq. ft., by roll	5 75
Sheets, 3 to 6 lb., ft.	6 00

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE.

Lead Pipe and Waste, 15 per cent.
Caulking lead, 4¾c. per pound.
Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal.	Toronto
Bar, half-and-half, guarant'd	0 27½	0 27½
Wiping	0 24½	0 25

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks	8 50	8 50

SPELTER.

Foreign, per 100 lb.	7 50	7 25

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lb..$52 00 $50 00
Redipped Charcoal Plates—Tinned M L S, Famous (equal Bradley)

	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I. X., 14x20 base	5 50
I. X. X., 14x20 base	6 50

Bright Cokes

Bessemer Steel— I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne

Dean or J. G. Grade— I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade— XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 00
XX, 14x65, 50 sheet bxs.)	

Tinned Sheets.

72x30 up to 24 gauge, case lots	8 00	7 35
72x30 up to 26 gauge, case lots		7 85

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.
High Carbon, No. 9, $2.00 in cars.

Fine Steel Wire.
Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c.; oiling, 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

Hay Wire in Coils.
$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

Galvanized Wire.
From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

Poultry Netting.
2-in. mesh, 19 w.g., 60 and 2½ p.c. off.
Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

Smooth Steel Wire.
No. 0-9 gauge, $2.25 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c, spring wire $1.25, bright soft drawn 15c, charcoal (extra quality) $1.25, packed in casks or cases 15c, bagging and paperings 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks, 50c, in ½-lb. hanks, 75c., in ¼-lb. hanks, $1.

Wire Cloth.
Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

Wire Fencing.

Galvanized barb		2 45
Galvanized, plain twist		2 75

Car lots and less.
Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

Wire Rope.
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ¾, $5, 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized		2 80
Plain		2 50

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

Beeswax.

Per lb.	0 40

Chemicals.

In casks per lb.	
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05¼
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

Colors in Oil.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb. irons	0 05

Enamels.
Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.

	Per lb.
French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" solder sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 9 13
Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c, ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

Paris Green.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18¼	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20¾
" ½-lb. "	0 22½	0 22¾
Tins, 1-lb., 100 in case	0 21½	0 21¾

Paris White.

In bbls.	0 90

Pigments.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

Prepared Paints.

	Per gallon	in qt. tins
Sherwin-Williams paints, base	2 00	
Canada Paint Co.'s pure	1 75	2 00
Globe house paint (Windsor)	1 60	
"New Era" house paint (Windsor	1 85	
Benj. Moore Co.'s "Egyptian" Brand	1 50	
Moore's pure linseed oil, H.C.	1 65	
Brandram-Henderson's "English"	2 00	
Ramsay's paints, pure	1 70	
Ramsay's paints, Thistle	1 40	
Martin-Senour, 100 p.c. pure	2 00	
Senour's floor paints	1 60	
Sterling Pure	1 60	
Maple Leaf Paint (Imp. V. & C. Co.)		
Jamieson's Crown and Anchor brand	1 60	

Plaster of Paris.

Per barrel	0 30

Pine Tar.

Half-pint tins, per dozen	0 60

Putty.

	Standard
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders, in bbls.	2 75

Red Dry Lead.

Genuine, 560 lb. casks, per cwt	4 75	5 75
Genuine, 100 lb. kegs "	5 25	6 50
No. 1 casks, per 100 lbs	4 25	4 25
No. 1 kegs, per 100 lbs	4 75	4 75

Shingle Stains.

In 5-gallon buckets	0 75

Turpentine and Oil.

	Montreal	Toronto
Can. Prime white petroleum, gal.	0 14	0 12
U.S. Water white "	0 15½	0 13½
U.S. Pratt's astral "	0 19	0 15¼
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal. single bbls		0 15¼
Pure Turpentine, single bbls	0 68	
Wood Turpentine	0 60	
Turpentine, second run	0 60	
Linseed Oil " Raw	0 97	1 00
" " boiled	1 00	1 03
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

Varnishes.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" Union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps, brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75

In your Paint Department a clean-cut quality stock is a prime essential for successful trading.
When such goods as these are backed by strong co-operation on the part of the manufacturer—as in the case of

Minerva Paints and Paint Specialties

the famous British Brand—success is assured.
Feature the MINERVA line, which has held pride of place for every kind of painting for 78 years.
Ask any Minerva Agent about the quality of Minerva products and direct selling helps. Names furnished on request.
Every can contains Full Imperial Measure.

PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.

377-387 Carlaw Ave., TORONTO 128 Princess St., WINNIPEG
Established in England in 1834.

REGINA—Peart Bros. Hardware Co., Ltd., Distributors for Southern Saskatchewan.
SASKATOON—The Saskatoon Hardware Co., Ltd., Distributors for Northern Saskatchewan.
CALGARY—The Western Supply & Equipment Co., Ltd., Distributors for Southern Alberta.
EDMONTON—The Western Supply & Equipment Co., Ltd., Distributors for Northern Alberta.
VANCOUVER—Wm. N. O'Neil Co., Limited, Distributors for British Columbia.

(M-62)

HOW ABOUT YOUR PAINT OIL DEPARTMENT?

If you could find a way to increase the profits in your paint oil department you would at least investigate it, wouldn't you? Then why not take the time NOW to increase your paint oil profit by investigating the

BOWSER PAINT OIL SYSTEM

We have installed systems for many of your fellow merchants—it pays them—it will pay you.

You can get one outfit or a dozen, just as your requirements demand. You don't have to invest much money but you get enormous returns.

The Bowser not only prevents all waste and over-measure, but it gives your store tone and attractiveness. It draws trade because you can give better service and cleaner oil. The pumps measure the oil directly into the customer's can—no measures nor funnels. It computes the charge and counts the gallons.

Send a card to-day for free book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 FRASER AVENUE

For Twenty-seven Years Manufacturers of Self-measuring Pumps, Gasoline and Oil Storage Systems, Dry Cleaning Systems, etc.

Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish.	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Ltd. "Gold Medal," in cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange shellac varnish, in barrels	1 60
No. 1 orange shellac varnish, in barrels	1 30

Window Glass.

Size United Inches.	Double Star	Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 25 p.c.
Montreal prices, no discount.

Size United Inches	Star
Under 26	$ 3 05
26 to 40	3 25
41 to 50	3 65
51 to 60	3 90
61 to 70	4 15

White Lead Ground in Oil.

	Montreal Per 100 lb.	Toronto
"Anchor," pure	7 65	7 80
Brandram's B.B. Genuine	8 65	8 80
C.P.C. decorators, pure	7 65	7 65
Crown and Anchor, pure	7 65	7 80
Elephant Genuine	7 90	8 05
Essex Genuine (Windsor)	....	7 40
Island City Decorators' pure	7 65	7 80
Lily Pure	7 65	7 80
Moore's Pure White Lead	....	7 80
Monarch (Windsor)	....	7 90
Munro's Select Flake White	7 90	8 05
Purity, C.O. Co.'s Ltd	....	7 50
Ramsay's Pure Lead	7 65	7 80
Ramsay's Exterior	7 40	7 55
Sterling Pure	....	7 80
Tiger Pure	7 65	7 80

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

White Zinc (Dry)

Extra Red Seal, V.M.	0 07½

White Zinc in Oil.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2 " "	0 05¾

Whiting.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE.

Adzes.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

Axles and Hatchets.

Single bit, per doz.	6 00 9 00
Double bit "	10 00 12 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 00
"Boys" Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle hatchets	1 45 6 75
Claw hatchets	1 70 5 00
Barrell hatchets	5 50 6 85

Anvils.

Buckworth, per lb.	0 10¼

Ammunition.

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust, $7.50 per 100 lbs., net list.; cash discount, 2 per cent. 30 days; net extra as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

Augers and Bits.

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	
Tobin High Speed Bits, 50 and 10.	
Tobin Never Choke, 60 and 10.	

Barn Door Hangers.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, dozen sets	....	6 50
Standard jointed hangers, dozen sets	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25
Chicago Friction, Oscillating and Twin Hangers, 5 per cent.		Big
Steel, track, 1 x 3-16 in. (100 ft.).		3 25

Barn Door Latches.

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Bells.

Door bells, push and turn, 45 and 10 p.c.	
Cow bells, 65 p.c.	
Sleigh bells, shaft and hames, pair, 22c up.	
Sleigh bells, body straps, each, $1.15 up.	
Farm bells, No. 1, $1.65.	

Belting.

Extra, 60, 10 and 10 per cent.	
Standard, 60, 10, 10 and 10 per cent.	
No. 1, not wider than 6 in., 60, 10, 10 and 10.	
Agricultural, not wider than 4 in., 75 per cent.	
Lace leather, per side, 80c; cut laces, 85c.	

Bird Cages.

Brass and Japanned, 40 p.c.	

Bolts and Nuts. Per cent.

Carriage Bolts, common, new, $1 list.	
Carriage Bolts, ⅝ and smaller	70
Carriage Bolts, 7-16 and up	
Carriage Bolts, Norway Iron ($3 list)	60
Machine Bolts, ⅝ and less..	60, 10 & 10
Machine Bolts, 7-16 and up..	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅝ and less	60 and 10
Sleigh Shoe Bolts, 7-16 and larger	55 and 05
Coach Screw, new list	7
Nuts, square, all sizes, 4¼c per lb.	off.
Nuts, hexagon, all sizes, 4¼c per lb.	off.
Stove rods, per lb., 5½ to 6c.	
Stove Bolts, 80.	

Building Paper, etc.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2 "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain and tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs.	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32' & 60', per 100 lb.	3 00
2 Ply Ready Roofing, per sq.	0 70
3 Ply Ready Roofing, per sq.	0 95
2 Ply complete, per roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, brls., per gal.	0 15
Liquid tins Cement	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 95
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb.	0 06
Nails, per lb.	0 05
Mop cotton, per lb.	0 15

Butts.

Plated, bower barff & Nickel, No. 241, 45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint and loose pin, 70 p.c.	
Crescent brands, 70 per cent.	

Cement and Firebrick.

Canadian Portland, bags, per bbl.	1 55 1 70
White Bros. English	2 00 2 05
"Lafarge" cement, in wood.	.... 3 40
Fire brick, Scotch, per 1,000	23 00 28 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	.... 5 50

Chalk and Pencils.

Carpenters Colored, per gross	0 65 0 80
" lead pencils, p. gr	2 40 6 75

Chisels.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

Chain.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

Churns.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

Clamps.

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

Conductor Pipe.

2 inch, in 10 foot lengths	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

Cotter Pins.

Cotter pins, 90 p.c. Montreal.	

Copper and Nickel Ware.

Copper boilers, kettles, 40 and 5 p.c.	
Copper tea and coffee pots, 40 & 5 p.c.	
Copper pitts, 30 and 5 p.c.	
Foundry goods, hollow ware, 45 p.c.	

Door Knobs.

Canadian knobs, 45 and 10 per cent.	
Porcelain, mineral and jet knobs, net list.	

Door Sets.

Canadian, 45 and 10 per cent.	
Door pulls, 60 per cent.	

Door Hangers (Parlor)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

Door Springs.

Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	

Draw Knives.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

Drills.

Bit stock drills, 2-32 in., doz.	0 67

Escutcheon Pins.

Steel, discount 50 per cent.	
Brass, 55 per cent.	

Eavetroughs.

8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c per 100 ft. O.G. Round Bead Trough.

Factory Milk Cans.

Milk cans and pails, 35 p.c.	
Hand delivery and creamery cans, 40 p.c.	
Railways cans, 45 p.c.	
Cream cans, 40 p.c.	
Creamery trimmings, 75 and 12½ p.c.	

Faucets.

Common, cork-lined, 35 per cent	

Farrier Knives.

Buckworth, 50 p.c.	

Files and Rasps. Per cent.

Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62 2-3
Jowett's (English list)	27½
Spear & Jackson (English list)	35

Forges.

Blacksmiths portable, 135 lbs.	9 85

Galvanized Ware.

Dufferin pattern pails, 45 per cent.	
Flaring pattern, 45 per cent.	
Galvanized washtubs, 45 per cent.	

Grindstones.

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10
Smaller sizes extra.	

Hammers.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09

Harvest Tools.

50 and 5 per cent.	
Sidewalk and stable scrapers, net $2.25.	
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes, net.	

Halters (Snap and Ring).

Jute Rope, ⅜-inch, per gross	8 00
" " ½-inch, per gross	10 50
" " ⅝-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1¼-inch, per doz.	5 20
Web	2 45

Sisal Halters (Snap and Ring).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

Hinges.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in., 100 lb. net	7 25
Heavy T and strap, 5-in., 100 lb. net	7 00
Heavy T and strap, 6-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 50
Heavy T and strap, 10-in. and larger	6 25
Light T and strap, discount 55 p.c.	
Screw hook and hinge—	
under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	

Hinges (Spring)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 126, $16.10.

Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.

Chicago hold back screen door, iron, gro., $12.

Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

Hooks.

Wrought iron hooks and staples—	
¾ x 5, per gross	2 25
5-16 x 5, per gross	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 & 20 p.c.	
Crescent hat and coat wire, 60 p.c.	
Stove pipe eyes, kitchen and square hooks, 60 p.c.	

Horse Nails.

M.R.M. cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 60
6	2¼	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

Horseshoes.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 6 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

Horse Weights.

Taylor-Forbes, 4¼c.	

Ice Cream Freezers.

White Mountain, 5c per lb.	

Knives.

Hay knives, net list.	
Clauss, 50 and 25 per cent.	

Kitchen Enameled Ware.

White ware, 75 per cent.	
London and Princess, 50 per cent.	
Canada, Diamond, Premier, 50 and 10 per cent.	
Pearl, Imperial, and granite steel, 60 and 10 per cent.	
Premier steel ware, 40 per cent.	
Star decorated steel and white, 25 per cent.	
Hollow ware, tinned steel, 45 per cent. off.	
Enamelled street signs, 40 per cent.	

Kitchen Sundries.

Asbestos mats, 50 p.c.	
Can openers, per doz.	0 40 0 75
Mincing knives, per doz.	0 50 0 90
Potato mashers, wire, per doz.	0 60 0 70
" wood, per doz.	0 50 0 80
Vegetable slicers, per doz.	.... 2 25
Universal meat chopper, No. 1	.... 1 15
Enterprise chopper, each	.... 1 30
Spiders and fry pans, 50 and 5 per cent.	
Star Al chopper, 5 to 32	1 35 4 10
" " 100 to 103	1 35 2 00
Kitchen hooks, bright	.... 0 60
Toasters, 50 per cent.	
Fire shovels, 50.	
Oil stoves and ovens, 50 and 10.	

Ladders.

3 to 6 feet, 12c per foot; 7 to 1 ft., 13c.
Extension ladders, 15c per foot up.

Lanterns.

Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast, per doz.	6 75
Lift Tubular and Hinge Plain, per doz.	5 00
Japanning, 50c per dozen extra.	
Prism globes, per dozen, $1.50.	
Lamp wick, 50 per cent.	

Lawn Hose.

Competition grade lawn hose, 70 and 5.	

Lawn Mowers.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25; 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

Locks and Keys.

Canadian, 45 and 10 per cent.	

"Ready" Roofing and "Black Diamond" Tarred Felt



"Cyclone" and "Joliette" Building Papers

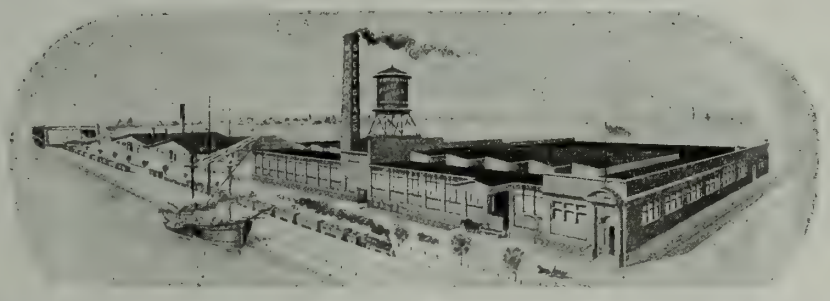
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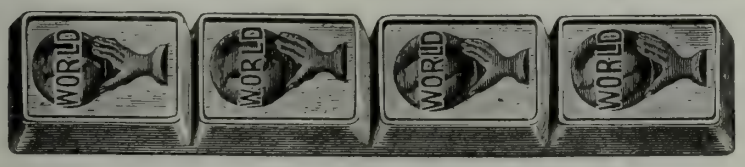
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"WORLD" BABBITT METAL

FOR GENERAL MACHINE SHOP, MILL OR FOUNDRY USE
or any place where a good metal is required.

25c. net per lb. Freight paid on 100. lb lots to your nearest railway station.

We know "World" Brand to be a good Babbitt and will give you satisfaction, even if you are paying a higher price.

T. McAVITY & SONS, Limited
ST. JOHN, N. B. and WINNIPEG

HARDWARE AND METAL

Lumbermen's Supplies.

Cant hooks, dozen, from 12 00
Axes, dozen, from 6 50
Axe handles, dozen, from 1 15
Cross cut saws, per foot 0 25 0 43
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

Mallets.

Tinsmiths', 2½x6½ in., per doz.. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

Mats.

Wire door mats, standard, 16x24, doz. 9 00

Metal Polish.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

Miners Supplies.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lb., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

Mops and Ironing Boards.

Mops, per doz. 1 20 1 50
Folding ironing boards 16 25 18 00

Nails.

	Wire
1—1⅛ inch	3 35
1¼ inch	3 00
1⅜—1⅝ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

Oakum.

Plumbers....per 100 lb. 4 50

Oilers.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
Tinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

Plated Goods.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

Pieced Ware.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers 35 per cent.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

Planes.

Wood bench, Canadian, 40, American, 25 per cent.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

Pliers and Nippers.

Button's genuine, 37½ to 40 per cent.

Plough Lines.

Russian snap .....per gross 30 00
Indian snap ..... " 25 00

Pumps.

Berg's wing pump, 75 per cent.

Razors.

	per doz.
Boker's	7 50 11 00
Boker's King Cutter	15 00
Henckel's	7 50 20 00
Gillette Safety, each	3 75

Star Safety Razor, 33 1-3 p.c.

Rope and Twine.

Sisal rope	0 18¾
Pure Manila Rope	0 11¼
"British" Manila	0 09¼
Cotton, 3-16 inch and larger.....	0 24

Russia Deep Sea line, ¼ in. diam. and over, 17; under ¼ in., 18.
Jute, ⅜ and upwards, 10c; under ⅜, 10½c.

Lath yarn, single	0 08
Lath yarn, double	0 08½
Sisel bed cord, 48 feet, per doz..	0 65
Sisel bed cord, 60 feet, per doz.	0 80
Sisel bed cord, 72 feet, per doz.	0 95

Cotton clothes line, 18 per cent. off.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine...	0 26
" " 4-ply twine...	0 30
Mattress twine, per lb.	0 45
Staging " "	0 35

Refrigerators.

Sanderson-Harold, 40 per cent.
Galvanized, 45 per cent.

Rivets and Burrs.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.
Copper Burrs only, 22½ per cent.
Extras on Coppered Rivets, ⅛-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned Rivets, net extra, 3c per lb.
Coppered Rivets, net extra, 2½c per lb.

Rivet Sets.

Canadian, 35 to 37½ per cent.

Rules.

Boxwood, No. 68, 2 foot, doz..... 1 15
Ivory, No. 1282, 2 foot, each 3 50

Sad Irons.

Mrs. Potts, No. 55, polished, per set 0 80
Mrs. Potts, No. 50, nickel-plated, per set 0 85
Mrs. Potts, handles, japanned, per gross 8 40
Common, plain 4 25
" plated 6 50
Asbestos, per set 1 50

Sand and Emery Paper.

Sand and emery paper, 40 per cent.

Sash Weights.

Sectional, 1 lb. each, per 100 lb... 2 25
Sectional, ½ lb., each, per 100 lbs 2 40
Solid, 3 to 30 lbs. 1 55

Sash Cord.

No. 8, per lb. 0 33

Saws.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

Saw Sets.

Canadian discount, 40 per cent.

Screen Doors and Windows

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

Scales.

Gurney Standard, 35; Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45, Weigh Beams, 30.

Scythe Snaths.

Canadian, 40 per cent.

Screws.

Wood	F.H., bright and steel.	Per cent. 85 10 15 2½
"	R.H., bright	80 10 15 2½
"	F.H., brass	75 10 15 2½
"	R.H., brass	70 10 15 2½
"	F.H., bronze	70 10 15 2½
"	R.H., bronze	65 10 15 2½
Drive screws		85 10 15 2½

Set, case hardened 60
Square cap ..... 50 and 05
Hexagon cap 45
Bench, wood, per doz. $5 00
" iron, per doz. 4 25

Screws (Machine).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

Screw Drivers.

Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per doz. 16 80

Scissors and Shears.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

Shelf Brackets.

No. 140, 65 and 10 per cent.

Skates and Hockey Sticks.

Starr skates, 37½ per cent.
Boker, hockey, 30c upwards; spring
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

Shovels and Spades.

Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.

Scoops.

Grade 1, 2, 3, 50 and 5 per cent. off.
Grade 4, 50 per cent. off.

Squares.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

Snaps.

Harness, 25 per cent.

Soldering Irons.

Base, per lb., 28 cents.

Stamped Ware.

Plain, 75 and 12½ per cent.
Retinned, 75 and 5 per cent.
Tinners' trimmings, 75 and 5 p.c.

Sap Spouts.

Bronzed iron with hooks, per 1,000 7 50
Eureka tinned steel, hooks, per 1,000 ..... 8 00

Staples.

Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 0 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

Stable Fittings.

Dennis Wire & Iron Co., 33 1-3 p.c.

Stove Boards.

Lithographed, 60 and 10.

Stovepipes.

5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

Stovepipe Elbows.

6 and 6-inch, common, per doz... 1 22
7-inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, 70 per cent.

Stocks and Dies.

No. 20 Beaver Die Stock 18 75

Stones—Oil and Scythe.

Washita .....per lb.	0 25	0 37
Hindostan ..... "	0 06	0 10
" slip ..... "	0 18	0 20
" Axe ..... "	....	0 10
Deer Creek ..... "	....	0 10
Deerlick ..... "	....	0 25
" Axe ..... "	....	0 15
Lily white ..... "	....	0 42
Arkansas ..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scytue .....per gross	3 50	5 00

Tacks, Brads, Etc.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ⅝ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gump, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

Tape Lines.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821..	1 95
" Steel, No. 1840, 50 ft..	....

Trowels.

Disston's, 10 per cent.

Thermometers.

Tin case and dairy, 75 to 75 and 10 p.c.

Tinners' Snips.

Discount 35 per cent.

Tinners' Trimmings.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

Traps (Steel Game).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

Traps (Rat and Mouse)

	Doz.
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

Vises.

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs.....	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

Washing Machines.

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer...	180 00

20 per cent.

Wringers.

Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	63 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

Wheelbarrows.

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

Whiffletrees.

Tubular steel whiffletrees, 28 in...		0 70
" " "	34 in...	1 00
" " "	36 in...	1 25
" " neckyokes, 36 in....		1 05
" " doubletrees, 40 in..		0 95
" " lumbermens, 44 in..		1 15

Wood Handles.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent.

Wrenches.

Agricultural, 67½ per cent.

Wrought Iron Washers.

Canadian, 50 per cent.

WINNIPEG HARDWARE QUOTATIONS.

Ax Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

Augur Bits—"Irwin" bits, 47½; other lines, 70 and 10 per cent.

Barb Wire—Lyman 4 pt., $1.86 f.o.b. Fort William; $2.26 per spool of 80 rods f.o.b. Winnipeg; Guidden 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool of 80 rods f.o.b. Winnipeg; Baker 2 pt., $1.73 f.o.b. Winnipeg; Waukegan 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool f.o.b. Winnipeg; Alberta 2 pt., $1.73 f.o.b. Fort William, $2.05 per spool f.o.b. Winnipeg; American special, 2 pt., $1.45 f.o.b. Fort William; $1.73 per spool f.o.b. Winnipeg; plain twist, $2.80 f.o.b. Fort William, $3.20 per 100 lb., f.o.b. Winnipeg; coil spring wire, No. 9, $2.07 per 100 lbs., Fort William; $2.50 at Winnipeg.

Bolts—Carriage, ⅝ and smaller, 65; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3 small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $4.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—$3.15 per keg base. Wire nails, base, $2.80 Winnipeg; $2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates—Half-polish, 6 and 7-inch, $3.40; 8-inch, $3.60; full polish, 6 and 7-inch, $4.25; 8-inch, $4.50.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware—37½ per cent.
Grindstones—Per 100 lb., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35, No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

Harvest Tools—50, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, Black—¼, $2.25; ⅜, $2.30; ½, $3.10; ¾, $3.65; 1, $5.30; 1¼, $7.15; 1½, $8.60; 2, $10.90; 2½, $17.40; 3, $22.25; 3½, $30; 4, $34.35; 4½, $38.80; 5, $43.30; 6, $56.10.

Galvanized—¼, $3.10; ⅜, $3.20; ½, $4.10; ¾, $4.90; 1, $7.05; 1¼, $9.60; 1½, $11.50; 2, $14.80.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—67½ per cent.

Pig Lead—$6. Lead Pipe—Full coil, $7.00 per cwt.; cut coil, $8.00 per cwt.

Lead Waste—$7.00.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8¾c; Pure Manila, 11¼c; British Manila, 9c; lath yarn, 9c.

Staples—Bright wire, $2.50 f.o.b. Fort William; $2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 6 per cent.; all other grades, 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $32 per cwt.

Screws—Bright iron round head, 82½ and 10 p.c.; flat head, 87½ and 10 per cent.; round head, brass, 72½ and 10 per cent.; flat head, brass, 77½ and 10 per cent.; coach, 65 per cent.

Staples—Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

Linseed Oil—Raw, per gal., $1.05; boiled, per gal., $1.08.

Turpentine—Per gal., barrel lots, 80c.

Dry Colors—White lead in ton lots, decorators' pure $7.50; decorators' special, $7; in small lots advance price 25 cents per cwt.; red lead, kegs, $6.50; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3¼c; English purple oxides, in casks, 3¼c; less quantities, 4c per lb.

Putty—Casks, $2.90 per cwt.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

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Paris Green—21½ cents per 112-lb.

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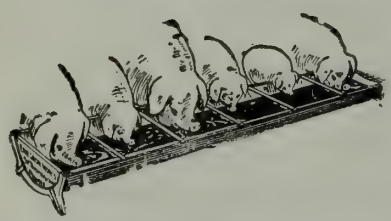
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And Procure A Profit Worth While



Heavy Galvanized Steel Hog Feeding Troughs

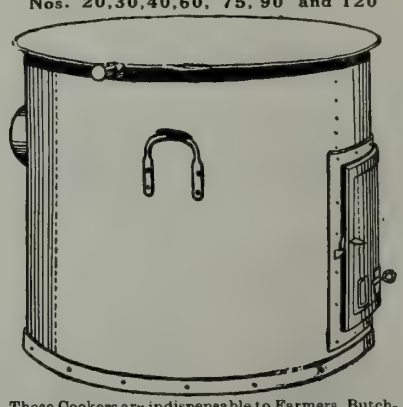
Clean, Sanitary
Easily Handled
Strong, Durable

Ledge each side to prevent pushing or pulling of food to the floor. Cast Iron ends secured by our patented device.

Stock Lengths—4, 5, 6, 7, 8, 9, 10, 12 ft. Odd lengths made to order.

STEEL JACKET FEED COOKER HEAVY CAST IRON CALDRONS

MADE IN 7 SIZES
Nos. 20,30,40,60, 75, 90 and 120



These Cookers are indispensable to Farmers, Butchers or Stock Men. Grains that are useless for other purposes, by the use of these cookers are made as valuable as the best marketable products.



Heavy Galvanized Steel Stock Watering Troughs

Standard size holds about 10 imperial gallons to foot. Other sizes made to order.

Regular Stock Lengths, 6, 7, 8, 10 and 12 ft.

Made without rivets. Heavy Cast Iron end fastened by our patented device.

These are articles that appeal to every farmer, as they assure real value for money invested. Let us have your inquiry at once. Our proposition means money to you.
We guarantee absolute satisfaction. Hot, dry weather does not injure them; no leak, no rusting.

Erie Iron Works, Limited, MAKERS **St. Thomas, Ont.**

The P's and Q's of the Paint Store Man

PPQQ

"If you would succeed you must mind your Ps and Qs." "Quality" and "Profit" trip up too many business men. They get profit too high, quality too low, and wonder what was wrong when the crash comes.



MARTIN-SENOUR PAINT 100% PURE

is a real business insurance. Its quality and a reasonable profit will make your business boom. The dealers who know say so. Write today for the proof and our proposition to insure your business the same way.

THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paints

MONTREAL CHICAGO WINNIPEG LINCOLN

SOME DEALERS DON'T CARE

whether they sell quality goods or not, so long as the profit is big. Very few of this kind are ever put to the necessity of getting larger premises. They help to fill failure column in the papers.

Dougall Varnish Will Please Your Customers

It will bring them back to your store with increased confidence, and will help you build up your business on a solid foundation.

Dougall Varnish Is Economical To Use

It covers more surface than any other, is quick drying and will not crack or peel. It is cheapest in the long run.

THE VARNISH THAT LASTS LONGEST

The Dougall Varnish Company, Limited

305 Manufacturers Street, Montreal, Canada

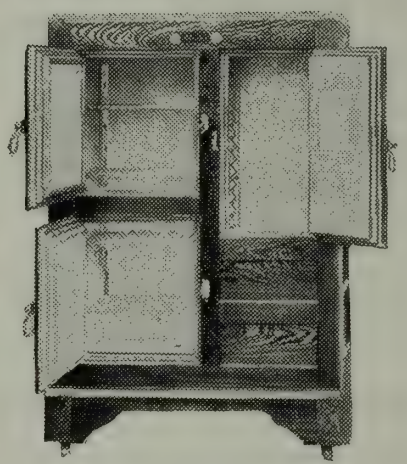
J. S. N. DOUGALL, President **Associated with MURPHY VARNISH CO., U.S.A.**

NOW Is The Time

that every progressive dealer should stock refrigerators. But when doing so he has to select a trade-winner that produces a reliable profit.

You cannot get better results than those produced by the

"BARNET" Refrigerator



Contains Many Good Selling Points

This is a refrigerator that has strictly up-to-date features — a refrigerator that has been endorsed by experts. It has been subjected to every practical test, and we know that it is the choice of those who want the best.

Other dealers are reaping splendid profits—why don't you? Investigate at once.

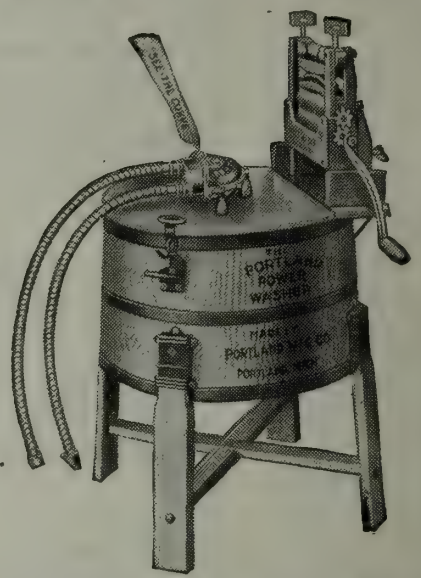
Write us to-day for catalogue. Study it. Then you will realize **"BARNET" superiority.**

The Barnet Manufacturing Co.

LIMITED

Renfrew, Ont.

FROM STOCK



Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

The Portland is a trouble-less washer—it relieves all washer worries.

Made complete in our own factories—washer, motor, and furniture finished tub.

If you're looking for a quality washer that's really worth while get after your hardware jobber, or write direct to us.

HENDERSON & RICHARDSON

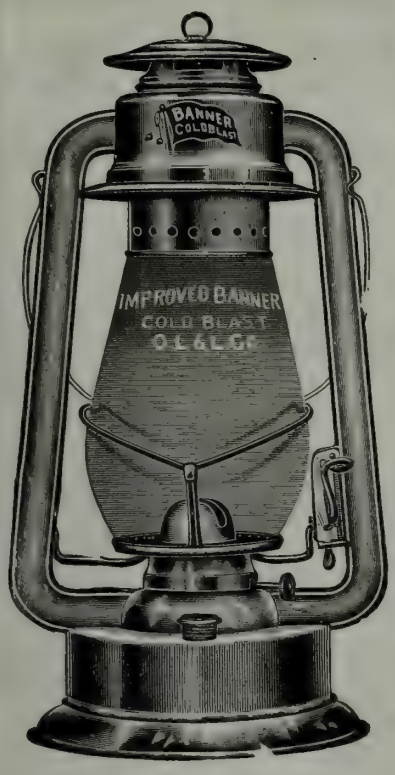
Formerly J. A. HENDERSON

Board of Trade Building, MONTREAL

SOLE CANADIAN AGENTS FOR

PORTLAND MFG. CO., - Portland, Mich.

The Largest Manufacturers of Washing Machines in the World



BANNER TRADE MARK.

Your Customers Will Appreciate

"BANNER" COLD BLAST LANTERNS

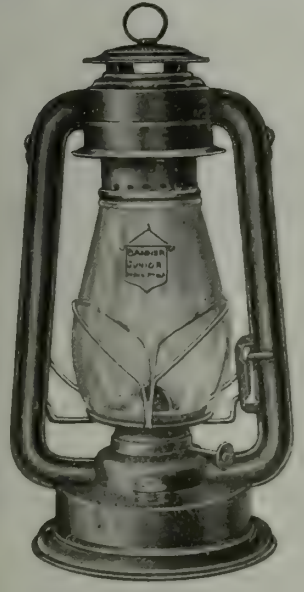
They have just the improvements that your customers have been looking for.

They cost no more than inferior lanterns.

"IDEAL BANNER" JUNIOR
COLD BLAST LANTERN

The sales have demonstrated that there is a real demand for a neat, highly finished "Special Occasion" Lantern.

Try a ½ dozen case.



Solid Brass and Nickel Plated

Ontario Lantern & Lamp Co.
LIMITED

Hamilton - - Ontario

Branches:

30 St. Dizier Street
MONTREAL, P.Q.

56 Albert Street
WINNIPEG, MAN.



A LINE OF SOLID REPUTE

You are taking no chances when you handle and feature a line of varnishes that have "made good" the world over.

INTERNATIONAL

Varnishes and Varnish Specialties

have held pride of place in quality and effectiveness for years.

Are absolutely reliable in every respect.

You will make no mistake in stocking the following, they are our leaders:

ELASTICA TRADE MARK — **FLOOR FINISH**

FLATTINE TRADE MARK — **FINISHES**

Satinette — **WHITE ENAMEL**

LACQUERET HOUSEHOLD LACQUER — **HOUSEHOLD LACQUER**

KLEARTONE TRADE MARK — **STAINS**

Every International Can contains full Imperial Measure

INTERNATIONAL VARNISH CO. LIMITED

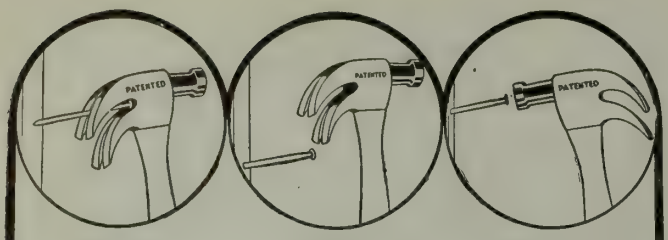
TORONTO WINNIPEG

Canadian Factory of Standard Varnish Works

NEW YORK CHICAGO LONDON
BERLIN BRUSSELS MELBOURNE

Largest in the world and first to establish definite standards of quality

L61



Strike Lift Drive

Double Claw Hammer

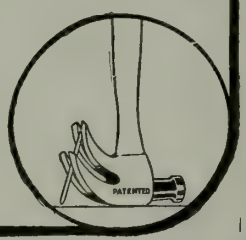
Nails Higher Without Strain. Worth ten times more than the Common Hammer, costs three times more to make. Spend a little more for the tool and Save Money.

Get it of your Canadian Jobber

Start Out



Pulls the nail out straight without a block



STAR Safety Razor



The only safety with a barber's blade. It will give satisfaction for years without additional cost.

We are receiving many inquiries from Canada for STAR goods. We give these to our dealers whenever possible. Our national advertising is making the demand greater daily.

Many dealers are dressing their windows with STAR goods and display matter. It draws to their stores the purchasers of STARS created by our advertising. Are you one of these dealers?

Write us for display matter of all kinds and for 1912 Catalog of



STAR Safety Razors
STAR Shaving Brushes
STAR Diagonal Grooved Strops
STAR Automatic Stropping Machines
STAR Safety Corn Razors

Your jobber will supply you

Kampfe Bros.
12-14 Reade Street
NEW YORK CITY

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

MAPLE CITY OILERS



No. 600 A A
Wide Mouth

We manufacture the most complete line of oilers made in America, including Pump, Engineers', Machinists', Mowing Machine and Railroad Oilers, Tallow Pots, Engineer Sets, Torches, Lamps, etc.

MAPLE CITY MFG. CO.

MONMOUTH, ILLINOIS, U.S.A.

ATLAS

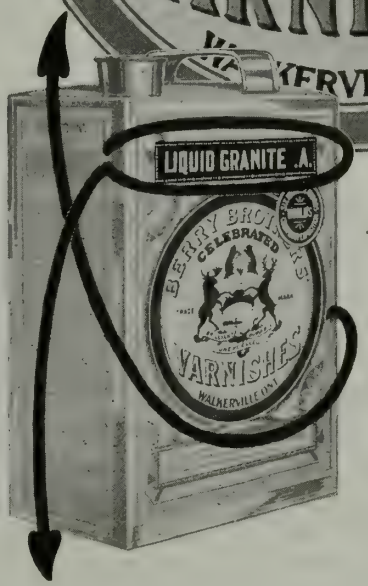


ONE OF OUR MODERN DESIGNS
Particulars on Request.

P. & F. CORBIN
Division
The American Hardware Corporation
NEW BRITAIN, CONN.

P. & F. Corbin of Chicago · P. & F. Corbin of New York · P. & F. Corbin Division Philadelphia





The name at the top is always protected by the best known trade mark in the varnish field.

If, for any reason, you have never given this line a prominent place on your varnish shelves, write us to-day for prices.

Whether it is on one of the Big-Five listed at the left or an item of less extensive use—

Whether it is in your interest, from a sales and profit point of view—

The interest of the painter who does the work—

Or the satisfaction of the "man who pays the bills"—

The trade mark label of Berry Brothers, Ltd., has a deep significance that grows out of its continuous use for over fifty years, plus the wide publicity given to it by extensive advertising.

That trade mark **must** "make good" — everywhere, every time.

TRADE MARK LIQUID GRANITE — For finishing floors in the most durable manner possible. There is no substitute.

WOOD FINISH LUXEBERRY — For the finest rubbed (dull) or polished finish on interior woodwork. It has for upwards of 50 years been the standard.

ELASTIC INTERIOR FINISH — For interior woodwork exposed to severe wear. Stands the action of soap and water to an unusual degree.

ELASTIC OUTSIDE FINISH — For front doors and all other surfaces exposed to the weather. Great durability under most trying conditions.

SPAR VARNISH LUXEBERRY — For ship spars, decks, yachts, launches, canoes and all other surfaces exposed to wind, wave or weather. Has never turned white. It has stood years of test in actual service.

THESE are but five out of the most complete and extensive line of Varnishes, Shellacs, Japans, Lacquers, Stains, Fillers, and Dryers offered by any manufacturer.

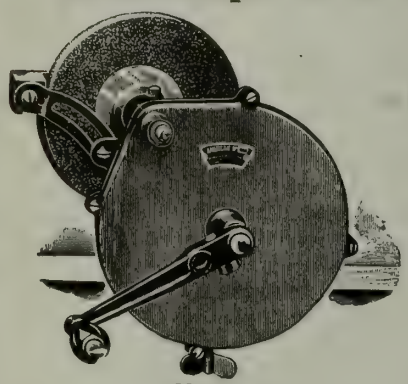
BERRY BROTHERS, Limited

The World's Largest Varnish Makers

WALKERVILLE, ONT.

For Quick Sellers Try
AMERICAN GRINDERS

The American Grinder is of the enclosed gear type.
Self-Oiling Bearings require no attention.
Internal Friction loss exceptionally small.
Gear Case sealed and will never leak.



No. 1

Bearings will not overflow oil.
No complicated parts.
Pleasing in appearance.
Firmly constructed.
Simple in design.
Gears run in oil.
Very compact.
Noiseless.
This is a perfect piece of mechanism that sells at a price that everybody can afford to pay.

GET OUR PRICES AND PARTICULARS AT ONCE

3—SIZES—3 4, 6, 7 IN. WHEELS

AMERICAN GRINDER MFG. CO.
Milwaukee, Wisconsin

MERCHANTS' HARDWARE SPECIALTIES CO. LTD.,
Calgary, Alta., Agents for Western Canada

Enthusiasm

To sell goods and make profit you must develop this quality. Home made goods always did make you feel that way. That is why so many hardwaremen throughout Western Canada are selling our

METAL CEILINGS, SHINGLES, SIDINGS AND CORRUGATED IRON

and making nice profits.
They have seen them made. They know they are right. They can get them in a hurry.
All these things will be at your service when you hook up with us.

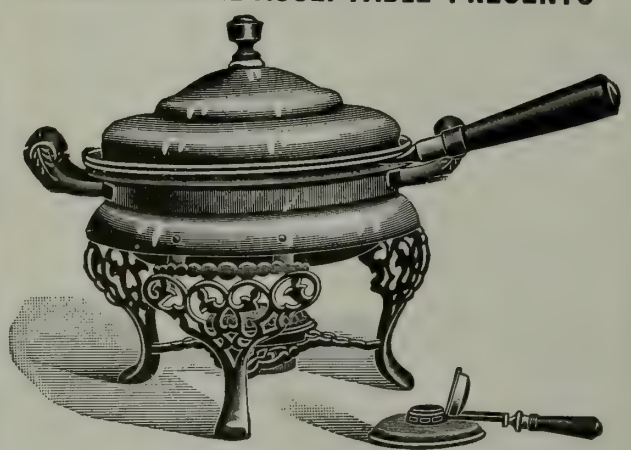
WRITE TO-DAY.

Winnipeg Ceiling and Roofing Co.

P.O. Box 2186 H. Winnipeg, Man.

Choice Chafing Dishes

ALWAYS MAKE ACCEPTABLE PRESENTS



Made in Silver and Nickel Plate, capacity three pints. Patent asbestos forced draught lamp with each dish, or peerless regulating lamp. Handles of rubberoid or staghorn.

Ask for Catalogue.

The Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives
H. F. McIntosh & Co., 28 Toronto Street, Toronto

Make Money From Good Pumps---Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift - every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., LIMITED
GALT, CANADA

LONDON BAR IRON

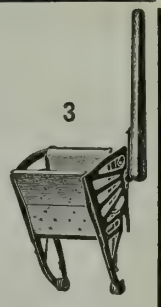
is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.

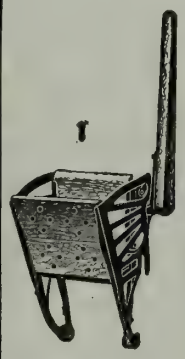
LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg

Look For This Trade Mark Then Buy The "White" Mop Wringer



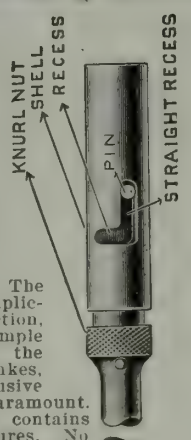






WHITE MOP WRINGER CO.
FULTONVILLE, N.Y.

Show your Customers This Up-to-Date Bit Extension



The Ford Bit Extension is not to be classed with the ordinary Extension — Clumsy, hard to work and in general unsatisfactory. The Ford is a model of simplicity—simple in construction, simple to adjust and simple to use. It embodies the best points of other makes, and has several exclusive features that make it paramount. No other Bit Extension contains so many practical features. No other can do the work so easily nor as well as the Ford and

No other is as easy for you to sell

For the Ford has more selling points than any other Extension and each Ford feature affords a convincing selling argument. You can hand a man a Ford and tell him positively and convincingly that no other extension equals the Ford in simplicity of construction, number of practical advantages, facility of operation, time and labor saving features, convenience, wearing qualities, and in the ultimate satisfaction desired through better results. The Ford comes to you highly recommended, fully guaranteed, and with a steadily increasing demand. We have an excellent proposition. Will you write for circulars, prices, etc?



FORD AUGER BIT CO.
Holyoke, Mass.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

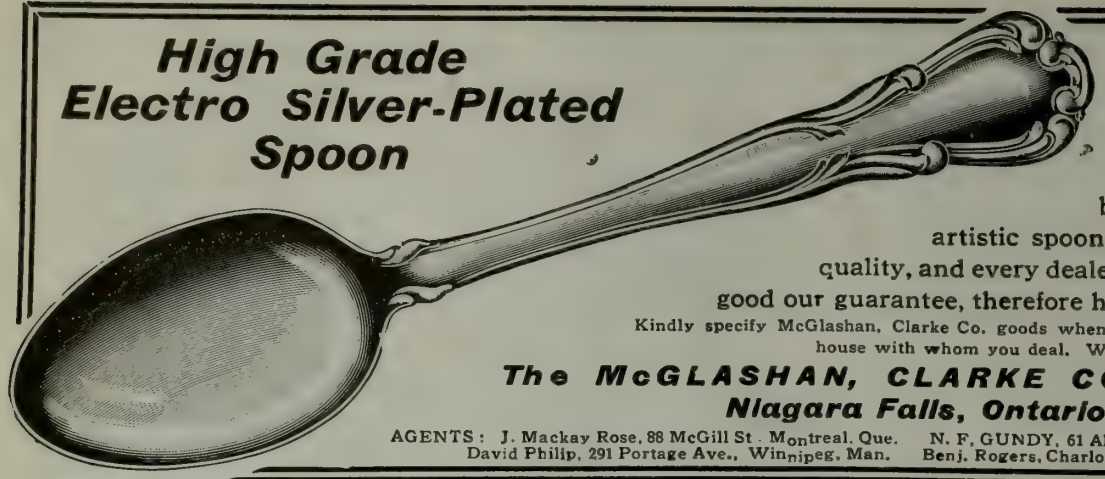
JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

High Grade Electro Silver-Plated Spoon



PLEASE YOUR CUSTOMERS

by selling them this artistic spoon. It has a guaranteed quality, and every dealer is authorized to make good our guarantee, therefore he runs no risk.

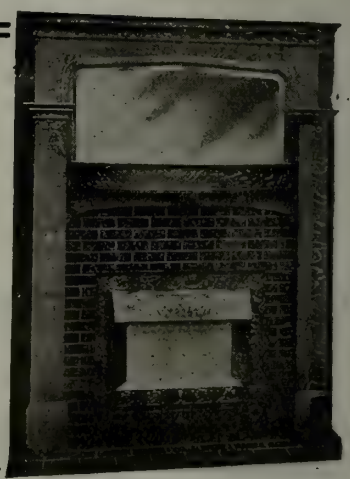
Kindly specify McGlashan, Clarke Co. goods when ordering from the wholesale house with whom you deal. WRITE AT ONCE.

The McGLASHAN, CLARKE CO., Limited,
Niagara Falls, Ontario

AGENTS: J. Mackay Rose, 88 McGill St. Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont.
David Philip, 291 Portage Ave., Winnipeg, Man. Benj. Rogers, Charlottetown, P.E.I.

Dealers!

HERE'S YOUR CHANCE TO MAKE A SPLASH.



This Mantel or any of our "70" different designs, fitted with our Electric Grate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

Write for the "dope"—Your contractors will fall for it.
Don't forget—We have the best line of Gas and Coal Grates in the country.

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"

"THERMO"

The Washer

Easy to Sell

That makes the Washday Bright



Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON, CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto: MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

That Stuffy Room

is more deadly than disease itself. Bad air is the curse of crowded living. In all public places such as asylums, clubs, big offices, schools and theatres, PURE AIR CAN BE OBTAINED ONLY BY OUR SYSTEM OF VENTILATION.

It has stood the tests of scientific experts.

It is in use in the finest buildings in Canada.

Its price is reasonable and its benefits lasting.



MONTREAL, JAN. 21ST, 1909

J. W. HARRIS MFG. CO., LTD.,
Montreal.

GENTLEMEN:

Your favor of 11th inst. received, and am pleased to report that "Zephyr" Ventilator which you installed on my property two years ago has done good service and is working well.

Yours truly,
EDWARD MAY,
434 Elm Ave.

Ask for booklet re J. W. Harris and Zephyr Ventilators, also booklet on Filters, etc.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal

PATENT

LEAD HEAD



Roofing NAILS

Wherever Corrugated Iron is used these are wanted.

Galvd. Cone Head Roofing Nails and Washers, Galvd. Hoop Iron or Steel, Galvd. Plates, Bars, Angles.

LEAD COATED SHEETS AND HOOP IRON

McHUTCHEON & CO.,

82-94 Lancefield St., Glasgow

If you want to handle

WIRE NAILS

of superior quality, consult us at once.



We are in a position to meet every requirement, as we have the latest machinery which turns out perfect nails—these nails are guaranteed to be full weight.

For baling purposes, we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER

THE LAIDLAW BALE-TIE COMPANY, LIMITED,
HAMILTON - ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

Call For The Wrench You Need



You'll Find it in the W. & B. Line

Every little twist and turn of "W. & B." Wrenches has a meaning, resulting from some specific requirement. "W. & B." Wrenches are designed to the minute and have the distinction of holding first place wherever wrenches are used.

Look up some unusual wrench job, then notice the trade mark on the wrench. Ten to one it's a "**W. B.**"

The demand for these wrenches is growing as a result of satisfactory service. Tons of "W. & B." Wrenches are shipped to every part of the globe to meet the demands of exacting wrench service.

Get them from your nearest jobber or send order direct.

Write for Catalogues 74-B and 75-C.







Trade W&B Mark

Tools of Quality Bear These Marks

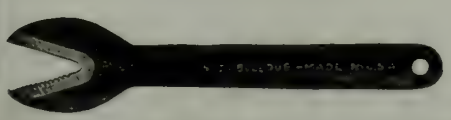
Trade W B Mark

The Whitman & Barnes Mfg. Company

ESTABLISHED 1854

St. Catharines - - - Ontario

Stocks carried at Winnipeg and Montreal





BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.



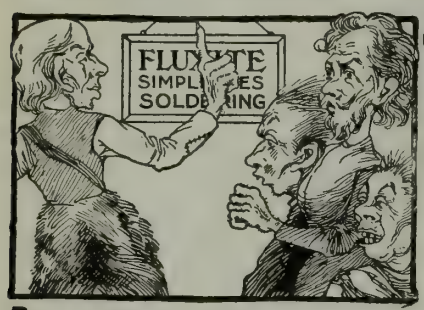
INCORPORATED 1895

Special Grand Prize GOLD MEDAL Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Plumbers and other mechanics **will** have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use. Easy to sell.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

General Representatives: SAYWELL'S SALESMEN, 61 Albert Street, Winnipeg.

MAXWELL'S WRINGERS

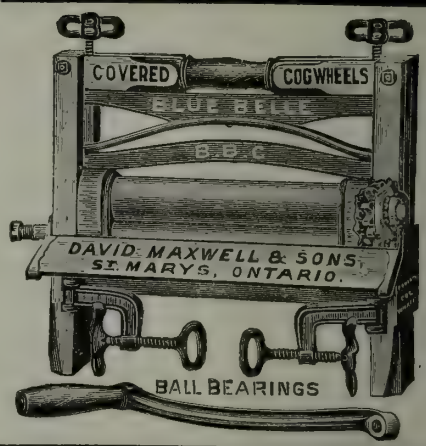
The Maxwell line of Wringers includes over fifty distinct machines, classified according to quality of rolls into Five, Three, Two and One Year Grades. Styles include Covered and Open Gears, Plain and Ball Bearings, Flat and Spiral Springs, Single Lever Clamping Attachments and Malleable Iron Clamps which fit any tub.

In each of these Grades and Styles you can give your customers the very best value they can possibly get for their money.

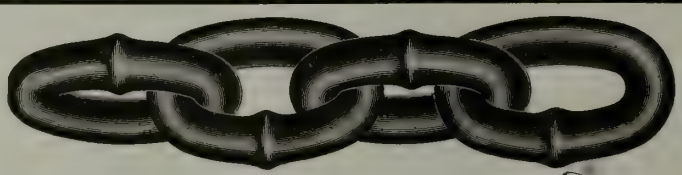
Write for Catalogue and Prices.

DAVID MAXWELL & SONS

ST. MARY'S, - - - ONTARIO



McKinnon Electric-Welded Coil Chain

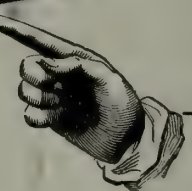


McKinnon Swell-Weld Coil Chain

25% More Weld = 25% More Strength = 25% More Wear

MADE IN CANADA

Perfect Stock + Perfect Welding = Perfect Product.



See The Swell?

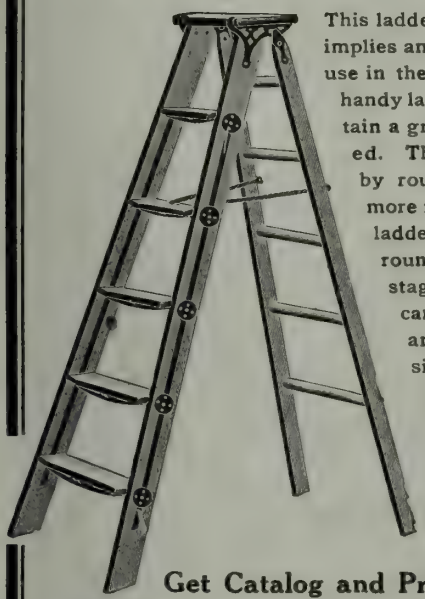
MADE BY

Sales Office: BUFFALO, N.Y.

McKINNON CHAIN COMPANY

Factory: ST. CATHARINES, ONT.

The Mechanic Special Service Ladder

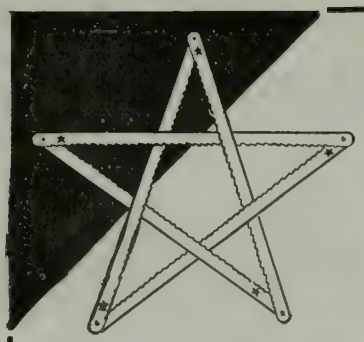


This ladder is all that its name implies and is highly prized for use in the shop or wherever a handy ladder suitable to sustain a great weight is required. The legs are connected by rounds so that one or more may make use of the ladder at one time, and the rounds and steps are staggered so that a plank can be placed through and find support every six inches. The ears are of malleable iron and steps are trussed.

If you want to increase your profits, that ladder will help you.

Get Catalog and Prices NOW.

The Stratford Mfg. Co., Limited
STRATFORD - - CANADA



Bright Spots in the Hardware Firmament

Star Hack Saw Blades

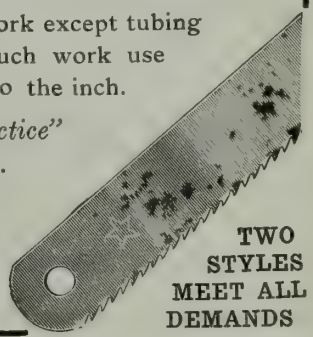
are bright spots in the stock of progressive stores. The dealer who stocks Star Hack Saw Blades will be able to meet all demands, and

Large Stock Is Not Necessary

Star Blades with fourteen teeth to the inch are suitable for every class of work except tubing less than 1-16 inch. For such work use Star Blades with 24 teeth to the inch.

Our FREE book "Tool Practice" is worth while sending for.

MILLERS FALLS COMPANY
28 Warren Street
New York City



TWO STYLES MEET ALL DEMANDS



Special Steel--Special Methods

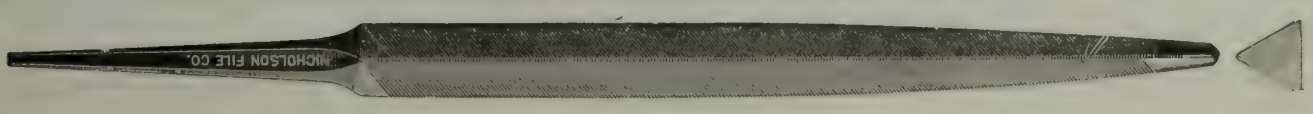
and Long Years of Experience

are the reasons why the files produced by the Nicholson File Co. are well known everywhere as the standard of file quality. These are the well-known factory brands made by the Nicholson File Company in Canada:

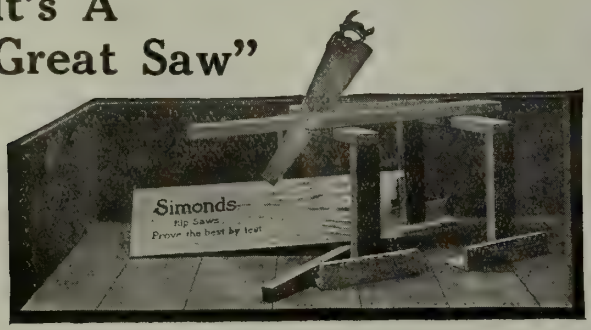
"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McCLELLAN" "KEARNEY & FOOT" "J. C. SMITH"

Sell these and you sell the best.

Nicholson File Co., - - Port Hope, Ont.



"I Tell You It's A Great Saw"



And here is the way one decorated store window tells passersby about Simonds Hand Saws. It is just one Rip Saw in the middle of a cut. Beneath it, painted in bold black type on a 12-inch white board, is "Simonds Rip Saws. Prove the best by test." This is the kind of a window display you could have for your store if you were selling Simonds Saws. Let us send you a 1912 Catalogue.

SIMONDS CANADA SAW CO.
LIMITED
Montreal, P.Q. St. John, N.B. Vancouver, B.C.
In the U.S.—THE SIMONDS MFG. CO.

"Try Us for Service and Quality"

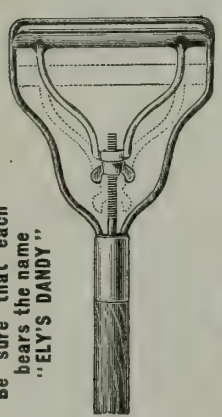
We carry a large stock of **Wholesale Plumbers' Supplies,** from which we can make immediate shipments.

Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.
WINNIPEG.

ELY'S JANITOR MOP

No. 8 for men
No. 21 for women
Others are not just as good



ELY'S DANDY
Mop Wringer and Bucket
COMBINED

Others are not just as good.

Be sure that each bears the name ELY'S DANDY

Made in three sizes, 10 qt., 14 qt. and 22 qt.; guides, posts and step of malleable iron; lever of wrought iron, finished in black enamel; cedar buckets, three hardwood rolls. The most popular mop wringer on the market.



THE O. J. ELY MFG. CO.
ERIE, PA.

Get our catalogue of Mop Sticks, Mop Wringers, Brush Holders, Carpet Beaters, Broom Holders, Etc.



YOUR sales will be materially increased by handling the Aylmer Metallic Ring Sprayer, the best hand pump made in Canada. No soft packing to give you trouble, a pump that gives perfect satisfaction to your customer in every instance.

Write for Prices and Discounts.

The Aylmer Pump & Scale Co., Limited
AYLMER, :: ONTARIO

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE 

MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

Copper Sheets

M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

TORONTO

This Mark is the Ensurance of LAMPBLACK QUALITY

THE TREMENDOUS GROWTH

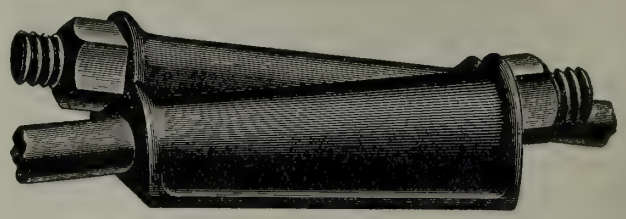
Nine years ago this firm, as a firm, did not exist, although the men composing it have been many years in the LAMP BLACK trade. Since that time we have been able to secure two-thirds of the entire Lamp Black business of North America. THERE IS ONLY ONE REASON — THAT IS QUALITY

WRITE TO-DAY FOR SAMPLES AND PRICES. Then, if satisfied, stock a trial order. Remember, we GUARANTEE the very best results. We manufacture all the standard grades of pure Lamp Black. Sold by all reliable wholesale houses.

1 Lb. Germantown Lamp Black

Wilckes Martin Wilckes Company
NEW YORK, N.Y., U.S.A.
Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.

TANK LUGS



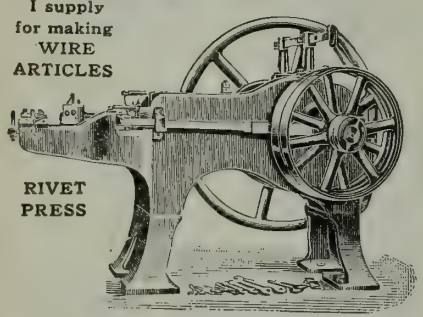
For Round Rods, also Flat Bands on Silos, Tanks, Penstocks, etc. **Malleable Iron,** best quality, all sizes.

OTTERVILLE MANUFACTURING CO., LIMITED
OTTERVILLE, ONTARIO

THIS IS ONE of the many kinds of Machines I supply for making WIRE ARTICLES

MACHINERY DRAWING, NETTING, CRIMPING, CUTTING, WEAVING WIRE.

FOR Making Bolts, Coach Screws, Cotter Pins, Cut Nails and Tacks, Electric-welded Chain, Furniture Springs, Hinges, Hooks, Locks, Nails, Rivets, Screws, Staples, WireNails, and Any other Article made from WIRE.



RIVET PRESS

SEND FOR LISTS

ED. BRAND
Wire Machinery Specialist
472 Moss Lane East
Manchester, Eng.
Cable Address: "Filieres, Manchester."
Code: used A.B.C., 5th ed.

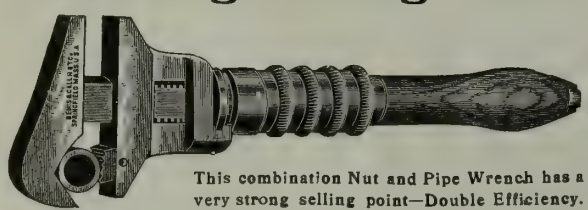
Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company
LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

HARDWARE BUILDERS' **SPECIALISTS**

Buyers and Exporters for Hardware, Metal, Heating, Paint and Oil Trades.

STRACHAN, OSWELL & CO.
22 St. Mary Axe, LONDON, E.C.

Correspondence Invited.

ARE YOU ALIVE

To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for **you?** Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
1c. per word subsequent insertions.
5c. extra if box number is desired.

Hardware and Metal
TORONTO - MONTREAL - WINNIPEG

SMITH HARDWARE CO. LIMITED

240 LEMOINE STREET MONTREAL

SEND FOR OUR NEW GREEN BOOK OF
HARDWARE SPECIALTIES

BLACK JACK

QUICK
CLEAN
HANDY



TRY IT

SOLD BY
ALL
JOBBERS

¼-lb. tins—
3 doz. in case

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread.
Get our prices.

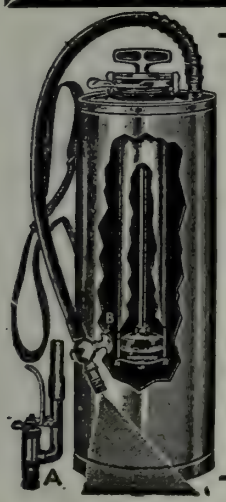
NUTS

We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA



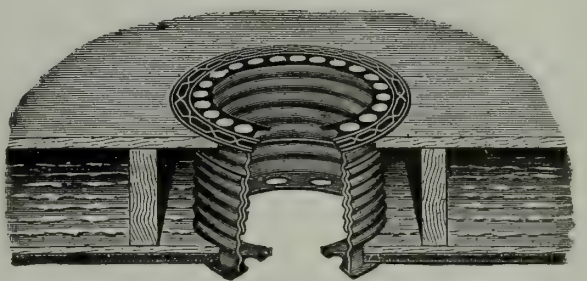
POTATO BUGS

will be at work shortly. We claim to have the most convenient **HAND SPRAYER** for applying Paris Green that is on the market—at the price. It is Automatic (Compressed-Air) light, easily handled, does the work quickly and well, saves material and is cheap.

Every Farmer and Potato Grower needs one. You should have it in stock.

CAVERS BROS., Manufacturers
GALT, ONTARIO

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

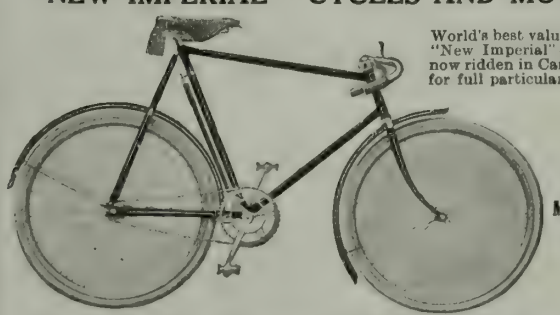
By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

"NEW IMPERIAL" CYCLES AND MOTORS



World's best value. Over 2,000 "New Imperial" cycles being now ridden in Canada. Write for full particulars.

Special Models for Canada.

Wholesale Agents: Humphries Bicycle and Motor Co., Toronto.
Henderson & Richardson, Board of Trade Bldg., Montreal.

Sole Makers: **New Imperial Cycles, Ltd., Birmingham, Eng.**

Established 25 Years.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BABBITT METAL.

SPOONER'S No HOT BOXES
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, - QUEBEC

CHAPLETS.



ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.

BALL BEARINGS

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

HORSE POKES.

Surprise Horse and Cattle Pokes

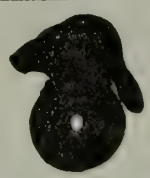
The only poke that will stop horses from jumping. Made at Perth, Ont., by

James & Reid

ASK YOUR JOBBER



EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES

Raymond Bros., London, Ont.

IRON.

IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.

David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
St. Nicholas Bldg., Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

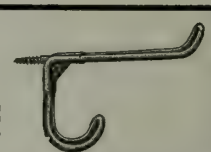
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates,

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

HOOKS.



HOOKS Every style and size.

We make hooks as our principal output. Before buying send for our prices. Every hook has the patented metal clasp which makes it indestructible. Samples on request.

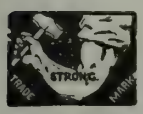
ATLAS MANUFACTURING COMPANY
121 Water St., New Haven Conn.

A want ad. in this paper will bring replies from all parts of Canada.

When writing advertisers kindly mention having seen the advertisement in this paper

Send For Our New Catalog
Most complete line of
SCREW DRIVERS AND SMALL TOOLS
PIONEER TOOLS
The Southington Mfg. Co., - Southington, Conn.

TOOL HOLDERS



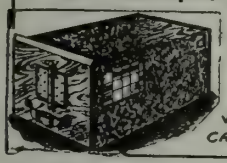
ARMSTRONG PLANER TOOLS Are ALWAYS Ready for use.
7 Sizes. Write for Catalog.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave. Chicago, U.S.A.

ONE
with an assortment of Cutters
EQUAL A DOZEN FORGED TOOLS.



HARDWARE SHELF BOXES

Goods Well Displayed are Half Sold!

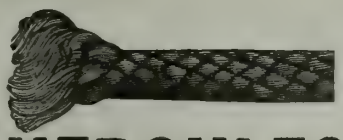


The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

When writing advertisers, kindly mention this paper.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York



HERCULES
BUY THE BEST
Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine
SASH CORD
For Sale by All Wholesale Dealers

The INFALLIBLE GLAZIER'S DIAMOND
Just the Tool for Inexperienced Glass Cutters



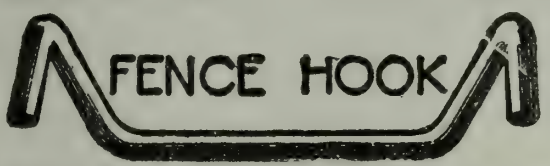
Made by
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Sharratt & Newth's Glaziers' Diamonds
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"ACME" are the strongest and sharpest low-priced Shears and Scissors on the market.

Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?
Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.
Special Representatives, Wiebusch & Hilger, Ltd., New York City.
MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high-priced shears with "Acme" shears and scissors and watch the gratifying results.
Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.

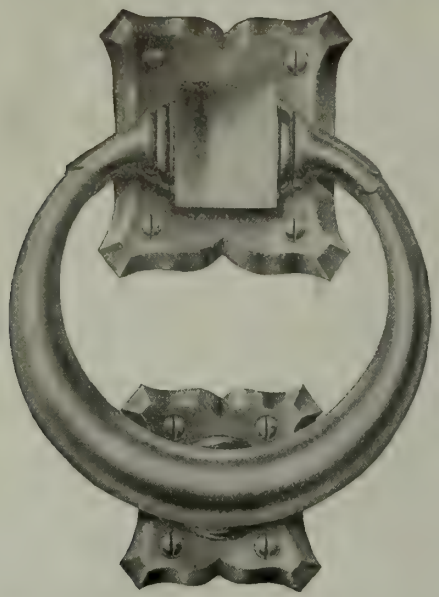


The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

THE ACME SHEAR CO., (125-195 Knowlton St.,) BRIDGEPORT, CONN., U.S.A.

PEASE HEATING SYSTEMS
WRITE FOR CATALOGUE & PRICES
PEASE WALDON CO., Limited WINNIPEG
PEASE FOUNDRY COMPANY LIMITED TORONTO
PEASE PACIFIC FOUNDRY, Limited VANCOUVER

Peterboro Hardware



Door Knockers add greatly to the appearance of a door. They are rapidly coming into vogue. Peterborough Door Knockers supplied to match any of our designs. A sample on your show cases will interest .customers

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH, ONT.

SHEET COPPER

Prompt Shipment

Stock or Import

B. & S. H. Thompson & Co.
LIMITED
MONTREAL, QUE.

Why not make 1912 the most profitable saw year in your history?



ATKINS STERLING SAWS
MADE IN CANADA

THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

E. C. ATKINS & CO.,
MAKERS OF STERLING SAWS
HAMILTON, ONTARIO
Vancouver Branch, 109 Powell St.
U.S. Factory, Indianapolis, Ind.

—PUMPS—

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

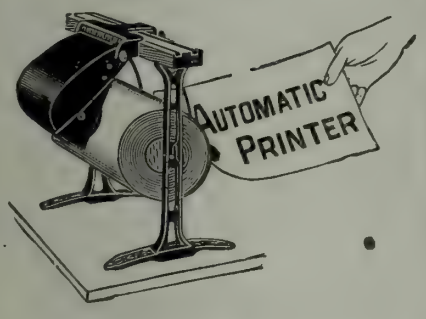
All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER · · · ONTARIO

MAKE YOUR PARCELS ADVERTISE YOU



You can make each parcel that goes out of your store advertise you. The advertisement will go into many houses where you could not otherwise get it and will identify your name with quality and satisfaction that the purchaser gets from your goods.

The Automatic Printing Device prints the advertisement on the wrapper by the action of unrolling the paper No extra work. No trouble.

Write for our Leaflet which describes the details and advantages of this valuable device and gives you prices.

UTILITIES LIMITED
73 Bank of Ottawa Bldg., · MONTREAL

Attention!

Here's the line of splendid sellers



Are you handling the

Buster Brown

Children's Express Wagons?

They are beautifully made, painted, strong and easy-running. Handy around farm, home or store.

In 4 sizes. Send for prices.

WOODSTOCK WAGON & MFG. CO., LTD.
WOODSTOCK, ONT

Western Representatives
JAS. STEWART MFG. CO., LTD., Winnipeg, Man.

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

93°

in the shade

! ! !



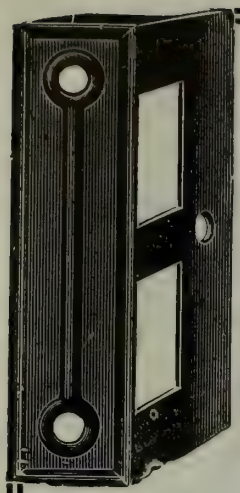
When your customers stagger in with their tales of hot kitchens and no appetites, etc.

Explain to them the merits of the

ERMALINE system of **COOKING** with paper **BAGS**

Write us for samples for distribution.

EDWARD LLOYD Limited
508 EASTERN TOWNSHIPS BANK BLDG.
MONTREAL



NATIONAL
Steel Rim LOCK

The *National* lock is *superior* to all others in simplicity of construction, strength, durability and quality of finish.

It will attract the *best hardware* buyers to your store. It will give perfect satisfaction.



The world needs a trouble saver—we have it. Let us convince you before you buy. Write for samples and prices.

National Hardware Co., Ltd.

ORILLIA, ONTARIO, CANADA



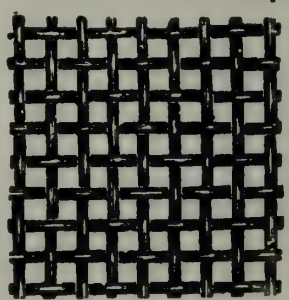
GOODS THAT LAST

WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

Perforated Sheet Metals
General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.

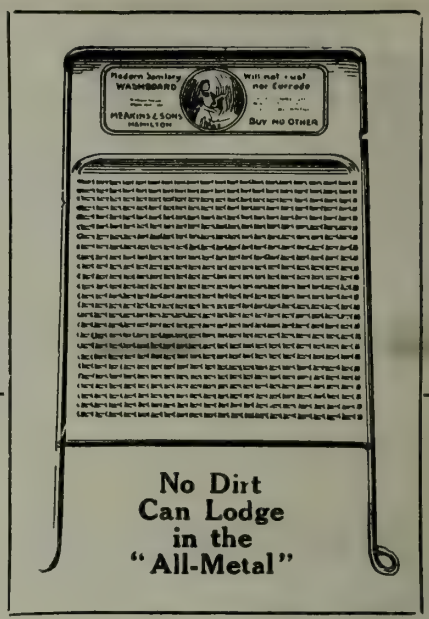


Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

Canada Wire and Iron Goods Company
HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.



No Dirt Can Lodge in the "All-Metal"

It Stands to Reason

that an all-metal washboard made in one piece will outwear the old-fashioned wooden kind many times. Then if this is a fact, the all-metal washboard is the most economical. This feature alone is one that prompts the housewife to buy MEAKINS' SANITARY WASHBOARDS when the dealer shows her this modern production in the art of wash-board making. Meakins' Sanitary Washboards give no chance for dirt to lodge or metal to loosen to scratch the hands. The "All-metal" has won favor for its practicability, and sanitary construction. It will not rust or corrode. Send for particulars and prices.

Meakins & Sons
Hamilton - Ontario



No. 1.—Large, size, 28¾ x 16¾ x 16¼. Double Cover.

Three Months More

before the iceman hunts another job. The warm weather hung off for a long time, but it's here now, and means to stay right up to the end.

People who have delayed purchasing large Refrigerators are now looking for inexpensive substitutes.

Our Galvanized Ice Boxes and Refrigerators are just the thing for small households, picnics, tenting parties, summer excursions, etc.



No. 3.—Size 23 x 17 x 16. Double walls and cover. Nickel-plated faucet.

Both made of heavy galvanized iron, japanned and oak grained. Each Ice Box packed in a wooden crate.

E. T. WRIGHT & CO. - - **HAMILTON, CANADA**
H. G. WRIGHT

Does Your Mind Ever Feel Sluggish?

There are hundreds of patent medicines which claim to cure the sluggish mind.

It has been discovered by hundreds who are susceptive to this trouble, that the most successful and permanent cure is to join the sales force of MACLEAN'S MAGAZINE, and take subscriptions for this great monthly.

It gives relaxation from your regular routine of work. It is healthful, pleasant and educative. It develops you physically and mentally.

Hundreds of men and women are to-day earning $10.00, $12.00 and $15.00 per week during their spare hours, by taking subscriptions for MACLEAN'S MAGAZINE, who a year ago, some only six months ago, were wasting their valuable spare hours doing nothing.

Work never killed any man.

Taking subscriptions for MACLEAN'S MAGAZINE is pleasant, healthful work and pays you better than you think.

Join our organization now. Do not put off writing for full information to

The MACLEAN PUBLISHING COMPANY, Limited

143-149 UNIVERSITY AVENUE : : : : TORONTO, ONT.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

Through a little effort at advertising and a big effort at producing the best article that skilled mechanics and A-1 materials could produce, our

Klondike and Jubilee Brooms

have become known as the most reliable in the market. Just now we are devoting special attention to **perfecting the handles** of these lines by a new system of polishing—making them **"smooth as glass"** Try a sample lot, you'll be delighted.

Manufactured by

Stevens-Hepner Co., Limited
PORT ELGIN - ONTARIO

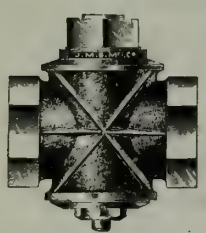
Not an Enterprise for the "Quitter"

"If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom

"He must know before he begins it that he must spend money—lots of it.

"Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

"Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."


ROUNDWAY STEAM COCK

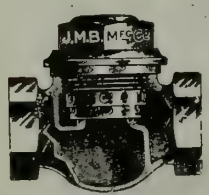


EJECTOR


J.M.T. VALVE

SELL OUR GUARANTEED

ENGINEERS' SUPPLIES



J.M.T. CHECK VALVE

We believe we have the largest line of Engineers' Supplies in Canada. You run no risk when selling our products, they are guaranteed to completely satisfy YOU and the engineer.

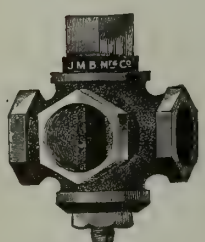
Our line is strictly up-to-date, finely finished and very durable.

If you want to procure the Engineers' patronage recommend OUR GOODS only.

Give Them a Trial—Write for Catalog.



INJECTOR



THREE WAY STEAM COCK

The James Morrison Brass Mfg. Co., Ltd.
93-97 Adelaide Street West .:. .:. TORONTO

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Pilabrasgo Portables

PILABRASGO

Great Big Sellers

¶ You can ginger up your sales a lot by featuring these splendid goods. And the quicker you get them in the better start you'll have.

¶ This season's line is by far the best you've ever seen. Simply *telling* about it doesn't begin to do it justice. There's absolutely nothing like it on the market. Wait till you see it—you'll say that yourself.

¶ Come on then. Let's get it going for a whirlwind season Canada's due for a big Portable business. Let's get it this year.

¶ Let's start it *now* while everything's brand new. We've got the photographs all ready for you. Want to see them ?

THE PITTSBURGH LAMP, BRASS AND GLASS CO.

Canadian Representative

R. E. Davis, 119 Wortley Road, London, Ont.

General Offices and Factories, Pittsburgh, Pa., U.S.A.

There Will Be A Large Demand
For the
CORONA ROASTER
After Once Introduced



This is a roaster that has become indispensable in thousands of homes.
It is **very attractive,** and is sure to find ready buyers in your vicinity.
A double air jacket, yet all of one piece of steel. **The hard, glossy enamel is as easily kept clean as a dinner plate.** Has no seams to cause trouble, or creases to make it hard to clean.
Absolutely guaranteed and backed by our long retained reputation for **high quality.**
Write us for catalogue and full particulars.

The Enterprise Enamel Co.
BELLAIRE, OHIO

CLASSIFIED LIST OF ADVERTISEMENTS

Abrasive Wheels
London Emery Works, London, Eng.
Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels, Hamilton.

Aluminum Ware
Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
Ware Mfg. Co., Toronto.
Wondershine Limited, Toronto.

Ammunition
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York.

Animal Traps
Oneida Community Ltd., Oneida, N.Y.

Anchors
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.

Auger Bits
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
Tobin Arms Mfg. Co., Woodstock.

Babbitt Metal
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
Tallman Brass & Metal Co., Hamilton.

Bar Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Bale-Ties
Laidlaw Bale-Tie Co., Hamilton, Ont.

Bar Urns
Buffalo Mfg. Co., Buffalo, N. Y.

Bath Room Fittings
Buffalo Mfg. Co., Buffalo, N.Y.
S. Sternau & Co., Brooklyn, N.Y.

Belting
Dominion Belting Co., Ltd., Hamilton
Sadler & Haworth, Montreal.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bird Cages
E. T. Wright & Co., Hamilton.

Binder Twine
Plymouth Cordage Co., N. Plymouth, Mass.

Bolts and Nuts
London Bolt and Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
National Acme Mfg. Co., Montreal.

Boilers and Radiators
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.

Bolts—Expansion
Star Expansion Bolt Co., New York.

Brackets Shelf
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton
Stover Mfg. Co., Freeport, Ill.

Brass, Sheets, Tubes and Rods.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton

Brushes.
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.

Bridle Rings—Galvanized, Brass and Plain.
Star Expansion Bolt Co., New York.

Builders' Tools and Supplies.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lufkin Rule Co., Saginaw, Mich.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., N. Britain

Builders' Hardware.
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough.

Butts.
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, C.

Cans
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Carriers, Cash and Parcel
Hamilton Brass Mfg. Co., Hamilton.

Carpet Sweepers
Bissell Carpet Sweeper Company, Grand Rapids, Mich.

Carriage Heaters
Chicago Flexible Shaft Co., Chicago.

Carriage Springs and Axles
Guelph Spring and Axle Co., Guelph.

Cartridges
Dominion Cartridge Co., Montreal.

Cash Registers
National Cash Register Co., Toronto.

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Cement
Canada Cement Co., Montreal, P.Q.
Alf. Rogers, Ltd., Toronto.
B. & S. H. Thompson & Co., Montreal

Churns
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont
Maxwell, David, & Sons, St. Mary's, Ont

Chafing Dishes
Buffalo Mfg. Co., Buffalo.
S. Sternau & Co., Brooklyn, N.Y.

Chaplets
S. Cheney & Son, Manlius, N.Y.

Chicken Coops.
Triangle Mfg. Co., Freeport, Ill.

Clippers—All Kinds
American Shearer Mfg. Co., Nashua, NH
Chicago Flexible Shaft Co., Chicago.
Coates Clipper Mfg. Co., Worcester, Mass.

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines
Cummer-Dowswell Ltd., Hamilton, Ont
Hamilton Cotton Co., Hamilton.

Clothes Wringers
Cummer-Dowswell Ltd., Hamilton, Ont
American Wringer Co., New York City
Lovell Mfg. Co., Erie, Pa.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Cow Ties
Greening, B., Wire Co., Hamilton.
McKinnon Dash and Metal Co., St. Catharines.
Oneida Community, Ltd., Niagara Falls

Cuspidors
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co., Montreal
Crookes, Jonathan & Son.
Dorken Bros. & Co., Montreal.
Greeff, Bredt Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.

Door Bolts.
Montreal Hdwe. Mfg. Co., Montreal.

Door Checks.
Wm. Keating, Toronto.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.

Door Hangers.
F. E. Myers & Bro., Ashland, O.
Richard Wilcox Mfg. Co., Aurora, Ill.

Door Springs.
Stover Mfg. Co., Freeport, Ill.

Drawer Pulls.
P. & F. Corbin, New Britain, C.
Stover Mfg. Co., Freeport, Ill.

Drills, Brick and Stone.
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.

Drills—High Speed
Alexander Gibb, Montreal.

Drinking Cups
Hero Mfg. Co., Philadelphia.

Dry Batteries
Canadian Carbon Co., Winnipeg.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.

Emery or Corundum Wheels
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels Limited, Hamilton, Ont.
London Emery Works, London, Eng.

Electric Fixtures
The Barton-Netting Co., Ltd, Windsor Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Emery Cloth
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Emery Wheels.
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Enameled Ware
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
McClary's, London, Ont.

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Fencing—Woven Wire
The Steel Co. of Canada, Ltd., Hamilton.
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor, Banwell & Co., Walkerville.

Files and Rasps
Barnett Co., G. & H., Philadelphia, Pa
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.

Firearms and Ammunition
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
Tobin Arms Mfg. Co., Woodstock.

Fire Escapes
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.

Fire Grates.
Ohio Foundry & Mfg. Co., Steubenville, O.

Fine Irons
Stover Mfg. Co., Freeport, Ill.

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont.

Flint Paper
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Food Choppers
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.

Foot Warmers
Chicago Flexible Shaft Co., Chicago.

Forgings
Steel Co. of Canada, Limited, Hamilton.

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd, Hamilton.

Galvanized Iron
W. Gilbertson & Co., Ltd., Alex. Gibb, Montreal, Agent.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Glass
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
B. & S. H. Thompson & Co., Montreal.

Glass, Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass Paper
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Glass, Wired
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto

Glaziers' Diamonds
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.

Grinding Machinery.
London Emery Works, London, Eng.

Grindstones
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.

Guns
Harrington & Richardson Arms Co. Worchester, Mass.
Tobin Arms Mfg. Co., Woodstock, Ont.
C. J. Hamilton & Son, Plymouth, Mich.

Hammers
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles
Still, J. H., Mfg. Co., St. Thomas.
W. C. Crawford Co., Tilbury.

Hardware, Metal Window.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.

Hay Unloading Tools
F. E. Myers & Bro., Ashland, Ohio.

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.

Hinges, Spring
Chicago Spring Butt Co., Chicago.
Standard Mfg. Co., Shelby, Ohio.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
St. Marys Wood Specialty Co., St. Marys.

Hooks
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.

Hoop Iron
The Steel Co. of Canada, Ltd., Hamilton.

Hoops—Steel and Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails
Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools
North Bros. Mfg Co., Philadelphia, Pa

Iron and Steel Bars
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton
London Rolling Mill Co., London.

Iron Pipe
Steel Co. of Canada, Ltd., Hamilton.
Canada Tube & Iron Co., Montreal.

Iron Pumps
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
Red Jacket Mfg. Co., Davenport, Iowa
F. E. Myers & Bro., Ashland, Ohio.

Knife Polish
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf
Hamilton Brass Mfg. Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
Richards Wilcox Mfg. Co., Aurora, Ill.

Lamps, Acetylene
Maple City Mfg. Co., Monmouth, Ill.

Lampblack
The L. Martin Co., New York.
Wilckes Martin Wilckes Co., New York

Lanterns
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.

Lawn Fencing
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville
Banwell Hoxie Wire Fence Co., Hamilton.

Lawn Mowers
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia
Clipper Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Swings
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lightning Rods
Hamilton Brass Mfg. Co., Hamilton, Ont.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools
Pink, Thos., & Co., Pembroke, Ont

Manufacturers' Agents
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes
Stover Mfg. Co., Freeport, Ill.

Metals
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
McKechnie Bros., Birmingham, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co.,Montreal

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.
John C. Wilson, Ottawa.

Metal Stove Fronts
Canada Foundry Co., Ltd., Toronto.

Mop Holder
Theo. J. Ely Mfg. Co., Erie, Pa.

Mop Wringers
Theo J. Ely Mfg. Co., Girard, Pa.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.

Nails, Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. C., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton.

Oilers
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T. & Co., Hamilton, Ont.

Oil Stones
Canadian Hart Wheels, Hamilton, Ont
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont

Packing
Garlock Packing Co., Hamilton, Ont.

Paints, Oils, Varnishes
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover
Chadeloid Chemical Co., New York.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.

Perforated Sheet Metals
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Samuel Benjamin & Co., Toronto.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pliers
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Poultry Netting
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John Lysaght, Ltd., Bristol, Newport and Montreal.

Pruning Knives
International Tool Co., Detroit.

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Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg. Co., Davenport, Iowa.

Pumps, Power
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.

Rat Traps
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Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.

Razors
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.

Razor Blades.
Schramberger, Uhrfedernfabrik, Schramberg, Germany.

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton.
Carborundum Co., Niagara Falls, N.Y.

Razor Strops
J. R. Torrey & Co., Worcester, Mass.

Registers
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrosteel Co., Bridgeburg.

Rivets
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co. of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.

Rope
Independent Cordage Co., Toronto.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.

Saws
Atkins, E. C., & Co., Indianapolis, Ind.
Disston, Henry, & Sons, Philadelphia.
Drabble & Sanderson, Sheffield, Eng.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Ont.

Screen Door Sets
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Screws, Nuts, Bolts
National Acme Mfg. Co., Montreal.
Steel Co. of Canada, Limited, Hamilton.

Screws, Wood
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.

Scythe Stones
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.

Shelf Boxes
Cameron & Campbell, Toronto.

Shellacs
Berry Bros., Walkerville.

Shovels and Spades
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Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silverware
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.

Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.
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Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

Spring Hinges, Etc.
Chicago Spring Butt Co., Chicago, Ill.
Standard Mfg. Co., Shelby, Ohio.

Stains, Shingle
Berry Bros., Walkerville.

Stains, Wood
Berry Bros., Walkerville.

Staples
B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton.

Steel—High Speed
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops
Steel Co. of Canada, Ltd., Hamilton.

Stencils
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont.
Herod Machine & Stamping Co., Brantford.

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Hamilton Brass Mfg. Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.

Tacks
The Steel Co. of Canada, Ltd., Hamilton.

Tapes
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Armstrong Bros. Tool Co., Chicago.
Robt. Sorby & Sons, Sheffield.
Stanley Rule & Level Co., New Britain.
International Tool Co., Detroit.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.

Tool Grinders
American Grinder Mfg. Co., Milwaukee Wis.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont.
Renfrew Scale Co., Renfrew, Co.

Varnishes: See Paints
Berry Bros., Limited, Walkerville, Ont
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators
Harris, J. W., Co., Montreal.

Vises
Henderson & Richardson, Montreal.
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.

Wall Plaster
Manitoba Gypsum Co., Winnipeg.

Waffle Irons
Stover Mfg Co., Freeport, Ill.

Wagons—Children's
Wodstock Wagon Co., Woodstock.

Washers
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

White Lead
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Howland, H. S., Sons & Co., Toronto
Lewis Bros. & Co., Montreal.

Window Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery
Ed Brand, 472 Moss Lane., Manchester Eng.

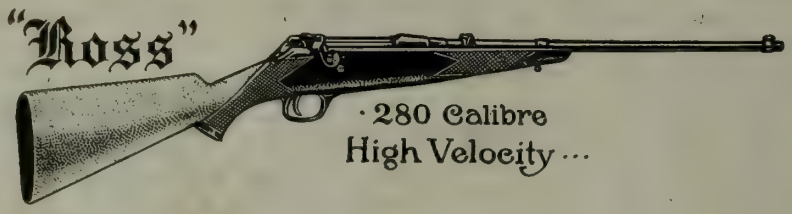
Wire Products
Andrews Wire Works, Watford, Ont.

Wire Rope.
The B. Greening Wire Rope Co., Ltd. Hamilton.

Wire Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Jas. Steele Limited, Guelph, Ont.

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Berry Bros., Walkerville.

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Quite a few go to your store and could be tempted by a "Ross" High Velocity Rifle.

In fact, every sportsman, who has the price, will look longingly at this arm and require very little coaxing to buy it.

And this one sale is not a bad day's work!

If you have not any in stock, write at once for discounts and full particulars.

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WOOD SCREWS

Have a decided advantage over other styles of wood screws. By having a square hole, into the centre of which a specially designed screwdriver fits snugly, it does away with all possibility of slipping, which often proves disastrous to the screw, and wastes a considerable amount of the workman's time.

They will sell on sight—get our prices at once.

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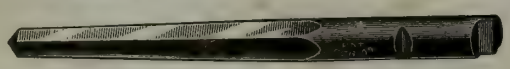






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TORONTO WAREHOUSE, 19 Jarvis Street, - F. J. Schuch, Agent





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HARDWARE AND METAL

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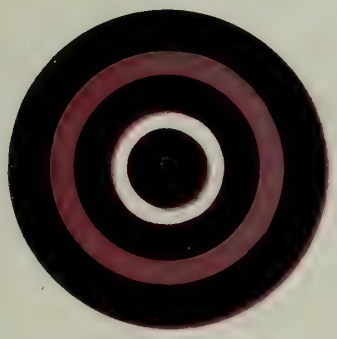
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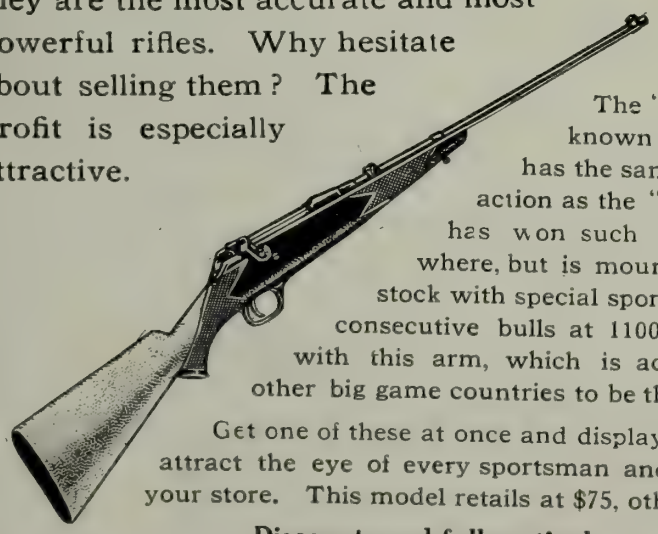
July 27, 1912

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Discounts and full particulars on application.

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In order to enable Canadian dealers to get the maximum benefit from the Big Ben campaign now running in Canadian magazines, we are packing Big Ben specially for Canadian trade, six in a carton with a full set of store selling helps (two posters, two show cards, two metal signs.)

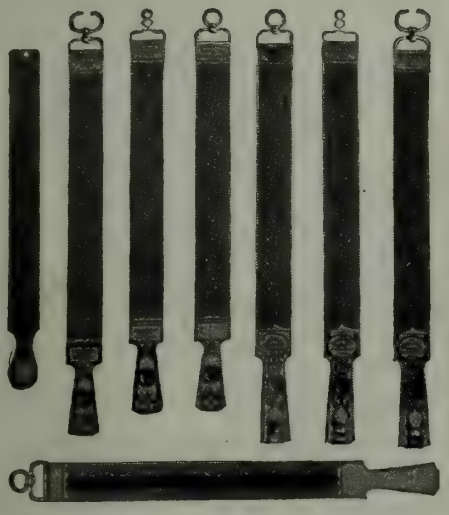
On an order for 12 we add a solid mahogany display stand. On an order for 24 or more, we print your name on dials, give the posters, display stand, and a beautiful metal sign lithographed in five colors.

Big Ben and his selling helps are being carried in stock by 54 wholesale Canadian distributors. We will be glad to let you have their names upon request. Any will tell you Big Ben is the best made and the best selling alarm that's ever been put out.

In broken and dozen lots, $2.15 less 2%. In lots of 24, $2.05 less 2%.

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The Carborundum Razor Strop

THE best strop for home or shop—made from the best of selected leather—soft, smooth, pliable. One of the big features of the Carborundum Strop is the Corrugated Sharpening Side—the corrugations and the texture of the leather are filled with the finest of Carborundum powder—this gives a sharpening side that is lightning fast. The finishing side is soft, smooth, velvet-like. The hardware and fitting of the strops are novel and practical—especially the split ring holder. Every strop is backed by the Carborundum guarantee.

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stand ready to serve you in the same satisfactory manner in which they have served both trade and consumer for over a quarter of a century. The construction is of the same high class. They run easy, freeze quickly and take the smallest amount of ice and salt of any freezer made. The extensive advertising from season to season has created a permanent demand. They bring trade and help you keep it.



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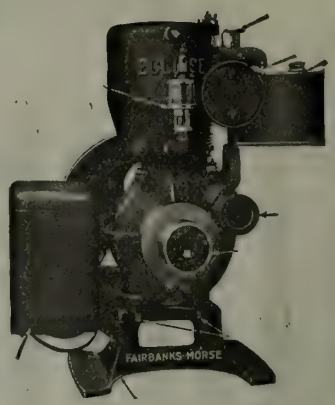
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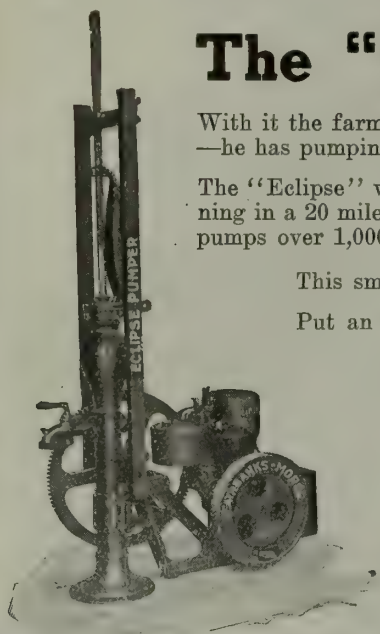
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Every Farmer is a Prospective Buyer

At one time the farmer endorsed the windmill as a convenience and necessity. Since then times have changed. New things are constantly taking the place of the old. Such is the case with





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With it the farmer does not have to depend on the wind or the weather —he has pumping power when he needs it.

The "Eclipse" will pump as much water as a 10 or 12 ft. windmill running in a 20 mile wind. It uses about one pint of gasoline per hour, and pumps over 1,000 gallons of water.

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Bodies and Bottoms stamped in one piece.



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Spouts Double Seamed to body with handle stops on ears.

Each Kettle is packed separately in a cardboard box.

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Particularly true is this of the Disston Saws and Tools, and in calling special attention to the

Disston PLUMBS and LEVELS

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QUALITY

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Look them up.
It will pay you.

We are headquarters for Disston goods

LEWIS BROS., LIMITED

OTTAWA
TORONTO
MONTREAL
VANCOUVER

You'll want the new goods early

Send for the Pilabrasgo Man

¶ Every part of every piece in the immense Pilabrasgo line of oil, gas and electric goods is a product of the Pilabrasgo shops.

¶ Pilabrasgo goods *can't* be duplicated till they're old. They're not only assembled —they're *originated* and *made* right in our own plant.

The Pilabrasgo line assures your stock's everlasting newness. It's the only one that does.

¶ And this year's showing is better than ever. Send for our man *NOW.*

The Pittsburgh Lamp, Brass and Glass Co.

General Offices and Factories: PITTSBURGH, Pa., U.S.A.

Canadian Branch — PILABRASGO — 119 Wortley Road, London, Ont.

R. E. DAVIS, Special Representative.

CANADIAN NATIONAL EXHIBITION

TORONTO

Aug. 24th — Sept. 9th

OFFICIAL OPENING:
H.R.H. THE DUKE OF CONNAUGHT
MONDAY, AUGUST 26th.

Imperial Cadet Review and Competitions

Representation Corps from Australia, New Zealand, South Africa, England, Scotland, and the Provinces of the Dominion.

Two Great Musical Attractions
SCOTS GUARD BAND
BESSES O' TH' BARN BAND
Both from England.

WONDERFUL HISTORICAL SKETCH
SIEGE OF DELHI

60 Numbers Nightly—IMPERIAL FIREWORKS—60 Numbers Nightly



Print No. 9

The above cut shows only a sectional view of a large case. **Watch this ad.** It will contain a different section every week. **Clip out the cuts, with the number,** and save them for reference in designing a case to meet your particular requirements, then **write us** for specifications and prices.

Brighten up your store for the fall trade—the results will surprise you.

Circulars, giving full information, special lines, show cases, etc., on request.

TRADE COMES FAST TO THE ATTRACTIVE STORE

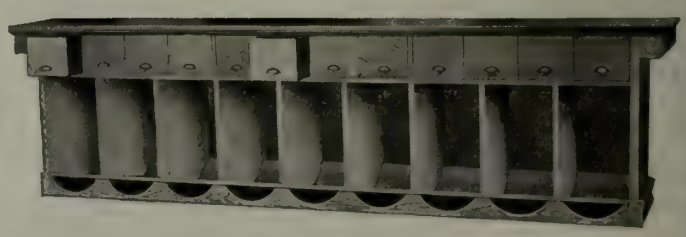
An attractive store is the secret of many a dealer's success. It really invites buyers.

BERLIN HARDWARE DISPLAY CABINETS

Give the store an up-to-date, systematic appearance which appeals to the public.

They are designed to meet the requirements of every dealer, are made of oak and excellently finished. They are so constructed that goods are displayed behind glass doors or display front compartments. This is a decided advantage over the ordinary case, as guns, tools, etc., are always free from dust or dirt.

Print No. 12

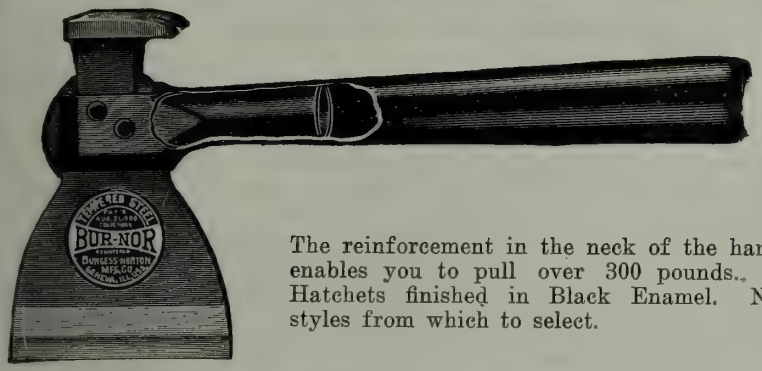


Rear elevation of our solid panel counter showing drawers and nail bins in rear.

The Walker Bin & Store Fixture Co. Limited

Manufacturers and Designers of
Modern Store Fixtures — **Berlin, Ontario**

They Are 50% Stronger Than Second Growth Hickory



That's **ONE** Reason why you should Stock **Bur-Nor All-Steel Hatchets.**

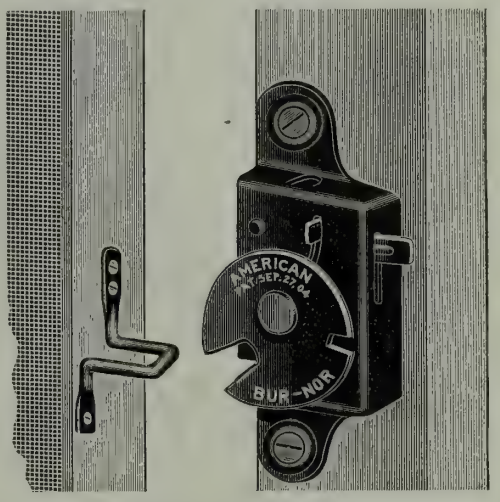
The reinforcement in the neck of the handle enables you to pull over 300 pounds. All Hatchets finished in Black Enamel. Nine styles from which to select.

American Screen Door Catches

Will catch every customer. They prevent slamming, sagging, or warping, and fit any door that swings. The season is on. By ordering now you can still get your season's supply in time. Get our new catalogue. It's free. Send for it to-day.

BURGESS-NORTON MFG. CO.

Geneva, Illinois, U.S.A.



No. 3—With Lock
(Showing the Door Open)



Marlin Hammerless Repeater
Model 28, 12 Gauge, 6 Shots, Matted Barrel

SELL THE GUN EVERY SHOOTER WANTS! —THE BEST PUMP GUN IN THE WORLD

THIS new Model 28 Marlin is in every way the best repeating shotgun made. Has no objectionable humps or bumps, no holes on top for gas to blow out through or water to get in; its Solid Breech is not a thin shell of wood but is **solid steel** inside and outside; it has a neater action and a more finely modeled buttstock, better lines and more style than any other similar construction. **It is the safest breech loading shotgun ever built.** Note these features:

Hammerless; Solid Steel Breech, inside as well as out; Solid Top; Side Ejection; Matted Barrel; Press-Button Cartridge Release; Automatic Recoil Hang-Fire Safety Device; Double Extractors; Take-Down; Trigger and Hammer Safety.



Cartridge Release Button and Matted Barrel on all *Marlin* Hammerless Shotguns

The barrel is handsomely matted on top for its entire length, exactly the same as our highest grade hammer guns. The matted barrel prevents radiation of heat from top of barrel or reflection of the sunlight from interfering with shooter's aim. **This high-grade and exclusive feature has never before been furnished on standard grade repeating guns.**

Shooters would willingly pay more for this gun—it's worth more than any other—but it is priced at $22.60, **so you can sell it and make a good profit.** Place your stock order now—you will need a good supply.

Ask us for circulars for your trade—or price lists or electrotypes—free on request.

The Marlin Firearms Co.

91 WILLOW ST., NEW HAVEN, CONN.

Makers of Marlin Repeaters, Ideal Reloading Tools, etc.

THE
STEEL COMPANY OF CANADA
LIMITED

WIRE NAILS

HAY BALING WIRE

BALE TIES

Book Your Order Now
for
Fall Shipment

DISTRICT SALES OFFICES:

HAMILTON, TORONTO, MONTREAL, WINNIPEG

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.

Samson Galvanized Ware

is not dipped. It is made from the very finest quality galvanized iron.



SAMSON
GALVANIZED METAL WARE

Strictly a Durability Product—Water Tested—Sanitary. This is a line we can confidently recommend as being Extra Value. Well made, reinforced where needed, practically indestructible, the latest improvements are incorporated in this line, making it a very attractive and profitable seller.

SEND US YOUR ORDER

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

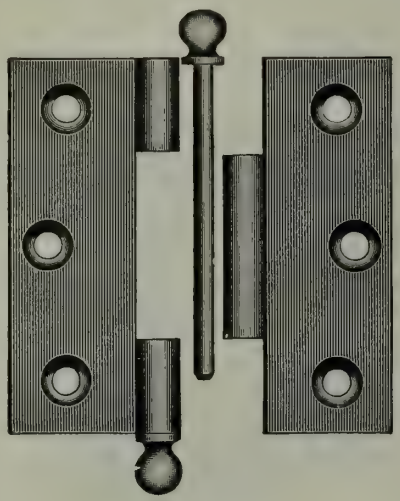
TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

Crescent Brand HARDWARE



Butt Hinges Strap Hinges Tee Hinges

Barn Door Hangers Parlor Door Hangers

Trolley Hangers Hinged Hasps Shelf Brackets

Wrought Staples Rollston Pulleys

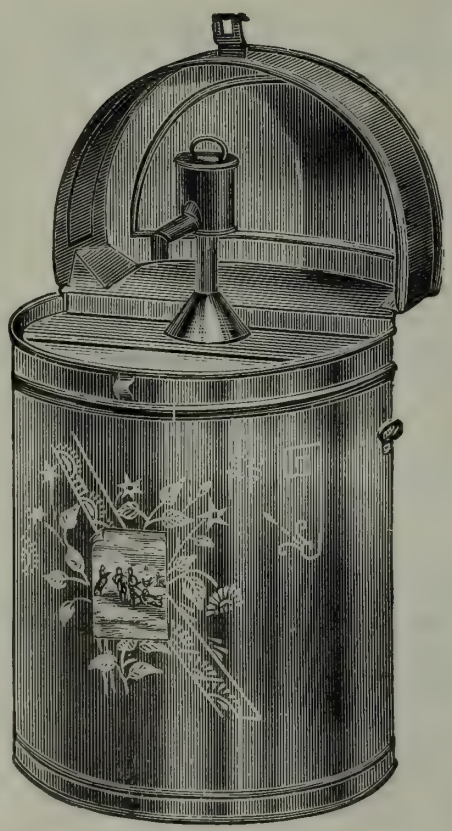
Gate Hooks Wagon Hardware Etc. Etc. Etc.

Steel Sheets Bands Bars

Rods Wire

CANADA STEEL GOODS CO., Limited

HAMILTON - - - CANADA



Davidson's "Queen" Oil Tanks

For Storing Coal Oil, Linseed Oil, etc.

Made of Heavy Galvanized Iron. Handsomely Japanned and Ornamented. The bottom is protected from damage by an inset stand of wood, one inch thick. Fitted with interchangeable pump. Also Measure tray with hinged cover and padlock hasp.

	3 SIZES		
	½ Bbl.	1 Bbl.	2 Bbls.
Approx. Capacity Gallons	25	50	100

Write for prices

THE THOS. DAVIDSON MFG. CO. LIMITED

MONTREAL WINNIPEG TORONTO

DISSTON
Quality Tells

The mechanic using

DISSTON
SAWS, TOOLS and FILES

obtains those full and satisfying results which make him an earnest advocate of the DISSTON BRAND.

HENRY DISSTON & SONS
INCORPORATED
Keystone Saw, Tool, Steel & File Works
Established 1840 PHILADELPHIA, PA.

Wholesale Agents Wanted in Toronto and Winnipeg
FOR

"F.M." PRESSED STEEL MILK CANS
The Standard Cans of the World

APPLY:—

Burmeister & Wain's Export Company, Limited
COPENHAGEN F. DENMARK.

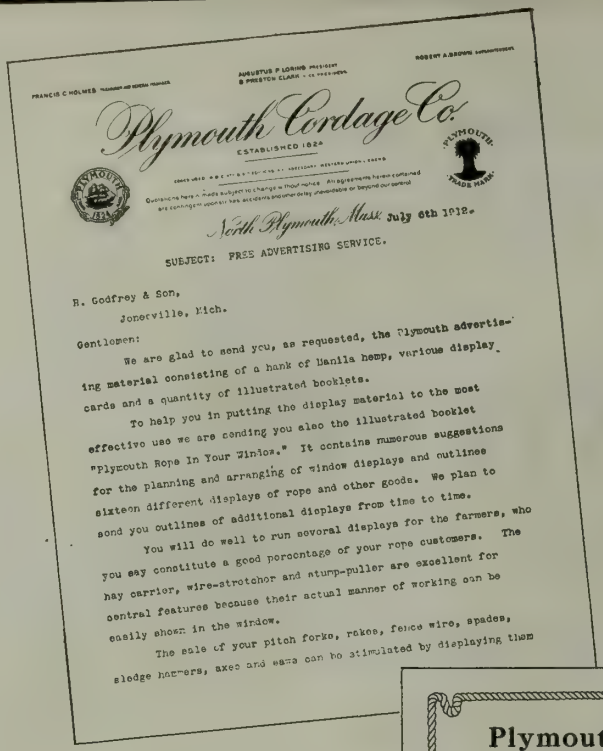


Cable Address: Burwain, Copenhagen

The most hygienic and practical cans made. Pressed from a single sheet of steel, they are stronger than ordinary cans. After years of wear they may be re-tinned equal to new. Fitted with a new rust preventing device which prolongs the life of the can and prevents contamination of the milk.



HIGHEST AWARDS RECEIVED AT ALL EXHIBITIONS WE HAVE TAKEN PART IN



Plymouth Cordage Co.
ESTABLISHED 1824

North Plymouth Mass. July 6th 1912.

SUBJECT: FREE ADVERTISING SERVICE.

R. Godfrey & Son,
Jonesville, Mich.

Gentlemen:

We are glad to send you, as requested, the Plymouth advertising material consisting of a bank of Manila hemp, various display cards and a quantity of illustrated booklets.

To help you in putting the display material to the most effective use we are sending you also the illustrated booklet "Plymouth Rope In Your Window." It contains numerous suggestions for the planning and arranging of window displays and outlines sixteen different displays of rope and other goods. We plan to send you outlines of additional displays from time to time.

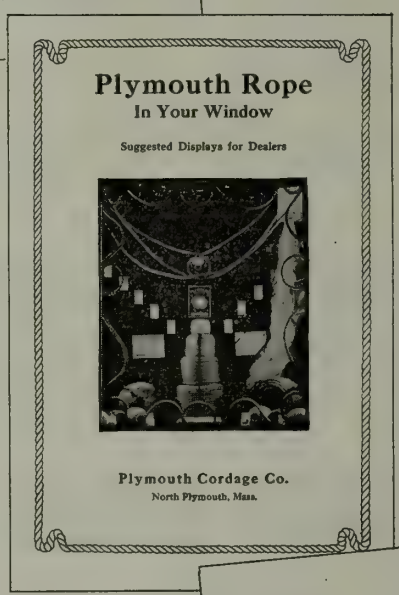
You will do well to run several displays for the farmers, who you say constitute a good percentage of your rope customers. The hay carrier, wire-stretcher and stump-puller are excellent for central features because their actual manner of working can be easily shown in the window.

The sale of your pitch forks, rakes, fence wire, spades, sledge hammers, axes and saws can be stimulated by displaying them

We Show You How

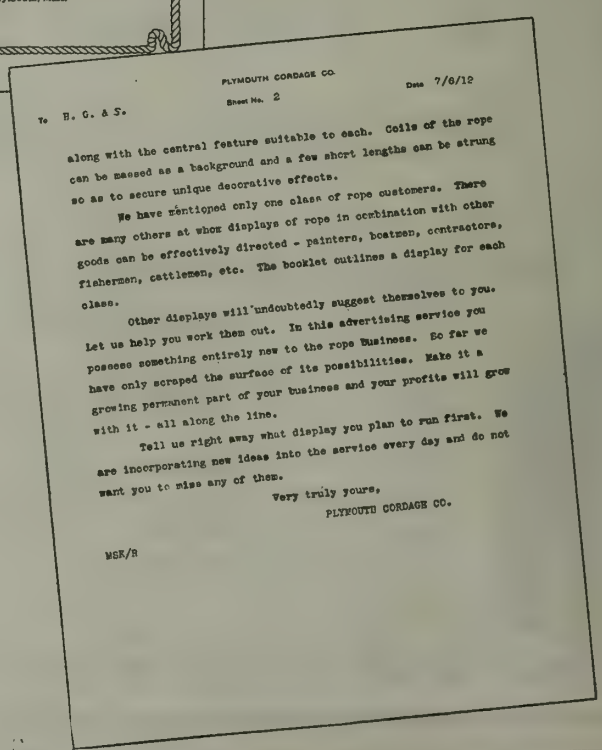
Set the Plymouth free advertising service at work in your store —it builds trade.

No great demand on your time. You can install a Plymouth window the day you receive the display material — our booklet shows you how.



Our letters will help you to work out questions peculiar to your store and community. Our bulletins will give you plans used by other stores.

Plymouth dealers can secure this service now by request—others as soon as they stock the rope. Write for full information.



PLYMOUTH CORDAGE CO.
Sheet No. 2
Date 7/8/12

To H. G. & S.

along with the central feature suitable to each. Coils of the rope can be massed as a background and a few short lengths can be strung so as to secure unique decorative effects.

We have mentioned only one class of rope customers. There are many others at whom displays of rope in combination with other goods can be effectively directed - painters, boatmen, contractors, fishermen, cattlemen, etc. The booklet outlines a display for each class.

Other displays will undoubtedly suggest themselves to you. Let us help you work them out. In this advertising service you possess something entirely new to the rope business. So far we have only scraped the surface of its possibilities. Make it a growing permanent part of your business and your profits will grow with it - all along the line.

Tell us right away what display you plan to run first. We are incorporating new ideas into the service every day and do not want you to miss any of them.

Very truly yours,
PLYMOUTH CORDAGE CO.

MSK/B

INDEPENDENT CORDAGE CO., LIMITED

Canadian Sales Agents.
55 Colborne St., Toronto, Ontario.

Stocks at

Toronto, Montreal, Halifax,
St. John, Winnipeg, Vancouver.

Sternauware Summer Specialties

The Cocktail Mixer

A NEW IDEA in Sternauware, so simple that you wonder why nobody thought of it before. The ingredients of one or several cocktails having been carefully poured into the shaker, it is closed and the separate elements of the appetizing drink are shaken into delightful unity. Then the knob is turned back and the cocktails are poured out. They, on Sternauware Trays, may be served to an appreciative party on the veranda or the lawn.

This Mixer and the Milk Shakers illustrated herewith are made in nickel-plate, handsomely finished and well built.



Milk-Shaker
With Egg-Beater



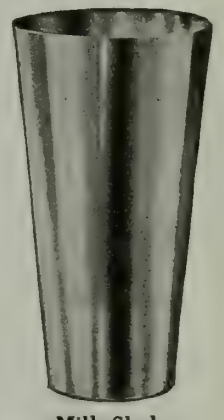
Milk-Shaker
With Strainer



The Cocktail-Mixer



Milk-Shaker
with Cover



Milk-Shaker

The Blue Book illustrates many other summer Specialties appealing to the housefurnishing trade. By all means send for a copy.

THE STERNAU SELF-CLEANING REVERSIBLE FILTER WILL APPEAL TO YOUR TRADE, FOR IT GUARDS THE HEALTH

THE STERNAU SELF-CLEANING REVERSIBLE FILTER

is superior to ordinary filters in that it is self-cleaning—a patented feature fulfilling a long-felt want.

By reversing the filter every day without taking it apart or off the faucet and then letting the water run through the filter until the water comes out clear, all accumulation is removed. Thus the filter is kept clean.



Illustrating the Filter adjustsd to faucet; also how it can be cleaned daily by reversing without removing from the faucet.

All drinking water should be filtered, for even though the water may appear clear it is not necessarily pure.

Some say to boil the water, but this makes the water both flat and impalatable.

Much disease is caused by not filtering the drinking water.

Therefore it behooves everyone to drink only filtered water, which can be had by using the

STERNAU SELF-CLEANING REVERSIBLE FILTER

Let us send you further particulars.

S. STERNAU & COMPANY

NEW YORK SHOWROOMS

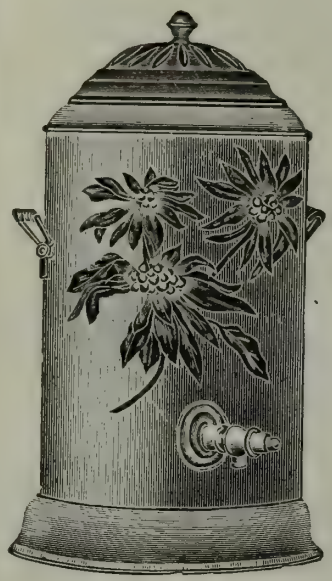
305 Broadway
N.W. Cor. Duane Street

MAKERS OF STERNAUWARE
COMPRISING
Fancy Teakettles, Chafing-dishes and their Accessories, Coffee machines, Trays, etc.

OFFICE and FACTORY

John and Gold Streets
BROOKLYN, N.Y.

Just Show This and The Sale is Made



McClary's
WATER COOLERS

White Enamelled - or
Galvanized Lined

Sizes 2 - 3 - 4 - 6 - 8 - 10 Gallon

You can suit any requirement with a beautifully finished absolutely perfect water Cooler.—THAT'S WHY

Delay will mean lost business—Order at once

McClary's London, Ont.

Toronto Montreal London Vancouver St. John, N. B. Hamilton Winnipeg Calgary Saskatoon

Dealers Can Reap Good Profits

BY SELLING

Rogers Portland Cement

This is a cement upon which every architect can absolutely rely as it has proved its superior weather-resisting qualities by its past service.
ROGERS' PORTLAND CEMENT has great strength, sets evenly and is absolutely uniform in action.
All orders receive prompt attention. Our service is quick and efficient.

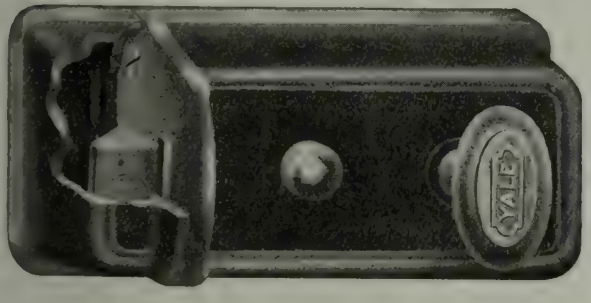
ALFRED ROGERS LIMITED

28 WEST KING STREET, TORONTO
N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG

YALE

No Locks are Yale Locks unless made by Yale & Towne

You will find that it pays you to carry a good assortment of Yale night-latches, because they give your customers security, while the name Yale always helps the standing of the store that carries Yale goods.



Yale Cylinder Night-latch No. 44

A combination night-latch and deadlock, offering in the most convenient form the highest security known.

Back up our Canadian magazine campaign with good store and newspaper advertising. We furnish free to dealers:

Window Displays	Newspaper Advertisements	Printed Matter
ready to install, that will actually sell goods.	ready to use for your own local paper.	for you to send to your prospective customers.

Dealers' Helps are shown and described in our booklet "Suggestions for Selling Yale Night-latches." Send for this and for our booklet, "Yale in Canada."

Canadian Yale & Towne Limited

Makers of YALE Products in Canada: Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works, St. Catharines, Ont.

C54-2

Hoe, Rake, Shovel,
Axe, Adze, Pick, Sledge,
Hay Fork, Manure Fork,
Peevie, Spike Maul,
Cant Hook,
Hammer

HANDLES Of Quality

WHIFFLETREES
DOUBLETREES
NECKYOKES

Our factory is located in the centre of the Hickory, Oak and White Ash belt of the Province of Ontario, therefore, we are in a position to secure raw materials of the very finest quality and at the lowest possible cost.

The many repeat orders which we are constantly receiving are proof positive that our goods and their profit-yielding qualities appeal to the trade.

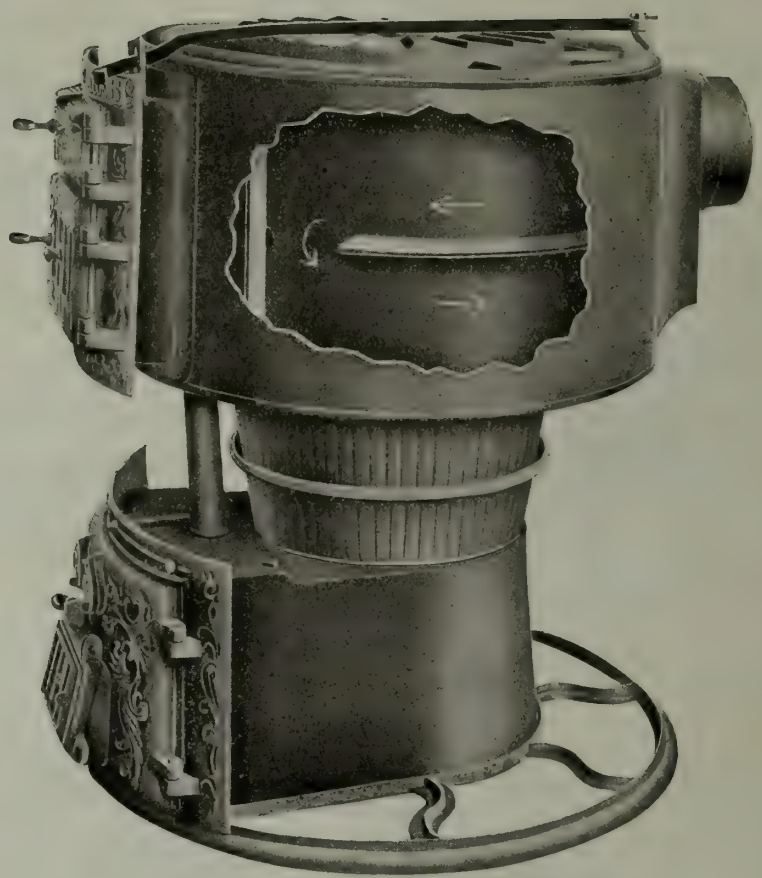
WRITE FOR CATALOGUE AND PRICES NOW.

W. C. CRAWFORD CO. LIMITED

Tilbury, - - - - Ontario

The Extra Long Fire Travel of

The Pilot Success Furnace



Is one of the many quick selling features of this high grade furnace. It prevents heat from going to waste up the chimney—keeps the home comfortable at a saving in fuel.

The Pilot Success gives a trade winning satisfaction. **Every user is an enthusiastic advertiser.**

Write at once for full description.

The Hall Zryd Foundry Co., Ltd.

HESPELER, ONTARIO

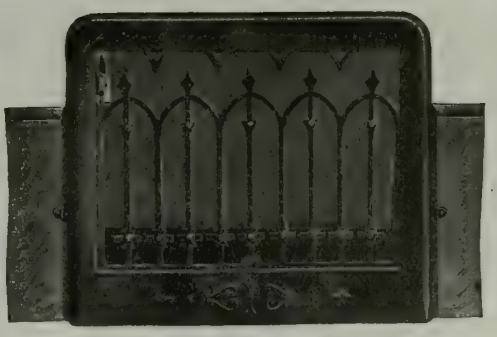
For Quick and Satisfactory Sales Try

"EMPIRE"

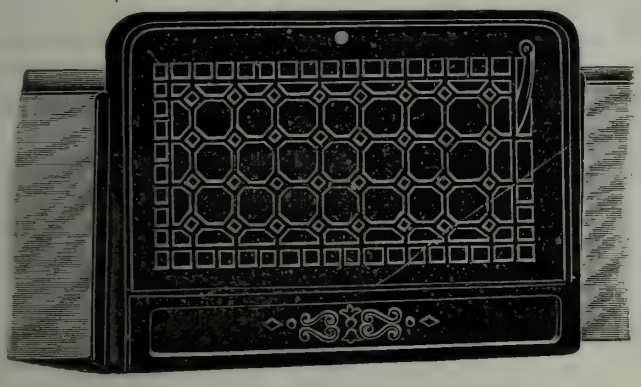
HOT AIR REGISTERS

These are two popular and very neat designs that are sure to attract those who are interested.

The "Empire Special" Register meets the demand for a register with a large opening. Has all the qualities that are required to assure the complete satisfaction of the user.



EMPIRE SPECIAL
New design, made in full sizes from 7 x 10 to 12 x 15



MOORISH DESIGN CAST REGISTER
Made in full sizes from 7 x 10 to 12 x 15

Made in Japanned, nickel-plated and oxidized

Write us to-day for full particulars, catalogue and discounts.

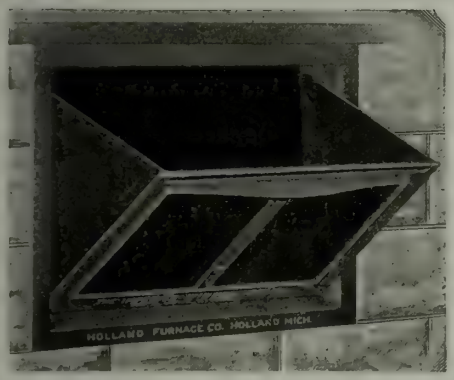
Others dealers are making good profits by handling this line—you can do the same. We guarantee to please you. *Do not Delay.*

THE

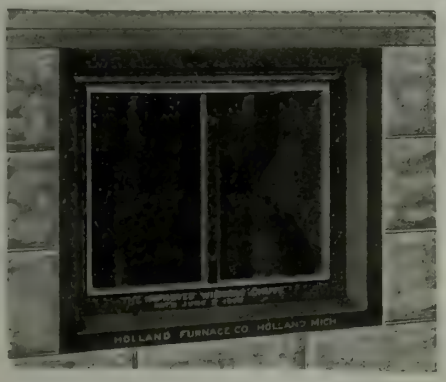
Canadian Heating & Ventilating Company, Limited

OWEN SOUND :: ONTARIO

Or The Canadian Heating and Ventilating Co. Branch:
521 Henry Avenue, Winnipeg, Man.



Chute Open



A Real Window

Here's A Window Chute

That Canadian Hardware Dealers will Find a Profitable and Ready Seller

This **WINDOW CHUTE** is a hard service chute that stands hard knocks.

Not only a **CHUTE** but useful **EVERY DAY** for **LIGHT**.

Saves cost of a **FRAME AND SASH**.

No **HINGES** on outside—looks like and is a window.

Easiest chute on market for mason or carpenter to set. No slanting **TOP** or **BOTTOM**.

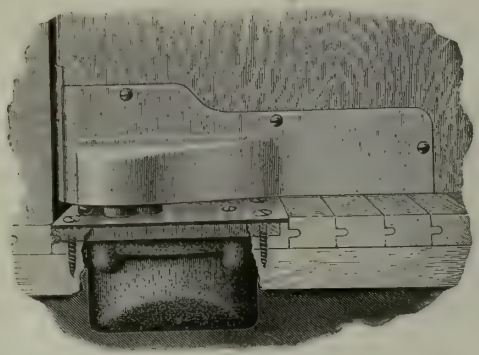
CHUTE will not **RUST OUT**. Is strong enough to support wall above it without buckling.

Has numerous other features. Many dealers are now buying in car-load lots. Let us submit full particulars.

HOLLAND FURNACE CO.

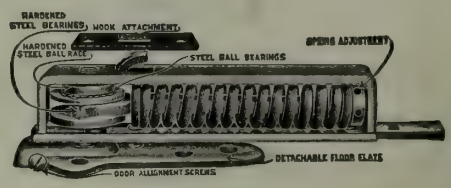
Sole Manufacturers and Patentees

HOLLAND : : MICHIGAN



Standard DOUBLE ACTING SPRING FLOOR HINGES

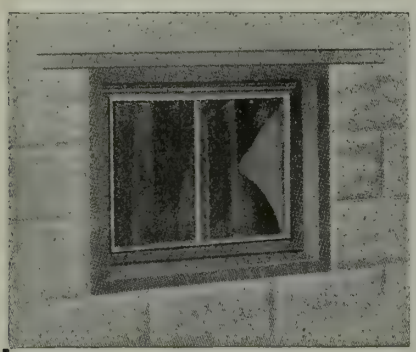
It is a door check and hinge combined.
It automatically closes the door without a slam.
It prevents children from being knocked down.
It prevents injury to hands if caught when door is closing.
It stops door exactly at center.
It holds door open automatically when desired.
It renders the action of door absolutely noiseless.
It will outwear three of the spring hinges now in common use.



REGULAR KIND

Patented—Canada, February 20, 1912.
" —United States, October 31, 1911.

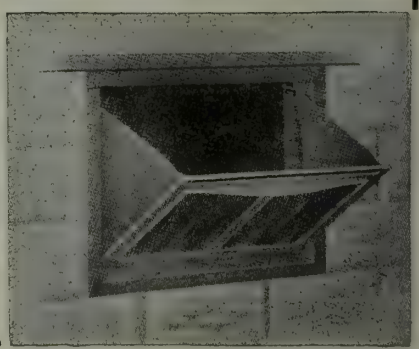
THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.



Sell This WINDOW-CHUTE

It Brings Excellent Results

Not only a chute, but useful every day for light.
Saves the cost of a frame and sash.
No hinges on the outside, looks like and is a window.
Easiest chute on the market for the mason or carpenter to set. No slanting top or bottom.
Will not rust out, and is strong enough to support the wall above it without buckling
Locks automatically from the outside by merely closing it.
Can be opened only from the inside.
No climbing over a dirty coal pile to lock or unlock.
No bolts, hooks or clips to get out of order.
The only real window combination hopper coal-chute.



Write for prices and full particulars.

D. J. BARKER & COMPANY -:- PICTON, ONT.



Here is YOUR Chance

to make your range department more profitable and more satisfactory.

"Happy Thought" Ranges

are known from one side of the continent to the other and recommended by every housewife who ever used them.

The **"HAPPY THOUGHT"** works equally well with coal or wood and gives a longer and more reliable service than any other.

This is not a claim, but a fact, and we can prove it.

Get a **"HAPPY THOUGHT"** Catalog at once. Each sale brings a good profit.

The William Buck Stove Co., Limited

Calgary Saskatoon Vancouver Brantford Montreal Winnipeg

CANADIAN TUBE & IRON CO., LIMITED
Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR JOBBER FOR

TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES
Black and Galvanized
All Sizes.

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works: Lachine Canal



WANTED—Live Dealers

TO HANDLE OUR COPPER COVERED STEEL CENTRE LIGHTNING ROD

The Oldest Established Business of this kind in Canada.

Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

WRITE TO-DAY FOR SAMPLES AND FULL PARTICULARS

Hamilton Brass Manufacturing Co.
(Successors) Limited
Hamilton, ∴ ∴ Ontario

MAPLE LEAF



"Improved Racer" Cross Cut Saw

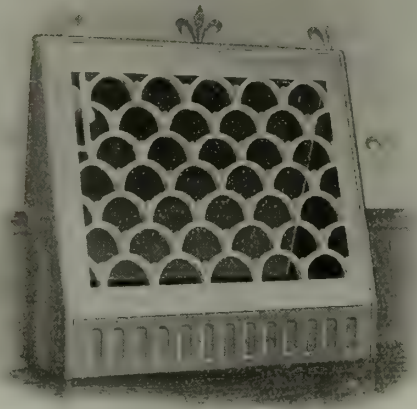
This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited
GALT, ONTARIO and VANCOUVER, B.C.

THE DEFIANCE

THE MOST POWERFUL
REGISTER IN THE WORLD



Fits a stack head EIGHT INCHES deep, and accommodates either a 12 in. or a 14. in. supply pipe. Write for prices.

Canadian Ferrosteel Co., Limited
BRIDGEBURG, ONTARIO



No. 1186 Coal Grate

MANUFACTURED BY

The Ohio Foundry & Manufacturing Co.

STEUBENVILLE, OHIO, U.S.A.

Manufacturers of all styles of coal or gas burning fire-place goods, as well as andirons and wrought fire-place trimmings.

IMPERIAL --- STANDARD --- SCALES

400 Varieties **Accurate, Durable, Well Finished**
——— Send for the large 128 page catalog and prices, No. 66 ———

Butchers' Scales
Bathroom Scales
Confectioners' Scales
Dairy Scales
Druggists' Scales
Foundry Scales
Grain Warehouse Scales
Grain Elevator Scales
Grocers' Scales
Tea Scales

Platform Scales

All Capacities

300 Lbs. to 3000 Lbs.



Letter and Postal Scales
Railway Depot Scales
Railway Track Scales
Rolling Mill Scales
Salt, Meat and Fish Scales
Stock Scales
Steelyards
Weigh Beams
Union Scales
Etc.

The Burrow, Stewart & Milne Co., Limited

HEAD OFFICE AND WORKS: HAMILTON
Offices and Warehouses at Toronto, Montreal and Winnipeg



The Hardwareman

who is not handling our

"Metallic" Ceilings and Walls

is not making as much money as he might.



How about you?

There is nothing to touch "Metallic" for Kitchen Ceilings and Walls.

WRITE US FOR CATALOGUE AND PRICE-LIST.

THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

C 91



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

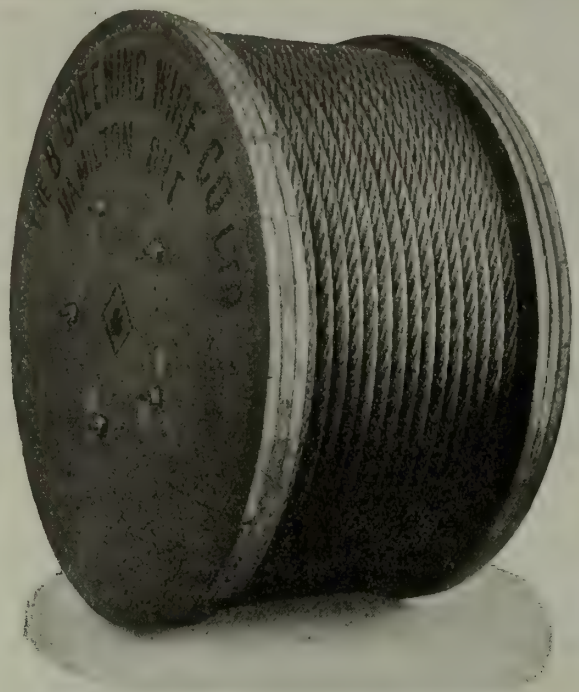
We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List. **Long Distance Phone No. 87.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of Lumber Tools

PEMBROKE, ONT.



WIRE ROPE

for

Hauling Threshing Machines
and moving Buildings

Hay Fork Ropes, etc.

We manufacture all kinds of
Wire Rope for all purposes.

Wire Rope Fittings

Wire Rope Grease

THE B. GREENING WIRE CO., Ltd.

Hamilton, Ont. **Montreal, Que.**

ALL YOUR CUSTOMERS WILL WANT THIS

Here Is What Has Been Needed to Make Perfect the Equipment of Fireless Cookers



"IDEAL" TRIPLICATE PAILS OF PURE ALUMINUM

For cooking several things at one time
in one compartment of a Fireless Cooker.

Freight Prepaid on First Order for one Dozen or More Sets

BIG DEMAND FOR THIS ARTICLE

TRIPLICATE PAILS OF ALUMINUM is what has been lacking to make the equipment of Fireless Cookers perfect. As always we lead with the latest and best cooking devices—things the people want. These pails are made from heavy seeets of PURE ALUMINUM, seamless and have self-locking covers. Each pail has capacity for two quarts. Three together 9½ inches in diameter. Same diameter as 8-qt. kettle.



Not only the IDEAL equipment for a Fireless Cooker (any make) but also splendid for cooking several things at one time over one burner of a GAS or OIL STOVE.

Prices: Retail $3.00 per set

Dealers $24.00 per Dozen Sets.

Made Exclusively by

THE TOLEDO COOKER CO., 1319 W. Bancroft St., TOLEDO, OHIO

LARGEST MANUFACTURERS OF COOKERS IN THE WORLD

SPECIAL OFFER COUPON FOR TRIPLICATE PAILS

TOLEDO COOKER CO., Toledo, Ohio:
I understand as a Special Introductory Offer to dealers on your Triplicate Pails of Pure Aluminum, you will PREPAY freight on first order for one dozen or more sets.

Send me .....doz. Sets
..... doz. "Lifters"
Name .....
Address .....

TERMS: 30 days, net; 2% cash, 10 days.



"IDEAL" Fireless Cook Stove

The Cooker with the "Water Seal" top. Pure aluminum lining; vulcanized solid oak outer casting.

Finest built, Best Cooking, Handsomest Cooker on the Market.

Send for our catalogues and prices on Steam and Fireless Cookers. Write to-day.

Preston Metal Garages

have met with such favor among automobile owners that they are becoming known all over the country. In order to handle inquiries coming in we want agents all over the country.

Every auto owner is a prospect. **Write to-day for full information in regard to the agency for your territory.**

MENTION HARDWARE AND METAL

THE METAL SHINGLE & SIDING Co. LTD

PRESTON ONT. MONTREAL QUE.

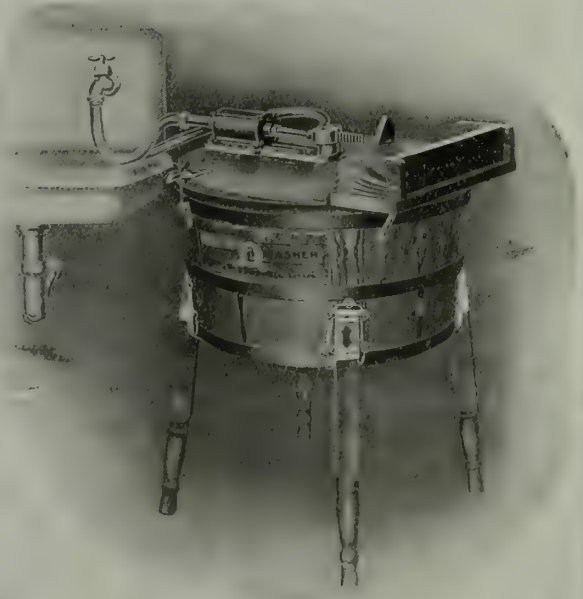
You Can Sell These Machines NOW!

They're hot weather washers because they wash clothes thoroughly without any labor

They Run Themselves



In every house where running water is available there is a possible purchaser.



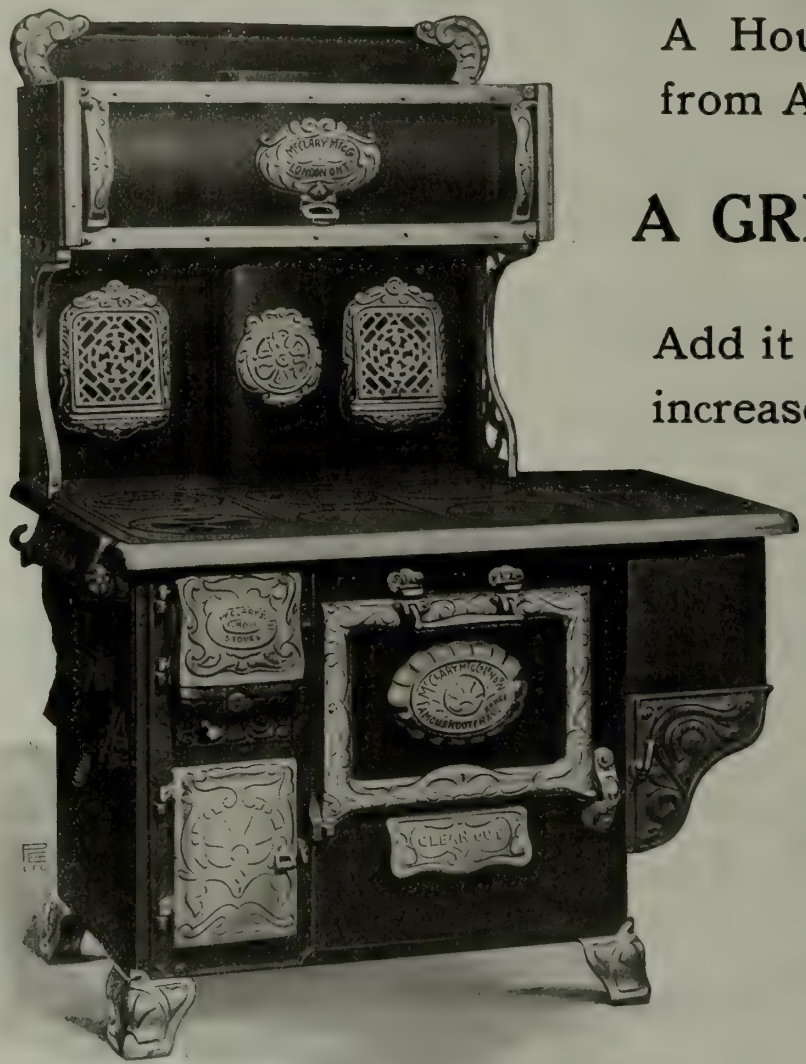
MADE BY

Cummer-Dowswell, Limited

HAMILTON, ONTARIO

Agents:
W. L. Haldimand & Son, MONTREAL
H. F. Moulden & Son, WINNIPEG

McClary's "KOOTENAY" Steel Range



A Household Favorite
from Atlantic to Pacific

A GREAT SELLER

Add it to your lines and
increase your business

1912 DESIGN

Has many improvements and advantages of value.

The Features that Count

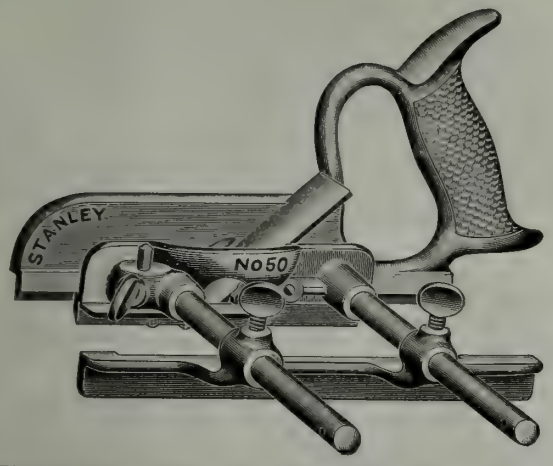
The GRATES and LININGS are SEMI-STEEL and Everlasting. The Burnished Top only requires a rub with a cloth or piece of paper occasionally—no Blacklead or Brushes. The SASK-ALTA direct draft damper is the best known and has been added to the Kootenay Range. The Nickelled Oven is a recognized advantage.

"McClary" on Goods is a Quality Name.

McClary's

Order from our nearest branch to-day.

Toronto, Montreal, London, Vancouver, St. John, N.B.
Hamilton, Winnipeg, Calgary, Saskatoon



Stanley Tools

STANLEY NO. 50 PLOW, BEADING and MATCHING PLANE

This is a very handy tool for light work, and will sell readily if properly displayed.

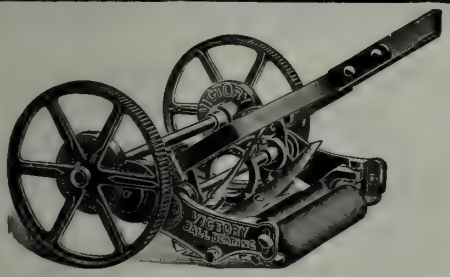
With each Plane are furnished 7 plow and dado bits, 7 beading tools and a tonguing tool.

The Plane is handsomely nickel-plated and weighs only 3½ lbs.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

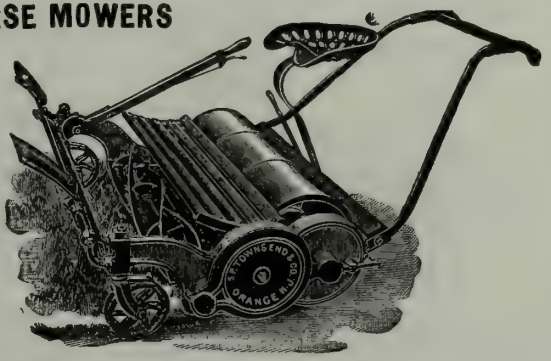


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS

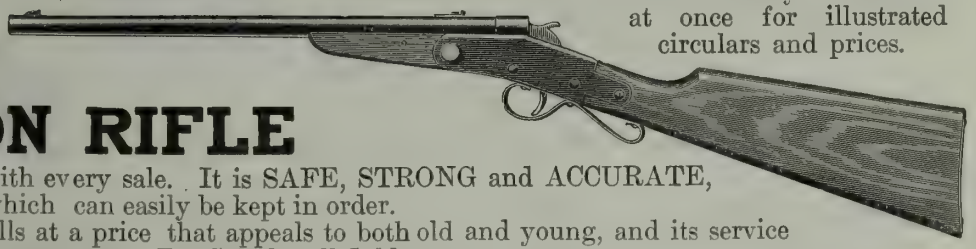


Write for Catalog

S. P. Townsend & Co.
ORANGE, N. J.

Right Now

is the time you should stock and boost the



Do not delay. Write us at once for illustrated circulars and prices.

HAMILTON RIFLE

as it brings good results with every sale. It is SAFE, STRONG and ACCURATE, with few working parts, which can easily be kept in order.

This 22 calibre rifle sells at a price that appeals to both old and young, and its service arouses the enthusiasm of every user. *For Sale by all Jobbers.*

C. J. Hamilton & Son - Plymouth, Mich.

CORRUGATED IRON

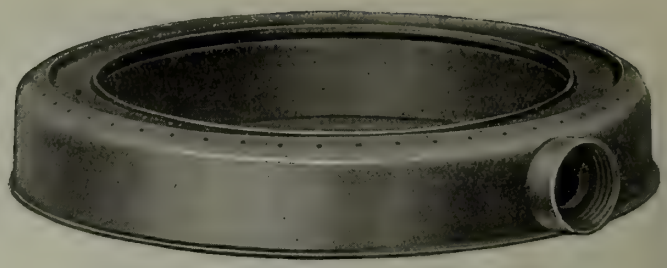
Ours is Absolutely Straight and Uniform.

EAVETROUGH, CONDUCTOR PIPE, SKYLIGHTS, ELBOWS, RIDGE ROLL, VALLEYS AND VENTILATORS

When in a Hurry Order From Us.

WHEELER & BAIN THE QUICK SHIPPERS **TORONTO**

The "Fountain" LAWN SPRINKLER



"A SPRINKLER That Every Household Can Afford To Buy"

Try it on your own lawn—Your customers will ask "where can I get one like it?"

It Really Imitates Nature

Made of brass, handsomely polished, thoroughly good and "looks it"



With Every Order of SIX SPRAYERS You Get a Very Attractive DISPLAY BOX

which makes selling easy—Your jobber has it, ask him and be sure to specify the "Marysville Fountain"—The original and only sprinkler with **The "Mist-Like Spray"**

The Standard Stamping Co.

No. 501 MAIN ST., MARYSVILLE, OHIO.

ADVANTAGE OF USING NAMCO MILLED PRODUCTS



THE extensive knowledge we have acquired along the line of special operations, makes it possible for us to turn out milled products economically without the loss of time, or waste of money common to ordinary methods.

UP to the minute methods assure customers of prompt delivery, and accurate parts. Regular Nuts, and Cap and Set Screws in all popular sizes carried in our complete stock at our factory and warehouse. Let us send you a booklet on either Special or Standard products of iron, steel or brass.

THE NATIONAL-ACME MANUFACTURING COMPANY

MONTREAL, ST. HENRI AT G.T.R.

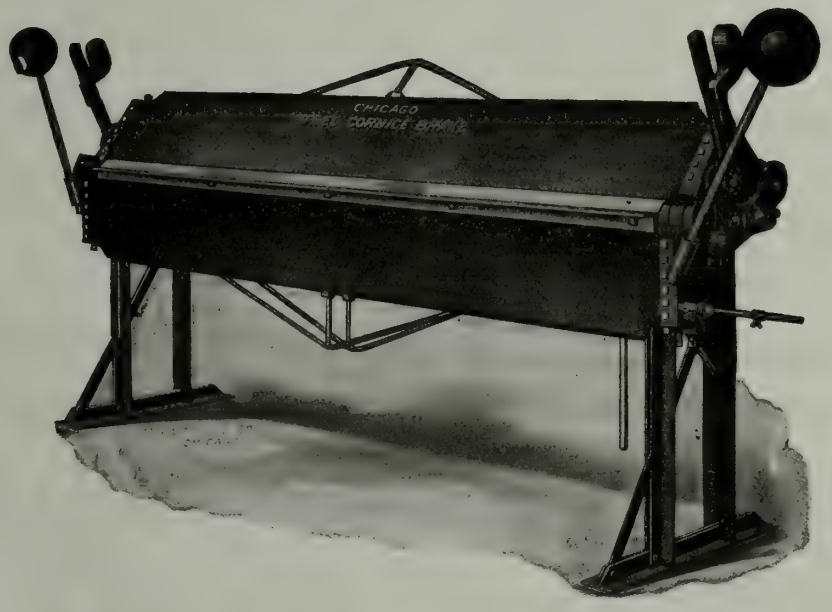
KNOW YE

All Users of Sheet Metals

that the

Chicago Steel Bending Brakes

America's Greatest Brakes



Are Now Made in Canada

FOR

Bending Sheets of all Thicknesses and Lengths

Write for New Catologue and Prices, which are low.

EDWARD DREIS,

Manager

CHATHAM, - - ONTARIO



Goodell-Pratt's

Hack Saw Frames

38 Styles and Sizes

Many of which it will pay you to stock and push because there is a steady demand for tools of this character.
There is a frame to meet every job from a bicycle spoke to a large girder.
The saws used are of our well known brand the Ⓖ

GOODELL-PRATT COMPANY,

GREENFIELD, MASS., U.S.A.

Goodell-Pratt's



SELL THE HIGHEST QUALITY

Boker's "Tree" Brand Cutlery

The Cutlery With A Reputation



Pocket knives and cutlery bearing the "Tree" are as near perfection as science, skilled labor and over half century of practical experience can produce. They are hand forged, hardened and tempered. Made from extra refined cutlery steel. Each knife is carefully hand honed. Unconditionally guaranteed. Ask your jobber to show you the "Tree" Brand line.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES.



We Are Pushing The Goods

All **you** have to do is to pocket the profits! Twentieth Century Barn Door Hangers are making **big business** for dealers. Write us. Get our proposition. Also you ought to be handling the

CANNON BALL BARN DOOR HANGER

—the biggest seller on the market. Frictionless, noiseless, tandem, flexible, roller bearings, light and easy running. Wheels completely enclosed in track—absolutely water and bird proof.

These two leaders—20th Century and Cannon Ball—turn your money over **quickly.** They give satisfaction—bring your customers back for more.

Easy to carry in stock—2 and 3 foot sections crated so you can put 96 or 100 feet under your counter. Convenient for the farmer to take home—easy to erect. Line up absolutely as straight and smooth as 10-foot sections.

Get Our Dealer Proposition

All this means bigger business for you! Drop us a line. Let us tell you about our splendid dealer proposition. You'll be interested. Just give us your name and address.

Do it now!

Hunt-Helm-Ferris & Co.

178 Hunt Street, HARVARD, ILLINOIS

THE STAR LINE H.H.F. & CO. GOODS

(37)

Complete stock carried by Our Western Representatives:

MACKENZIE BROS., Winnipeg, Manitoba.

MERCHANTS HARDWARE SPECIALTIES, Ltd., Calgary, Alta.

WARE MFG. CO. LTD.
OAKVILLE
PURE ALUMINIUM WARE

OAKVILLE PURE ALUMINIUM COOKING UTENSILS

WILL OUTWEAR ANY WARE

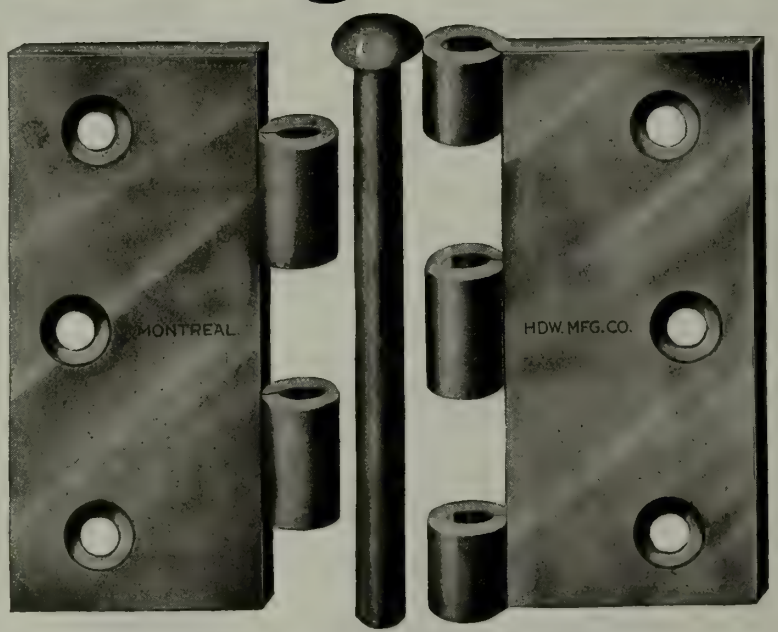
Each article made from a single piece of Aluminium. No cracks or seams, will not scorch or burn. Heat passes through aluminium two or three times as fast as through tin or iron, cooking food more quickly. Very attractive satin finish, making excellent displays on shelves or windows. Their fine appearance, backed by their finer quality, make them quick sellers.

Our Guarantee—*If the goods are not satisfactory, return them at our expense and we will return your money, or credit your account.*

WRITE FOR TERMS AND FULL PARTICULARS. PROMPT SHIPMENT.

THE WARE MFG. CO., LIMITED, Offices: 220 King St. W., Toronto Factory at Oakville, Ont.

Wrought Steel Reversible Loose Pin Butts



ANOTHER OF OUR "QUALITY" LINES

A LITTLE BETTER THAN THE ORDINARY BUT NO HIGHER IN PRICE.

Now is the time to stock up—Send for our catalog of Butts, Hinges, Light T and Strap Hinges, Heavy T and Strap Hinges, Latches, Door Bolts, Hitching Rings, Etc.

THE MONTREAL HARDWARE MFG. CO., Limited

MONTREAL : : : : QUEBEC

WE WANT A MAN

of good character, in each city, town and village in Canada, where we are not already represented, to act as our

SPECIAL CIRCULATION REPRESENTATIVE.

Work is dignified and educative. Previous experience unnecessary. Duties at first need not interfere with your present employment.

WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT FOR LIFE.

If you are making less than $100.00 a month, and are trustworthy and ambitious to learn and become competent to handle our business in your vicinity, write us at once for full particulars.

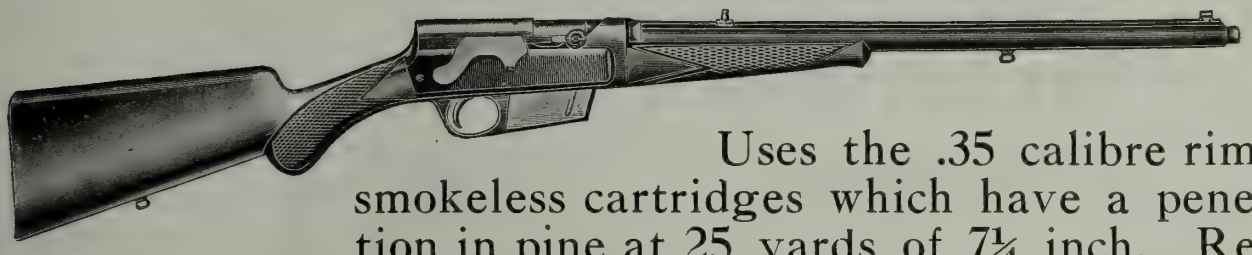
MACLEAN PUBLISHING COMPANY,
143-149 University Ave., Toronto, Ont.

Caverhill Learmont & Co.,

New Browning Automatic

High Power Rifle

Caverhill Learmont & Co.,

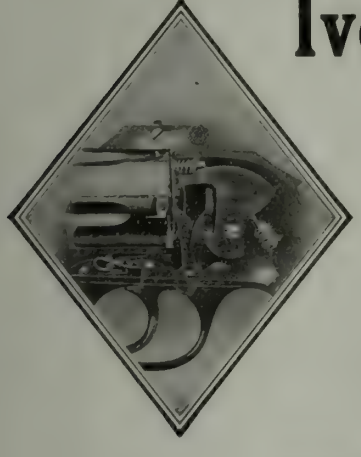


Uses the .35 calibre rimless smokeless cartridges which have a penetration in pine at 25 yards of 7¼ inch. Recoil operated so that shots will follow each other in rapid succession by simply pressing finger on trigger. Fitted with swivels for sling strap. High grade walnut stock, 22½ inch Krupp ordnance steel barrel.

Bayard Automatic Pistol



Blued finish, 5 shot capacity, using .32 calibre rimless smokeless cartridges, having a penetration of four ¾ inch pine boards at ten yards. Neatest automatic pistol made to take this high power cartridge. Now used by many leading banks.



Iver Johnson Safe Revolvers

WITH COIL SPRINGS

Recent improvements in Iver Johnson revolvers make them stronger and safer than ever. Hammer or Hammerless styles in stock, either blued or nickel finishes.



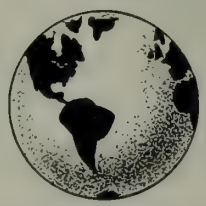
NEW SPORTING GOODS CATALOGUE IS READY

CAVERHILL, LEARMONT & CO.

HARDWARE, CUTLERY and METAL MERCHANTS

MONTREAL

Making a Flat World Round



When Columbus set out to reach India by sailing west-ward, he met with opposition and ridicule. He believed the earth to be round.

Wise men held that it was flat—that Columbus was mad—and that he'd fall off somewhere if he departed from established beliefs.

But Columbus' belief found him a continent and made him blessed of memory.

The Business World is flat to some men. Their profit-bearing shores of Opportunity stretch only so far as their grandfathers trod. Custom, superstition and apathy have set them confines which they may not pass.

For instance, they believe the business year is a flat one—not an all-year round of trade, with East joining West, with Spring merging into Autumn—but just two distinct seasons, with sawed-off edges gaping into space.

They confine their activities to a Spring trade and to a Fall trade. To them there is no intervening continent with stores of waiting wealth. Their world is flat. They have not explored the mid-year months of Summer trade. June, July and August are never-never land.

Surely this conception of Summer as a "dull" season is as fallacious as the delusion that the earth was flat. People have just as much money in the hot weather and spend quite as freely as in Spring and Fall. Granted that they are not buying skates and snow shovels in August, yet they are buying staple articles. Furthermore, they have an eye on luxuries and comforts they are counting upon purchasing in the Fall.

The modern Columbus has discovered this Summer Trade—this golden West lying between the known continents of old beliefs. Departing from established habit, many have made their energies and their Advertising an all-year-round proposition.

Keeping up Advertising during the Summer months not only links your Spring and Fall, but produces rich harvests from the Summer months themselves.

Advice regarding your advertising problems is available through any recognized Canadian advertising agency, or the Secretary of the Canadian Press Association, Room 503, Lumsden Building, Toronto. Enquiry involves no obligation on your part—so write, if interested.

"QUEEN'S HEAD"

Galvanized Iron

Its popularity never diminishes.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

INGOT METALS

Aluminum **Antimony**

Copper **Spelter**

Lead **Tin**

For Lowest Prices and Prompt Deliveries

Enquire from "The House for Metals."

A. C. LESLIE & CO., Limited

MONTREAL

CONNOR BALL BEARING WASHER

Get a Copy of Our New Catalog.

We have just issued a new catalogue, illustrating and describing the Connor Line of Washing Machines and Wringers. Among other things, it gives complete particulars about the recent improved features that make the Connor Ball Bearing Washer an exceptionally good washing machine for the hardware dealer to handle. These improved features appeal to women and make the washer easy to sell. Just get a copy of our new catalogue and learn what they are.



J. H. Connor & Son

Limited

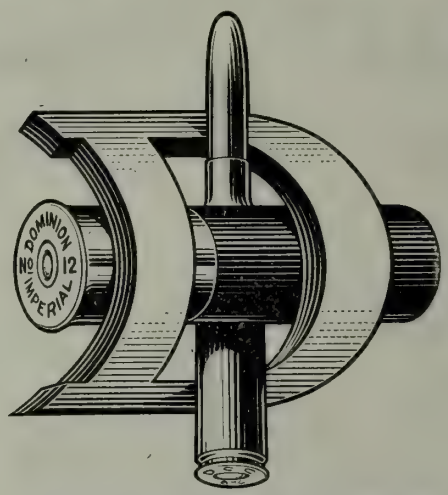
Ottawa **Ontario**

NOT A BIG "AD."

DOMINION

BUT THIS TRADE MARK MEANS

The Sure Killing Kind



The Sportsman's Best Friend

ALWAYS SPECIFY DOMINION

An Ad. for Ontario

ANTI-DUST

DISINFECTANT SWEEPING POWDER

is now handled by our Distributors for Ontario
the MacLaren Imperial Cheese Co, Limited
Toronto

ANTI-DUST *possesses the extraordinary qualities of being a strong disinfectant, killing moths and desease germs and yet has a clean wholesome smell of pine trees. Its effect on carpets is remarkable. You should share in some of the record-making sales. Write the Imperial Cheese Co. Limited for details*

SAPHO MFG CO, LIMITED MONTREAL P.Q.

Secrets of Success in Window Dressing

Love of the Work and Co-operation are Assets Which Lead to Resultful Displays—How Display Can be Arranged at a Small Cost—The Author of This Article does Not Spend Over Five Dollars a Year, But Manages Nevertheless to Produce Elaborate Window Trims—Other Pointers.

Written for Hardware and Metal by R. H. Thornhill, of P. Hymmen Co., Berlin.

There is no doubt whatever that window dressing is not only now receiving the close attention it deserves, but it is more and more becoming recognized that it must be in harmony with the daily or weekly newspaper advertising. One strengthens the other. In fact, show me good newspaper advertising and ten chances to one it goes with good snappy, up-to-date window displays.

This is due to the closer attention given by stores to changing displays much more often and to a great extent due to the energetic steps taken by manufacturers to supply proper window displays and accessories, including showcards and cutouts.

Window dressing is an art. It rises or falls just as one throws ones whole heart into the matter. Some of us do it because it is part of the daily business, some of us do it because we love the work. Number me among those who glory in a fine display. I take the stand

The writer of this article has won first prize in Hardware and Metal's Christmas window contests, for places over 5,000, for two consecutive years. In the accompanying article he sets forth some of the plans which he follows. They are practical and well worth consideration. Mr. Thornhill's statement that his expenses for a year do not exceed five dollars is one of distinct interest.

---

that as, to a great extent we are judged by the company we keep, so is the modern retail store judged by the window displays. For, as the eye is the index to the mind, so is the window the index to the store, the stock, and the policy. Some displays stick out like a sore thumb; some simply are there and attract no attention. The ones that stick out are an investment, those that simply exist to fill up the window are an expense pure and simple.

Now as the old French saying is "to get back to our muttons"—in my judgment the best results are to be obtained when the windows are cased in at the back; I use steps and pedestals with various floor coverings to change the color and arrangements.

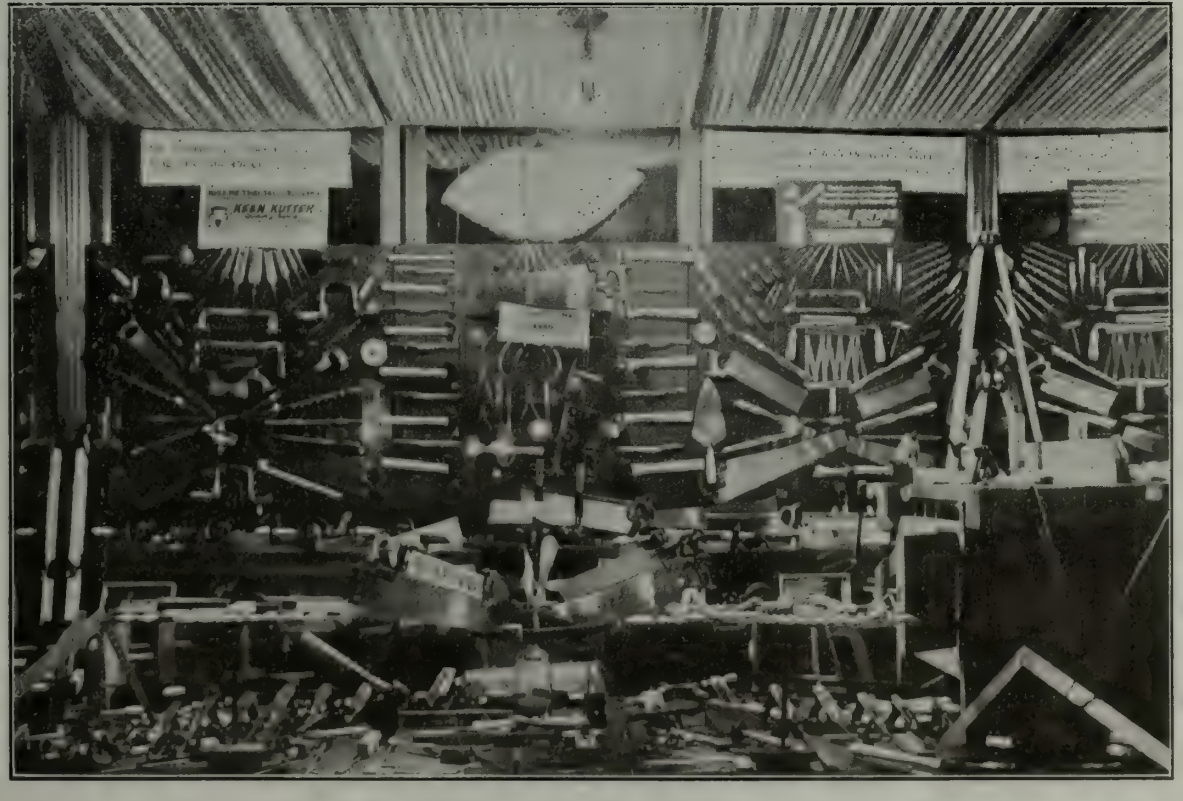
The Material Needed.

An original investment in the spring of twenty-five yards of cheese cloth or colored cotton, or even cheap, black or colored velveteen lasts the year with overlays in strips of a good color.

Many of my windows, owing to this, do not cost a cent above the initial cost of materials.

Keep Tab on Sales.

Strange as the figures may seem, I figure my window display cost to be about five dollars a year. It is not the expense that stands between good and bad windows, it is the "Know How"



A tool window recently dressed by R. H. Thornhill—It presents a complete assortment of tools, arranged in most skillful manner.

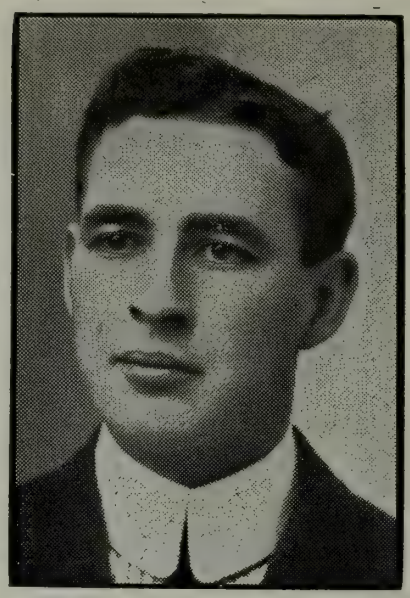
the chief ingredient in this being a love for the work, plus good stock.

We know what our windows do, because we are in direct touch with every sale through the cash registers and a good system of departmental dissection of daily sales.

I am a strong believer in the "One Line" window display. It tells the tale and tells it in clarion notes that are heard.

I am fortunate in being able to get individual window display cards from one who loves that work just as much as I love window dressing, and good showcards mean a lot, even with the best windows. They focus the attention on a word or sentence that tells the story briefly, but convincingly.

The simpler they are the better; in our trade TONE counts, catering as we do to the medium and better class of trade of a large community.



R. H. Thornhill.

We price everything in plain figures in the window and in the store. We have but one price, the lowest possible for cash. In our windows, however, we use a uniform card printed in two colors embodying our trade name in the same design as figures in all our newspaper advertising, in fact we have cards reading, "As advertised to-day in the News Record."

I cannot refrain from here expressing my idea that what success has come to me in window dressing is due to my love for the work plus the hearty and continuous support of the members of the hardware firm I have the honor to serve. That means a lot as any window dresser will tell you. I wish "Hardware and Metal" every success in its laudable desire to help the entire trade to better realization of the importance of good window displays and anything I can do to help on the good work please call upon me.

Stimulating Trade in Midsummer

Dealers Should Take Measures to Ward Off the Slackness—Work Hard and Feature the Right Kind of Goods—No Reason Why Business Should Not be Kept up to the Notch—Methods of Maritime Firms.

Down in the Sunny South, the darkies put knots into their kinky hair to scare away witches. The same manner of hair dressing is resorted to if the idea gets into Sambo's head that someone is "digging roots" for him. It is a talisman or a charm to ward off evil. The average baseball player is equally careful to break up hoodoos and jolt jinxes. If a team discovered there were thirteen men seated on one bench, they would expect to lose thirteen games in a row. Ever see a player stride up to the plate with his fingers crossed? The writer has; and he was a big leaguer at that.

Delusions, of course, and of the worst kind. But darkies and ball players are not the only ones who bring delusions. Plenty of retail merchants—and many of them hard-headed hardwaremen too—believe that business is going to fall off when the summer season arrives. They take it for granted that when Old Sol turns on full power, the retailer will see only such customers in his store as are driven there by dire necessity. Unlike the darky and the ball players, however, they do nothing to ward off this "mid-summer hoodoo." They sit down resignedly and wait for the fall with its usual rush of business.

And yet there is a charm to ward off summer slackness. Work a little harder instead of a little easier and feature the right kind of goods. There is this much truth in the idea that mid-summer brings a slackening trade; people do as little as possible and are inclined to let shopping slide. On the other hand, the warm weather creates certain conditions which open possibilities for trade in certain lines. By taking advantage of these conditions, the hardwareman can make enough sales to cover what he loses in other ways.

People leave town on vacations, it is true. Statistics show, however, that there are never more than 10 per cent. of the population away from any one place at one time. When people go to summer cottages, they generally find it necessary to buy more articles in advance than they would have required had they stayed at home.

It is interesting to note the methods adopted by progressive dealers to fight off the depression. With the prospect of slackness, they find it necessary to cope against it by making extra efforts to induce trade. A representative of Hardware and Metal made a tour of a number of important places in New Brunswick within the last week and found that a number of firms were conducting effective mid-summer campaigns.. The following despatch tells of the methods followed by these firms:—

St. John, N.B., July 22.—The windows of the local hardware stores tell their own story, and the advertising matter sent out or used in the daily press adds another chapter while the climax is found in the jingle of the cash register and the recording of increased sales. The plan of campaign is an extensive one and is carefully attended to, for with warm weather and holiday thoughts, it is difficult to cause the trend of mind of the public to turn to making purchases of hardware goods. But dealers realize the advantage they have over others, and hence their action in featuring such lines as are needed for outings, about summer homes, camping trips, or on the farm. By continually "boosting" the same, they find that their efforts have proven satisfactory.

For instance the firm of Emerson & Fisher put in a hammock window in their store on Germain street which attracted considerable attention. Those who knew the delights of summer life aided by having a hammock or two about the premises were envious of the cosiness, ease, and picturesqueness of the scene. Special values were advertised and good sales resulted. Tennis supplies, rackets, nets, tapes, covers, etc., were featured and a fairly brisk demand developed in these lines.

To take advantage of the fine summer nights, "sleeping out on your back lawn in one of our tents," "getting next to nature," and "living the simple life," etc., was an idea boosted by T. McAvity & Sons, St. John, and Jas. S. Neil & Sons, Limited, Fredericton, both

(Continued on page 46)

Have Prices on Hardware Increased?

Cutlery is Taken up in This, The Sixth Article of the Series on Price Problems —Cutlery is Cheaper Than it Was Twenty Years Ago, But the Cost of Manufacture is Less—The Quality Has Been Greatly Improved—An Important Point For the Dealer.

In starting to compare prices of to-day in any manufactured line of goods with prices of yesterday, one is immediately confronted with serious difficulties. There have been such improvements and changes effected in all manufactured goods that their very nature has been changed The article sold to-day is vastly different from that of twenty years ago. Conditions have changed just as radically. Comparisons, it is said, are odious; sometimes, they are well nigh impossible.

The student of comparative prices is in his element when dealing with certain lines, foodstuffs, for instance. The beefsteak, the loaf of bread and the prune of to-day are the same as they were twenty years ago. The statistician gets along swimmingly when dealing with such unchangeable commodities but when he comes to certain lines of hardware, as Mark Twain would say, "his tail droops."

Consider cutlery. The output of the cutlery manufacturers is radically different from the goods placed on the market two decades ago. Conditions are altogether different. Under the circumstances, how can it be determined whether prices are higher or lower?

As a plain matter of fact, cutlery costs less to-day than it did in the early nineties; and this despite the fact that modern cutlery conforms to more exacting standards and has most certainly been placed on a higher scale. An American contemporary recently made the statement that "silver plated solid steel knives, 12 d. quality, twenty years ago were selling at $3.50 to $4.00 a dozen; now the average price is $2.25. Common goods twenty years ago brought $10.00 per gro., now the price is $6.50." These figures show a rather marked decline. They represent the trend of prices here, in some lines at least, fairly accurately.

Lighter and Neater.

The cutlery of to-day is lighter and neater than the old-time patterns. The designs and styles are more artistic. At the same time, the goods now being produced are more suitable for every-day use, more convenient. The modern article could not have been put out twenty years ago for anything like the price then charged.

Production Costs Less.

It must be borne in mind, however, that the cutlers have made vast strides toward increased efficiency. Methods have been improved. Machinery has lessened the labor and increased the output. Hand work has been largely discounted.

The cutlery industry has indeed made rapid strides. A piece of steel is put into one end of a machine and comes out at the other a pocket-knife. No wonder then that knives can be put out at such low prices. The cutler of to-day has so increased his efficiency that he can produce goods at a much less cost than he did twenty years ago.

Labor is Higher.

Labor costs more, it is true. Wages have advanced probably 25 to 50 per cent. But when a workman turns out one thousand knives in the time that he formerly turned out two hundred, the result is a gain for the manufacturer after allowing a higher wage. Improved facilities and increased efficiency have done this.

Material on the whole is not quite as expensive. Silver is lower. The methods of manufacturing steel have been so wonderfully improved that the cutler makes a big saving there.

On the other hand, the cost of material for specialty lines has been soaring. Mother-o'-pearl for handles has advanced from 30 to 40 per cent. Those who are in close touch with the situation state that further advances are pending in mother-o'-pearl, owing to the big demand and the scarcity. The price of ivory has been doubled. Buffalo horn is very much higher; stag is 10 to 15 per cent. higher; cocobola has doubled in price; ebony has advanced over 60 per cent.; bone is over 30 per cent. higher. It is practically certain that the upward trend in these lines is permanent for the material is becoming harder all the time to obtain. The elephant is becoming scarce and his tusks are hard to obtain. All of the larger orders of animal life with tusks and horns are being thinned out and total extinction is far from an impossibility. Prices are likely, therefore, to become higher rather than lower.

Quality is Higher.

There are exceptions to every rule and there are always individuals to stand out against the general consensus of opinion. As a result there will always be a few individuals to contend that the goods made and sold in the "good old days" are superior in every way to modern products. Some will tell you that the cutlery made twenty years ago was better than the kind sold to-day. Such opinions to the contrary, the improvement in quality of modern products is very marked. People have demanded a better class of goods; and they have got what they demanded.

It is interesting to note that the demand has veered to the better grades; and here we lay our finger on the basic reason for the advance in prices in other kinds of goods. It is not so many years ago that the majority of families used pewter knives and forks for ordinary use, keeping the silver wrapped up in chamois and put away for use when there was "company." How many families use pewter nowadays? The number is, comparatively speaking, very small indeed. Beside your plate you find a variety of knives, forks and spoons, of all shapes and sizes. Each has it's separate and distinct use and woe betide the luckless wight who uses any piece at the wrong time! It is not only in the families of the plutocrats that this plenitude of cutlery is found People who used pewter twenty years ago have cutlery now for every course.

To sum it all up, cutlery is undoubtedly cheaper now than it has been in the past. Conditions have changed, of course, making the reduction a natural sequence of the improved methods of manufacture. Putting reasons and explanations in the background, however, one fact stands out. Cutlery sells for less. In this day of continuous increase, the fact is somewhat unique, and the hardwareman should make good use of it. To sell a better article at a lower price should be a comparatively easy feat.

Play the price argument strong with prospective customers, Mr. Dealer.

—⚙—

FIRE PLACES—MANTLES.

B. F. Ahrens, Hanover, Ont.—"Kindly inform me what firms manufacture fire places and mantles. Galt Stove & Furnace Co., Galt, Ont.; Barton Netting Co., Windsor, Ont.; Ohio Foundry Co., Steubenville, Ont.

HARDWARE AND METAL

(ESTABLISHED 1888.)

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WANT PREFERENTIAL DUTY.

It is reported that a deputation of Welsh tinplate manufacturers waited upon Hon. Geo. E. Foster in London the other day and urged upon him the advisability of Canada putting a five per cent. duty on American plates. There has ben more or less agitation in that quarter for some time. Recently a deputation presented facts to Lord Strathcona bearing on the rapidity with which the American tinplate manufacturers have been gaining the upper hand on the Canadian market. It was shown that United States exports of tinplate to Canada had enormously increased within the last few years. At one time Canada looked almost entirely to Wales for her supply of tinplate, but the trade has been veering most rapidly toward our American neighbors.

The chief reason for this change is that the American home market has been dull of recent years, forcing the manufacturers there to look for export trade. Naturally they turned toward Canada, and, finding the Welsh firmly entrenched, they resorted to the argument of lower prices, always a convincing and potent one.

The tinplate consumption in Canada has developed enormously and is showing every sign of continuing to grow. The question opened up is, therefore, of deep interest.

GIVING FALSE IMPRESSION OF TRADE CONDITIONS.

Under the heading "A hardwareman's experiences in Canada—some queer deals," an article appears in the June 28 issue of the Hardware Trade Journal, of London, England. It is a recital of the numerous occasions on which the writer, ostensibly an Englishman embarked in the hardware business in Canada, has lost money either through the sharp practices of customers or the purchase of poor quality goods. After careful perusal of the article, one sees that the writer, no matter what his intentions may have been, has not conveyed the impression that his misfortunes were due to trade conditions in this country, but instead has fixed upon himself the odium of poor judgment. Cheap quality goods are offered for sale in all countries, and it takes a discriminating buyer to escape being loaded up occasionally with "stickers." Also the "dead beat" and the bogus cheque artist are found in all climes, persistently endeavoring to ease the bank rolls of trusting merchants. Credulity inevitably leads to losses.

However, all who read or skim through this sketch may not draw careful conclusions. Seeing a column and a half of solid matter, filled with complaints and the recital of instances where the writer has been "bamboozled," many readers will get the impression that pernicious trade conditions pertain in Canada, that it is a land swarming with sharpers and manufacturers of cheap goods. It is hardly necessary to state that such is not the case. Trade in reality is in a particularly healthy condition in Canada. It is developing rapidly, and good profits are being made. Idleness is the school from which crooks graduate and, as everyone is busy in this country, we have comparatively few of the smooth members of society who live by preying on their fellowmen. We desire also to emphatically protest against the supposition that the class of goods sold here is cheap. The output of Canadian factories is second to none.

The article in question is one of a series. We trust that the writer in future instalments will proceed to tell of the many bright sides to the hardware business in Canada. He should not find it hard to secure the material; and by doing so, he may correct false impressions created by this dismal diatribe.

OVERCOMING OBJECTIONS TO PRICE.

Preeminently, perhaps, the series of articles on Price Problems is proving this—that while there has been an advance in the price of many lines, this advance has been made necessary by the higher quality of the goods—their enhanced beauty and serviceability. This is a thing which many dealers might well bear in mind.

When a customer complains of the price which he has to pay for a certain article, it would be well not to say, "Yes, the price is higher than you had to pay a few years ago, but then everything has gone up." Forget for a time that everything has gone up. The customer knows that to his sorrow. Meet the argument differently. Say, "yes, you have to give more for the article now than you did, but the article gives you more now than it did."

Back up that statement. Just show what the old time article was like. Show how it would last, what protection it gave, and how it looked. Then show the article of to-day. Show where changes have been made—where it has been improved along the lines of art and service. The customer will understand such an explanation. Exactly what would have to be said, would, of course, differ with the different articles—but roughly there are the two points which might be brought out. The increase in beauty and the increased efficiency. Both appeal to people of this year of grace. Perhaps something might also be said of the high cost of raw material—which, of course is helping to keep prices up, but the others are the points which will interest the customer most.

POINTED EDITORIALS.

In summer days prepare for fall.

* * *

The man who succeeds does things just a little better than seems necessary.

* * *

He who swats and lands 'em neat,
Will live to see flies obsolete.

* * *

Business is moving along at the steady gait which breaks records.

Demonstrations are based on an infallible law of human nature. So of course they pay.

* * *

Even if a man cannot help being a pessimist, he should not try to communicate his pessimism.

* * *

If Probs. sticks to his present gait, there will soon be a big demand for stoves and furnaces.

* * *

A swat in time saves nine or ten million flies from joining next year's army of microbe messengers.

* * *

The purchasing power of money is shrinking. The almighty dollar is beginning to look like thirty cents.

* * *

The clerk who endeavors to advance the dealer's interests is advancing the day when he will be a dealer himself.

* * *

Window displays arranged for a whole year on an outlay of five dollars, become inexpensive advertising; but thoroughly effective, nevertheless.

* * *

A holiday spent in one grand whirl of excitement is not a holiday at all. It is wrongful indulgence, resulting in completely tiring out instead of resting the holidayer.

* * *

Trade conditions in Canada are pleasant and prosperous. We protest emphatically against the spreading of statements calculated to give the opposite impression.

* * *

Wonder would a regulation prohibiting hardwaremen from selling revolvers have kept those New York police tools from getting their murderous weapons? We trow not.

* * *

Living "close to nature" is not such unalloyed bliss when the nights are as cold as they have been recently. The campers in your vicinity, Mr. Dealer, will be needing oil stoves.

* * *

Again there has been a slight advance in some lines of builders' hardware. The wise dealer does not deny the higher prices, but shows the higher service which render them necessary.

* * *

The money it takes to stock a big hardware store to-day would have sufficed in 1492 to fit Columbus out and send him across the Atlantic ten times. Such is the difference in the value of money.

* * *

The average dealer takes as kindly to an intricate form of bookkeeping as he does to the nightmare. He makes little effort, therefore, to provide for a distribution of costs, according to the actual expense of handling goods.

* * *

Probably no Biblical parable has more significance for the hardwareman than that of the foolish virgins. They were the retailers who thought they could order their oil when the demand for oil came. But others had prepared in advance, and the supply was exhausted.

* * *

This latest effusion of the fly campaign poet is enough to make Tennyson turn in his grave.

Swat, swat, swat,
Near the garbage pail, I sit.
I would that my arm could swat 'em all,
The flies that arise in it.

The Value of a Dollar

THE high cost of living has become the predominant question of the present day. It affects everyone, great and small, rich and poor; and it affects us in a more vital way than any other problem.

In most lines prices have advanced very materially of late years, in fact the general increase in the cost of living has been, so statisticians agree, about 33 per cent. in the last two or three years. This is indeed an alarming state of affairs, and it is no wonder that the common expression of the face of Pater familias nowadays is one of deep anxiety.

It is not so much that prices have gone up rapidly as that money has depreciated in purchasing power. There has been a glut of gold (if such be possible) on the market of late years, and the result of this abundance has been to make the metal cheap. This is the course most commonly ascribed to the rapid rise in the price of living necessities. The theory has been assailed, but there is nevertheless some ground for the supposition. The production of gold in the sixteenth century is said to have been $500,000,000; in the seventeenth century, $600,000,000, and in the eighteenth century, $1,270,000,000. In the nineteenth century the output was $7,700,000,000; the first half $790,000,000, the second half $6,910,000,000. So far the record of the twentieth century is: 1901-1905 inclusive, $1,611,000,000; 1906-1910, $2,100,000,000. In other words there has been produced more gold since 1900 than there was from the period of the discovery of America to the Californian gold rush, three and a half centuries.

Perhaps the most striking evidence of the loss of value that the almighty dollar has sustained is found in the facts recently unearthed by an economist of a retrospective turn. Finding out the number of pesetas raised to finance the expedition of Columbus, he discovered that it was the equivalent of $7,000! In 1492 the sum of $7,000 was sufficient to buy and equip three vessels, provision them for a year and pay the crews for the same period. In 1912 the sum of $7,000 is sufficient to buy a modern eight-room house or start a snug little hardware business. It would meet the cost of plating a very small area on one side of a modern ocean greyhound. It must also be borne in mind that Queen Isabella had to pawn the royal jewels to raise that sum of money. Money was pretty scarce in those days. We know quite a few men in the hardware business to-day who could drop over to the bank and negotiate a loan of $7,000 without any difficulty whatever.

During the last two months, Hardware and Metal has devoted considerable space to this problem of the high cost of goods. A number of staple hardware lines have been taken up in turn and the result to date has been to show that prices have not advanced in the hardware trade. The present selling price in some lines is actually smaller than it was twenty years ago. In others, it has been demonstrated that, while the price is higher, the value of the article has increased in proportion. In other words, the dollar will go as far in buying hardware to-day as it would twenty years ago.

At first thought, one may not be inclined to accept this statement, but the proofs are not lacking. A stove to-day costs about 20 per cent. more than it did twenty years ago, but the stove of to-day is at least twenty per cent. more valuable than the old models. In some lines—plates and sheets for instance—the modern article is sold at a lower figure than in the early nineties, despite the fact that the raw material has nearly doubled in price.

Do Demonstrations Pay? Yes.

Hamilton Hardwareman Recites His Experience—Held Demonstration of Varnish Stain and Business Has Been Increasing Steadily Ever Since—A Demonstration is Coining Curiosity Into Cash—Effectiveness of a Practical Display.

Written for Hardware and Metal by Jas. H. Callaghan, Hamilton.

Do demonstrations pay? This question has often been asked by members of the hardware trade. Our experience has been that ,if properly conducted, a demonstration is about the most valuable means of publicity that a dealer can resort to. It brings direct results and, in addition to that, it builds up business for the future.

Speaking along general lines, the demonstration is a measure calculated to insure success. The average person has a big store of curiosity and anything that appeals to their inquisitive sense is bound to interest them. Any street fakir or peddler who starts to demonstrate on a street corner draws a crowd in a moment. People group around him and he can keep them interested as long as he continues to show them the articles he is selling. A good many of them will buy. Put a demonstrator in your store window and a policeman will soon be needed to move the crowds along. Yes, the average person is intensely curious. It behoves the dealer to coin that curiosity into cash.

The way to accomplish this is to announce a demonstration in the store. People will flock to it, if you give the event plenty of advance publicity. Many who come will not be prospective buyers in any sense of the word. There will be a large number, however, who will be genuinely interested. Some will make purchases at once, while others will come back later. In order to attract the real buyers, the dealer can afford to give a certain amount of his time and attention to those who do not give any returns.

An Outgrowth of Progress.

The demonstration is a natural outgrowth of the great progress this world is making. Man's inventiveness is bringing new articles to the fore all the time and is perfecting improvements in old articles and in methods. The things we used a few years ago are antiquated now. A man has to travel fast to keep up with the times. People realize this and they expect to hear of new things all the time. What is more, they are anxious to keep up with the times and on that account will attend demonstrations. They say to themselves: "This man is showing something worth while. Perhaps we had better drop in and see about it."

Other Lines Benefit.

It must not be thought that the benefit is confined to the one particular line demonstrated. When people enter a store they look around. They may have come for the sole object of attending the demonstration, but it is quite certain that they will give the rest of the stock a more or less thorough inspection. They will see goods that they need, articles that they particularly want. Some will buy there and then; others again will defer purchasing but they will come back in the end. A demonstration is, therefore, a measure of general publicity which advertises the whole store and the stock in its entirety.

Planning the demonstration.

It pays to arrange the event well ahead of time and make sure that it is well advertised.

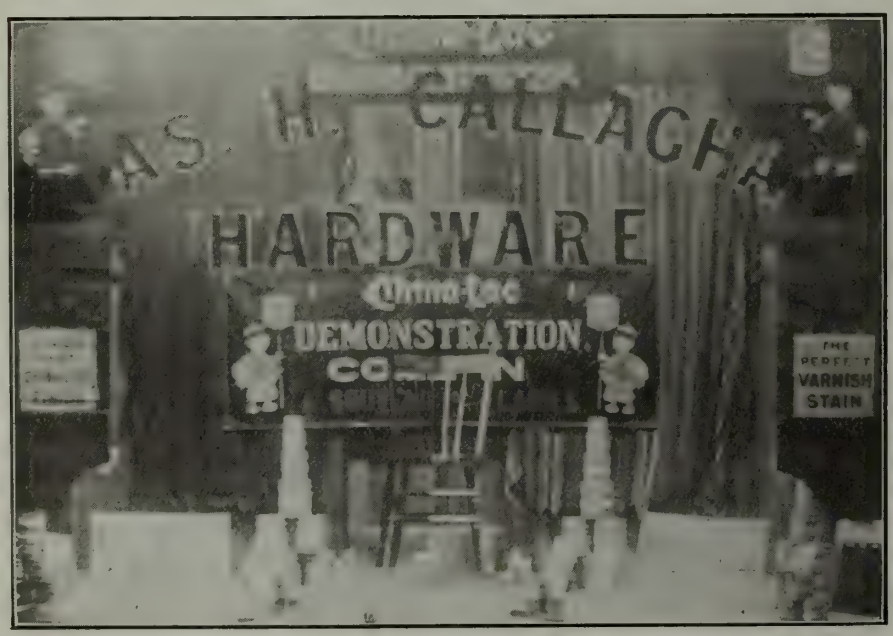
We decided early in May to hold a demonstration of varnish stain and selected Saturday, June 8 as the date. We then started to advertise it, using the store window as the chief medium.

As will be seen from the accompanying illustration, we arranged a display that was in itself a demonstration. A chair that sadly needed re-varnishing was secured and half of it was finished, the other half being left just as it was. This chair was then made the centre of the display and it served as a most effective object lesson of the good results which can be obtained by the use of varnish stain. The contrast between the finished and the unfinished halves was indeed most striking.

A card in the window advertised the fact that we would present a souvenir to every woman who called. An expert was secured to look after the demonstrating.

A Big Attendance.

The attendance was exceptionally large. People came to the store from all parts of the city. We gave roses and carnations as souvenirs and the size of



DEMONSTRATION ADVERTISING.

This window display is a demonstration in itself. The chair, half of which has been revarnished, demonstrates in the most practical way the advantages of varnish stain. In this case, it was found distinctly effective and heavy sales were traced directly to this display.

The demonstration in the store was also eminently satisfactory, a result partly attributable to the window display.

the crowd can be judged by the number of flowers disposed of. We gave away twenty-five dozen altogether.

The results were convincing and quite satisfactory. Many sales were made and we have since been able to trace business directly to the demonstration. Sales were very active for a long time afterward. For two or three weeks we had people coming in and asking for some of the varnish stain we had on that chair in the window. The most striking proof is that OUR SALES HAVE BEEN STEADILY INCREASING EVER SINCE.

Do demonstrations pay? Judging from our experience in the matter, we would say most emphatically, yes.

The Distribution of Store Costs

Is it Possible to Find a Practical System of Assessing the Exact Cost of Handling on Each Article in the Store?—The Opinions of an Eastern Hardwareman on This Important Phase of Retail Merchandising.

Written for Hardware and Metal by James B. Dever.

One of the discouraging things about figuring out an ideal cost distribution system is that the ideal and the practical do not always agree. The theory that each article that passes through the store should bear its exact proportion of the store's costs is perfectly reasonable and might be practical in an Utopian community where trade could be governed by cast iron rules. Under present business conditions, however, there are many things to interfere with the adoption of this system. One of these is the matter of competition, which would make some large holes in such an arrangement. Another is the necessity of selling advertised goods at advertised prices fixed by the manufacturers, which under varying conditions leave profits of different sizes to different merchants.

The lines which do not carry their fair proportion of the cost cannot be summarily dropped. They must be carried at competitive prices in order to keep the stock complete and retain the trade in more profitable lines.

Another serious objection to the attempt to distribute costs more scientifically is the fact that in many, probably most, stores the cost of the bookkeeping required would be a serious drain on the business.

These arguments do not necessarily damn the system, but they are the weaknesses which are found by intelligent merchants who have given the subject some thought and who have tried to apply it to their own business. There can be no disputing the soundness of the basic idea, and if it does nothing else a careful study of the idea and an attempt to apply it to a business is liable to show up some of the weak spots in the business, even if it also shows that the system cannot be used permanently to advantage.

Charles Coster, secretary and chief accountant of T. McAvity & Sons, Ltd., one of the leading wholesale and retail hardware concerns in St. John, read the recent article in Hardware and Metal on the problem of cost distribution with especial interest as he had given considerable time to the working out of the problem in their own business. In a discussion of the problem with a representative of Hardware and Metal he said: "Our system of cost distribution is roughly according to the average cost as found by an analysis of the year's business. Even this cannot be maintained rigidly, however. On some lines we cannot add sufficient to cover the real cost of handling and a reasonable profit. On staple lines the price is low, and is fixed by competition. We must sell these lines at the same price as others or lose more profitable business in other lines. A more careful study of cost distribution by the trade generally might lead to a reform in this, as it might lead to a more equitable adjustment of selling prices in the lines where this fault lies. Until these conditions change, we will have to be content with smaller percentages of profit on some lines and depend on larger profits on other lines to enable us to come out square.

"As a matter of fact, however, the business conditions which produce different ratios of profit on different goods follow, in a general way, the theory of cost distribution. For instance, on staple goods, which do not carry the average percentage of cost and profit, we save on display and floor space, while the extra margin on fancy goods is partly absorbed by the added cost of show cases, window display, advertising, etc.

"We are firm believers in the policy of securing exact and definite information about every feature of the business, and in the past we have experimented with systems for the purpose of keeping track of the cost of handling each class of goods. To do so, it is, of course, necessary to carefully classify the records of sales as well as the records of costs. If our stock did not contain so many lines or if the volume of business in each department was big enough to justify their being separate, this might have worked out satisfactorily, but we found that the cost of the extra labor involved directly, to say nothing of the added trouble and inconvenience, did not compensate for the results secured sufficiently to warrant us in continuing the system. The experiment was of value to us, however, as it helped to demonstrate that the system on which we were working was very close to what it should be.

"A scientific cost system is much more easily adaptable to a manufacturing business than to retail merchandising. In our brass foundry the records of cost on the output are almost definitely exact, and in our iron foundry absolutely so.

"As it is, the best we can do in the retail stores is to watch each item of cost as carefully as possible, and to study each problem as it comes up in the light of our general experience. Our cost and expense account is carefully analyzed and compared with the volume of business. If any item appears too large, it is studied with a view to finding a remedy and in this way we manage to keep our cost of operating at as low a figure as possible commensurate with good service."

C. Edgar, has been making collections in Western provinces for some of our trade and technical papers and magazines, but has not made any remittance to us.

Subscribers are requested not to make any payment to him, and if he makes any attempt to make collections, we would appreciate it if subscribers would promptly telegraph us at our expense so that we can get in touch with him at once.

MacLean Publishing Co., Ltd.

Complete Course of Sheet Metal Work

By L. W. KOSER

Plate 22 shows different methods of getting an ellipse. How to develop the pattern for elliptical shaped articles, also oblong articles with regular flaring sides and rounded corners.

In examples No. 1, the ellipse is formed by drawing two circles and connecting their outer edges by arcs, the radius of which is equal to the distance from intersection of the circles to the opposite edge of the circle.

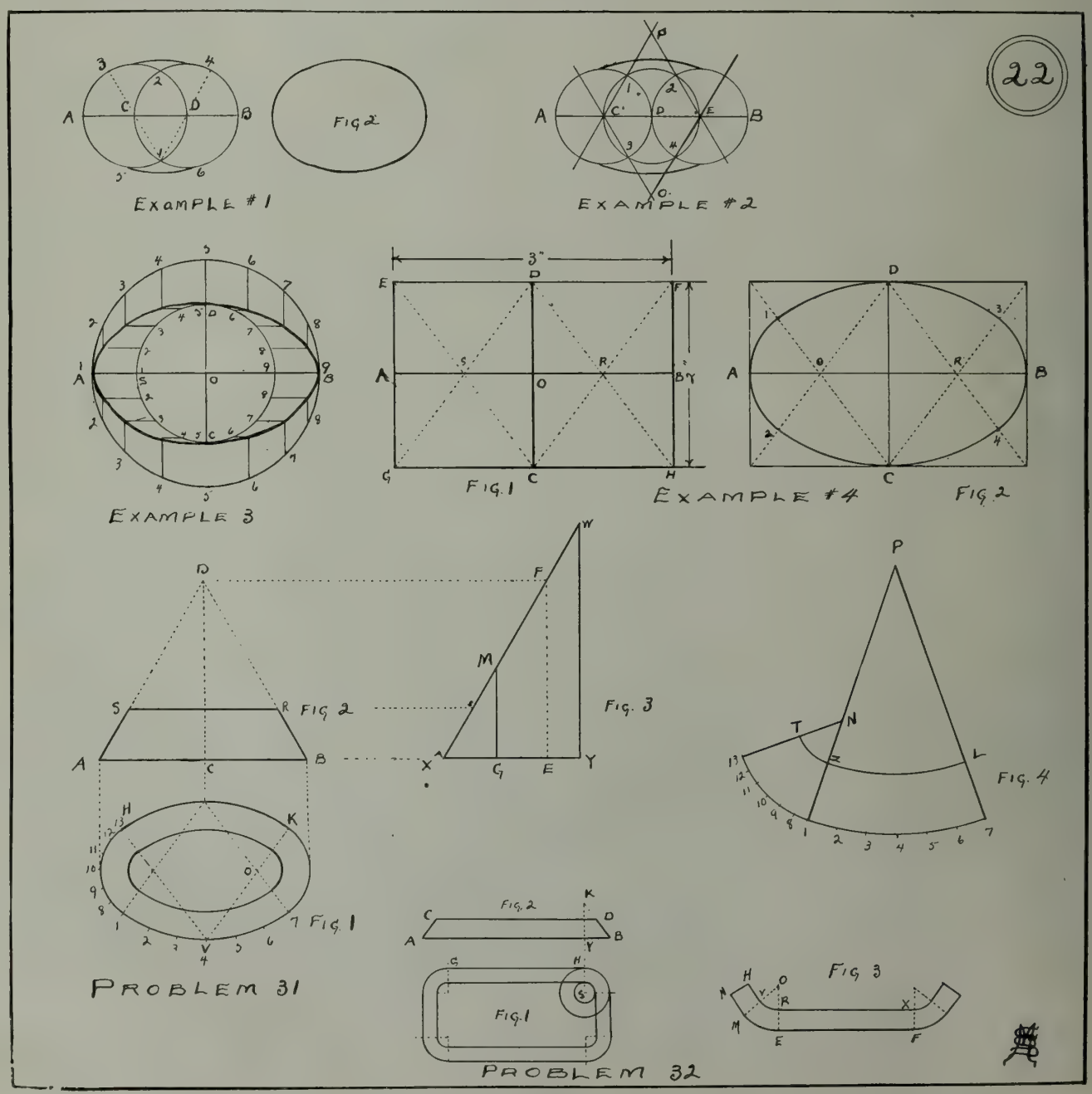
To explain, suppose we want to draw an ellipse as shown by example 1.

We first draw a straight line as A-B, the length of the desired ellipse. We then divide it off into three equal spaces and mark the two centre spaces C and D. Then with C as a centre and A-C as radius, we describe the first circle, then with D as centre and the same radius we describe the second circle.

Where the circles intersect as at 1 and 2, we draw light lines through the points C and D, and on through to the outside edges as shown by 3 and 4.

Then with 1 as centre and 1-3 as radius we describe the arc 3-4. In like manner with 2 as centre and the same radius we describe the arc 5-6, thus completing the ellipse. The finished ellipse with the construction lines rubbed out is shown at Fig. 2.

Example No. 2 shows another method of getting an ellipse by equal size circles. First draw the line A-B the desired length. Then divide it off into four equal spaces, and mark the centres as C-D-E. Then with C as centre and C-A radius we draw the first circle. Then with D as centre and the same radius we draw the end circle. We then draw lines from C and E where the circles join, through the points 1-2-3 and 4 These lines are extended on one side until they meet the outside edge of the circles and on the other side until they meet at the points O and P. Then P and —are the centres for drawing the large arcs to complete the ellipse.



Current News of Hardware Trade

Fence Co. Growing.

Sarnia, Ont.—A big addition is being built to the plant of the Sarnia Fence Co.

New Powder Company.

Ottawa, Ont.—Letters patent have been issued incorporating the Olympic Powder Co., of Toronto, with a capital of $100.000. The Company will make olympic powder, dynamite and other explosives.

Record Output of Nails.

Sydney, July 14.—The Dominion Iron and Steel Company's new nail mill made a record output on Friday last when over 500 kegs of nails were turned out in twenty-four hours. This is the largest output yet reached since the mill went into operation.

Tin Tub Factory.

Halbrite, Sask.—This place will receive one material blessing this year in the shape of a tin tub factory. The Council authorized the issue of debentures of $3,000 and expect to have a start made in the near future to make Halbrite a manufacturing metropolis.

Death of C. Macpherson.

Prescott, Ont.—The death occurred last week of C. Macpherson, father of W. F. Macpherson, second vice-president of the Ontario Retail Hardware and Store Dealers Association. The deceased was well known to the hardware trade, having been for some years in the store with his son. His death has created widespread regret.

Death of Miss McClung.

Trenton, Ont.—The death took place here of Miss Margaret McClung on July 9. Miss McClung was the eldest daughter of S. B. McClung, and had been ill for several years a bookkeeper in the hardware store of S. B. McClung & Co. She was well known in the trade and sincere regret has been felt at her sad demise.

New Stores Opened.

New Westminster, B.C.—Lawson and Co. have opened a store here. They will carry cutlery, knives, razors, silverware, paint, varnish, tools, etc. It is understood that they will carry on a wholesale business as well as retail. They will deal exclusively in British-made goods.

Appointed Representative.

Prescott W. Robinson, 288 St. Paul St., Montreal, has been appointed Canadian representative of the Bridgeport Hardware Manufacturing Company, Bridgeport, Conn. He will call on the jobbing trade throughout the Dominion. Mr. Robinson also represents a number of other companies in this country, and is a familiar figure in the trade.

Burgess—McFadden.

The marriage was solemnized at Cayuga of Sergt.-Major Hunter E. Burgess of Dauphin. Man., to Miss S. Hortense McFadden. The groom is a member of the traveling staff of the McClary Manufacturing Co., in the territory west of Winnipeg.

Burglars Caught Red-handed.

Brampton, Ont., July 18.—Two would-be burglars were captured in J. A. Henderson's hardware store early this morning. The suspicious actions of one of them were noted by a lady who lives opposite the lane at the rear of Mr. Henderson's store, and she notified the night-watchman. He secured the assistance of several men, and the building was surrounded. When called on to surrender themselves the two men crawled out of the window and submitted to arrest.

To Locate in West.

Foreseeing the opening up of a market in Canada, the Hart Accumulator Company of London, England, will establish a factory in the west, as soon as the authorization of the board of directors can be obtained. E. J. Clark, managing-director of the company, who is one of the party of British manufacturers touring the Dominion, stated that he would recommend to his directors on his return that a plant of large capacity be built either in Winipeg or at Fort William. Mr. Clark explained that the principle material used in the manufacture of storage batteries was lead and lead oxide, the supply being obtained from the British Isles.

Business Changes.

New Westminster, B.C.—H. T. Kick, hardware dealer, has opened a branch store at Edmonds with a complete line of hardware.

Chilliwack, B.C.—The Menzies Hardware Co. have taken over the old established hardware business here of H. H. Gervan. Business in this section is reported to be good.

Vancouver, B.C.—Geo. H. Watts has bought out the Bailey Hardware Co.

New Retail Firms.

Gasby, Alta.—Geo. H. McIntyre has started an implement store here.

Calgary, Alta.—Middleditch & Co., are starting a hardware store here.

Personal Notes.

F. W. Lamplough, Canadian Agent for R. Heinisch's Sons Company, has left Montreal on a business trip to Europe.

D. G. Smith, of the Smith Hardware Company, Montreal, is spending a short holiday in Mount Tremblant.

A. Becker, hardware dealer, Langerburg, Sask., has returned from a trip to Winnipeg.

E. Fielding, commission merchant, Yonge street, Toronto, is on a trip to Europe.

H. A. Sharpe has resigned his position as manager of the Bell and Rochester Hardware Co., Haileybury. He has gone to Ottawa.

PROGRESS OF CREDIT MEN.

Toronto. July 25.—Henry Detchon of Winnipeg, general manager of the Canadian Credit Men's Association at a meeting of the Ontario branch on Tuesday evening outlined progress of the organization since its inception three years ago.

The association now has offices in Winnipeg, Toronto, Calgary and Regina, and branches are about to be opened in Montreal and St. John, N.B. Montreal starts off with a record membership of 104, including several hardware and paint firms.

WAREHOUSE OF REVILLION, LIMITED.

Revillion Wholesale, Limited, of Edmonton, Alta., have had plans prepared for a warehouse, costing $250,000, at Fourth street and Athabasca Avenue, where the corporation have a site of 150 by 135 feet. The structure of steel, concrete, pressed brick and cut stone, will be six storeys in height, plus a full basement, with walls of sufficient width to carry two additional floors. Work will begin as soon as the men and materials can be assembled. Two shifts of men will be engaged to rush the work day and night, the aim being to complete the building early next January.

J. E. Brown, local manager of the company, says the hardware sample rooms will be most modern, being finished in quartered oak with glass show cases and other high-class fixtures. The floors are to be of hardwood. There will be three freight elevators, one of the spiral gravity type for sending heavy ware from the upper floors to the shipping floor and basement.

The firm were recently re-incorporated under the laws of Alberta with a capitalization of $1,000,000.

Weekly Market Report --- Metals

METAL NOTES.

Although no price changes have been made, a number of early advances are predicted.

Soil pipe and fittings are very scarce and advances are believed to be certain. Lead is very scarce also.

Copper has gained strength this week.

MONTREAL.

Montreal, July 25.—Though there have been no price changes locally, the situation is such that these are practically certain to come in several lines. Indeed, all things considered, this seems to be a good time for dealers to cover their future requirements. It is not only that prices will advance, but present shortages make it very evident that the metal houses will later be unable to fill all their orders.

Soil pipe and fittings prehaps are the most certain to advance. This was predicted last week. The lapse of time has only made the advance more certain. It may come in a day or two. On the other hand the higher figure may not be struck for a month, but that it will be struck there seems not the slightest doubt. Exactly what the advance will be cannot be stated with absolute certainty, but it seems likely that the discount on pipe will be changed from 65 to 60 per cent. and on fittings from 70 to 65 per cent.

Buy Soil Pipe Now.

This, however, is not the most serious side of the soil pipe situation. The gravest feature is that early though it is, the stocks are depleted. In view of the fact that dealers experienced great difficulty in getting their supply last year, it would appear that those who do not order in good time will have little chance to get what they need this fall.

Galvanized pipe too is scarce already, and seems likely to become scarcer. Especially is this true of the smaller sizes. It is not certain yet that the prices will be advanced, but this seems likely. Certainly dealers would do well to cover.

Galvanized sheets too are scarce. Especially is this so of corrugated. The demand has been large, and what supply is on hand has been pretty well depleted. New stocks will likely be received, but as the demand continues it is very doubtful if the situation will become easy. With sheets too, this would seem a time to buy—not so much for speculation, although that might bring profits, but to make sure of having the material when it is wanted.

Lead Continues Scarce.

Lead:—Here there have been some fluctuations in prices, but these have not been large enough one way or another to cause a change locally. Stocks are still low, and herein lies the seriousness of the present situation. Manufacturers are being hard put to it to get enough lead to meet their requirements.

Copper:—The price, which fell during the latter part of last week, has risen again, and the metal is still at an exceedingly high figure. There is little likelihood of a change locally—either one way or the other—for some time.

Iron:—Stocks are low. This is one of the causes—perhaps the principal cause—of the present scarcity of soil pipe. The great demand, however, must be remembered when the situation of this product is considered. Manufacturers have turned out much more this year than last, yet their reserve supply is practically nil.

Banca Sale Near.

Tin:—The Banca sale is close at hand now, yet if any effort is being made to force the price down it is not succeeding entirely. The present price is higher than it has been for a week or so. Still the prediction is that a higher level will be seen after the sale has taken place.

Spelter:—Little to say here. Locally stocks are sufficient. The prices have not changed.

TORONTO.

Toronto, July 25.—To quote one man "things are booming" in metals at present time. Demand is heavy but there is one detrimental feature, however—the scarcity of supplies existing in several lines. This is quite pronounced in case of lead and also in tin plates and sheets of all grades.

There have been no price changes but under these conditions market maintains a firm tone, with talk of an upward movement in some lines.

Copper.—Purchasing of copper continues on same liberal scale despite bearish conditions which have been reported from foreign markets. Violent attempts were made to weaken general markets but they have come through the attack in a pretty steady condition.

Tin.—There was a weaker feeling in tin on London market, hinted at as result of skilful manipulation, but situation has since rather steadied. There is a good general demand in evidence.

Lead.—Lead situation has shown no improvement, supplies continuing as scarce as ever, and amount coming forward insufficient to meet present brisk demand. Market appears to be in control of European handlers and they are just feeding out enough to keep market firm. At least this is impression of one local dealer. Dealers do not expect an abatement in demand for some little time.

Plates and Sheets.—There have been no changes in prices. Important feature is scarcity developing in sheets of all grades and which is in fact becoming quite marked and with shipping troubles in England outlook in this direction is not particularly bright.

Spelter.—With high prices ruling on primary markets, there are no indications at least at present of price of spelter showing any wavering. Market remains firm with appreciable demand.

Pig Iron.—Prices are steady to firm with an active business being done.

WINNIPEG.

Winnipeg, July 22.—No amelioration in the condition as regards plate are to be reported, supplies are almost impossible to obtain.

Lead is very firm, and even further advances are not improbable.

Customs figures show that the imports of cement into the Western provinces for the month of June have increased 210 per cent. The figures show that 171,000 barrels have been imported during the month as against 56,000 for the corresponding month last year at 23 cents a barrel, the duty still remaining. In Manitoba the increase has been 17,803 bbs. against 251 in 1911, an increase of 7,000 per cent.

MANY WANT CORRUGATED IRON.

Montreal, July 24.—A heavy demand for corrugated iron is reported here this week, indeed business in this line had grown tremendously of late. The use of this metal for roofs has come into great favor. It is said to be cheaper, more durable and in every way more satisfactory than shingles. Moreover the quality of shingle is deteriorating while the quality of corrugated iron has greatly improved. At present the difficulty is to fill the orders which are being received.

ASK PREFERENTIAL DUTY.

London, July 23.—Hon. George E. Foster yesterday saw a deputation of Welsh tinplate manufacturers regarding the duties. The manufacturers are desiring that Canada put five per cent. on American plates.

Weekly Market Report --- Hardware

ACTIVITY PREVAILS.

The general trend of business is toward greater activity, despite the fact that this is generally considered to be the dull season of the year. Orders are pouring in and some fall booking has been started.

Advances are noted in some lines of builders' hardware, and an increase is predicted in screws.

Optimistic reports are heard from the West.

MONTREAL.

Montreal, July 25.—It does seem that the value of early ordering is being appreciated by a large class of the dealers. This, the season of the supposed summer dullness, is proving not a poor season at all, but a good one; and this is true because the travelers are being able to book orders for goods which will not be needed until fall or winter. Retailers are still selling summer goods, but they are now preparing for the coming demand in other lines. They are not waiting for the demand to come before preparing to meet it. The parable of the foolish virgins is apparently being appreciated in a business sense.

Only a few price changes have been noted recently. There has been a rise in one or two lines of builders hardware, due of course to the advance in metals. An advance in the price of screws is predicted too. These have been selling at a low figure, and it seems that a higher price will be fixed shortly.

Skates Ordered Already.

Seasonable Goods:—These lines—the cherry stoners, meat choppers, the pots and pans necessary for preserving, continue to move well. But a large part of the ordering is for goods which will be wanted in a few months. A demand for lanterns is noted; also for cow ties, and even skates and hockey sticks. Last season was not an exceedingly propitious one for skates, and it seemed that a number of dealers must have had stock left on their hands. Present appearances, however, would indicate that the business in this line will demand new ordering.

Horse blankets are another line for which an early demand is being shown. Dealers are taking no chances of being unable to get these when the proper season comes.

Builders Hardware:—For all styles of builders hardware there is a heavy call. Building is progressing rapidly now. The season when the builders hardware is needed is at hand, and dealers are preparing to meet this demand.

Some Price Changes.

The price changes have been of some importance. Bronzed front door sets for example, have been generally advanced 5 per cent. Almost all inside sets have gone up, some of the cheaper lines more than 5 per cent. These advances were expected some time ago, then it appeared that competition might keep the old figures in force.

It is indicated that wood screws, bright brass and bronze, will be put upon a higher level before long. At present the discount is 85-10-15-2½, but the opinion seems to be that the quotation will shortly be 85 and 10 off the list price. It was a slaughter market, caused by exceptionally low prices quoted by a United States firm, which brought the present low figures. It is said this source of supply has now been removed, and there will likely, therefore, be a revision to the old figures.

Killing and Revolvers.

Sporting Goods:—The demand here is keeping up in gratifying manner. Still fishing goods are being sold, and the approach of the hunting season is causing some to order rifles, shot guns, and ammunition. Recent killings which have taken place in the city are thought likely to hasten the action of those who are anxious to pass laws regulating the sale of revolvers. This may affect ordering in this line.

TORONTO.

Toronto, July 25.—Hardware jobbers report that business has been extremely healthy. "Not only is business up to standard," said one man this week, "but is exceeding it." He considered that improvement was due to general rosy business conditions while late opening of season might explain in part the continued briskness.

"We generally look for a falling off about the middle of July," stated one man, "but so far the usual lull has not made its appearance. However, we can shortly expect the dog days in business to set in."

There are no price changes reported this week in general lines but there is a general tendency toward steadiness evident.

Harvest Tools.—With harvesting now well under way, the big demand at the present time centres around harvesting tools which are moving freely from both wholesaler and retailer, more especially the latter as retailers have by this time pretty well anticipated their wants, although there is always a sorting business to be cared for. There is a good business to be cared for. There is a good business in binder twine and such lines as forks, scythes, rakes, grain cradles, etc. These are the lines the retailer should now push strongly.

Household Goods.—Earlier in the season it was refrigerators and similar lines which held the centre of the stage but the position has now been usurped by preserving necessities, such as kettles, jars, cherry pitters and similar goods.

Seasonable Goods.—The retailer is still finding an appreciable demand for those lines naturally called for during warm weather. Those articles to bar the fly from the house or destroy it after it enters, are selling well.

Builders' Hardware.—Builders' hardware is finding a fair demand from both city and country points. There is considerable building in progress at present time, indicating a demand later on for finishing goods.

Heavy Hardware.—There are no special features. Business is acknowledged as good in all lines.

Sporting Goods.—There continues a good demand for sporting goods. Baseball and lacrosse supplies are naturally less brisk than a while ago but fishing tackle is selling well while there is a demand for motor boat supplies, canoes and associated lines.

WINNIPEG.

Winnipeg, July 22.—The wholesale situation has varied little since last review. A large number of retail merchants from country points are visiting the market on the occasion of the exhibition. It is understood that a large amount of business was transacted not only for goods for immediate delivery, but for next season.

There is perfect confidence now in the crops and the business situation. Harvest will be general on August 15, and Western Canada stands to gather in from 225,000,000 to 250,000,000 million bushels of wheat of above average quality. The only cause for uneasiness is the labor market, which is ill-supplied to meet the great demands that will be put upon it.

Harvesting machinery and repairs are moving freely now. There is no falling off in demand for builders hardware, and there is a good enquiry for fall sporting goods. A heavy trade in ammunition may be expected, as reports of game are satisfactory.

There is a good demand already for binder twine, but the volume of consumption will be less than last year as straw is comparatively short and light as compared with last season's rank growth.

Stoves, Furnaces and Accessories

Make Store Window Displays Practical

Lack of Space Prevents the Trimmer Attempting Anything Elaborate in the Average Store—Efforts Should, Therefore, be Bent Toward Making the Displays Demonstrate Certain Points —Ideas and Suggestions.

Many hardware dealers pay little attention to their store department. This is doubly surprising because no branch of the business is more difficult to handle well.

It calls for a rare degree of skill and a good stock of practical knowledge to sell stoves. No man becomes a good store salesman until he has used his "grey matter" pretty steadily, studying the subject. He has to know human nature as well as his store. It is correspondingly difficult to arrange catchy store window displays. Altogether there is every reason to give much time and study to the subject and it is hard to understand why some dealers give so little of either.

However, the object of this article is not to stir up recalcitrant dealers, but to discuss the question of arranging store windows. Despite the fact that there is a long stretch of summer still ahead, the subject is a timely and pertinent one. Stove displays will soon be in order, and in the meantime every window dresser will be interested in matters relating thereto.

At first glance it does not appear that the window trimmer has much scope when it comes to arranging stove displays. Stoves are bulky, and by the time one has been lugged into the window there isn't much room left for anything else. Where the window is of exceptional size, it is a different matter, of course. But in the average hardware store, the window space is limited, and the trimmer has a somewhat knotty problem when it comes around to stove time.

He is practically compelled in the first place to abandon the idea of making an elaborate display. Space does not permit this. The very best thing he can do, in the opinion of the writer, is to plan a practical display, something which will be demonstrative. Endeavor to make the display demonstrate some of the good features of the stove, or better still, concentrate on one special feature. This will be found more effective than attempting a fancy display.

To illustrate. A certain stove dealer made a unique display by exhibiting a base burner with two hods filled with coal, one on either side. One hod was very much larger than the other, and a card announced that

"This much coal will be burned in the ordinary base burner."

Against the small hod was a card which read as follows:

"This much coal will be all that is necessary if you use our 'name' base burner."

To further attract attention, he scattered a quantity of dollar bills on the floor of the window. A large sign read: "You can pick up money no easier than by buying one of our (name) base burners. They will save you money by the big saving in your coal bills."

The last feature was hardly necessary. In the opinion of the writer, it partook a little of quackery. It smacked of the methods of the mystery fakir who boldly announces that he will give one thousand dollars (or some other impossible sum) to any person who can prove that he is resorting to deception.

The main idea of the display was amply sufficient. There you had it—— a contrast which drove home the lesson. A display along such lines emphasizes the value of buying a stove which will be a light consumer. It is a one-idea display, and as a result the one idea stands out prominently and unmistakeably.

Showing Each Part.

The store is a practical proposition. It is intended to perform a number of very practical functions. People approach the question of buying a stove in an eminently practical frame of mind. Ergo, if the window trimmer wants to attract them, he must make his display practical.

One of the surest methods is to put a stove in the window and expose each part to view. Have the oven door open and the lids lifted. Spectators are thus enabled to get a clear view of the interior of the stove. This method may perhaps detract from the appearance of the window (judging from an artistic standpoint), but it makes a good practical display. If cards are shown, explaining briefly some important features of the stove, you have a display which will win the serious attention of every man and woman contemplating the purchase of a stove.

A somewhat hackeneyed method is to suspend a number of signs around the stove, invisible wires attaching them to the ceiling. Strings are then strung from the signs to the parts which they refer to. The effect is a good one, although the idea has been worked by a great many hardwaremen, it is still well worth trying.

Have a Background.

A feature which is commonly neglected is the background. Many window trimmers apparently think that as the stove occupies so much space, it is not necessary to bother with the background. This is a mistake. Any article will show up better when a proper background is provided and, in the case of stoves, it pays the trimmer to provide one. Best results are obtained when a plain background of one color is arranged. The stove stands out, and the outline is plainly describable from the other side of the street.

Moving Devices.

A motion device is just as certain to attract attention as a side show "spieler." People will gather in front of the window to inspect the device. The majority of them will probably not be interested in stoves, but some will. In cases where the trimmer is showing an article which he wants people to study —as in the case of stoves—the motion device, is both an advantage and a disadvantage. There will be a crowd around the window continuousuly, and every person who passes will be attracted by the crowd and stop. Thus no stove prospect will pass the store without seeing the display. On the other hand, the presence of the crowd will make it difficult for anyone to study the display as closely as they should. On the whole, perhaps, the advantage outweighs the disadvantage.

JAMES STEWART PICNIC.

Woodstock, Ont.—On Saturday, July 20, the fifth annual picnic of the employees of the James Stewart Manufacturing Company was held at Fairmount Park. There was a very large attendance, and it was universally voted to have been the most successful picnic yet held.

The day was cloudy and cool, but this added to the enjoyment, and the programme was carried out expeditiously. It included a number of unique events. A vote was taken to determine the most popular lady on the grounds, and the honor fell to Miss V. Kelley. A second

vote was taken to get a consensus of opinion as to the most handsome gentleman, and Geo. Childs, Sr., was the proud recipient of the most votes. A baby show was next in order, little Miss Helen Dickson being judged the winner.

The big event, however, was the baseball game between the married and single men. After a hard struggle. the bachelors won out by a score of 5 to 4. A number of races were run off, including a number for the juveniles.

Weekly Market Reports---Stoves

A RECORD YEAR.

Indications all point that way. It is becoming more apparent all the time that the fall demand is going to be exceptionally heavy.

Fall shipments have begun. The manufacturers are anxious to ship out as much now, and thus avoid congestion in the fall.

MONTREAL.

Montreal, July 18.—While there has not been a price change noted here during the week, the market is far from uninteresting. During the last few days there has been a great revival in this line of business. Orders are coming in largely, and the manufacturers are now busy figuring if they will have a sufficient supply of stoves to meet the demand. They are also figuring out the shipping problem which caused such a lot of trouble last fall.

This shipping problem is a serious one--and one which the retailer might well consider as well as the manufacturer. The difficulty which has been experienced in the past has meant slow shipments. If there is a shortage of drays and cars again, as seems quite likely, it will mean slow shipping once more. Those who send their orders at the last moment, therefore, will be in great danger of having to wait. A wait may lose a sale, and is therefore something to be avoided, and the way to avoid it is undoubtedly to order early.

Prepare For the Rush.

Mails being received daily indicate that many of the dealers are awake to the need of early ordering. They are sending word of their early requirements. Some are having these shipped at once. Others are merely getting their orders on file, having these call for shipment at a later date. They are thus safeguarding themselves, for, in a rush time, orders are of course sent out as they have been received.

At present the demand is for kitchen ware especially, but stoves and refrigerators are also moving.

Kitchen Ware:—The preserving season is keeping up the demand for this line. Kettles and sauce pans are moving regularly. These are now moving at the old price, but copper goods seem to face another rise and it is impossible to say when this will come.

Many Stocking Stoves.

Stoves:—As has been indicated the ordering is largely for the future. Many dealers, however, are getting in a good supply already. If they have room these would seem to be the wise ones, for people seeing a good display of ranges will be likely to bear the dealer who has these in mind, and will go to him when there is a purchase to be made.

Refrigerators have moved better this month than was expected. The late arrival of the hot weather stopped some early sales, and the excessive heat, when real summer really came, made people banish all thoughts of doing without a refrigerator. Even yet the demand does not seem quite over.

Furnaces:—A demand for these has sprung up early—largely because a number of buildings are already nearing completion, and are being installed with heating equipment. Radiators too are commencing to move, for much the same reason as the furnaces.

TORONTO.

Toronto, July 25.—The outlook is improving all the time. Manufacturers are pretty well agreed that the fall trade will be far ahead of last year. When it is recollected that 1911 was the best stove year in the history of the country, it will be seen that expectations at the present time are of a very high order. Fall shipments have begun. Although as a general rule the dealer does not want shipments before the middle of August, enough have specified early delivery to make the outgoing movement pronounced. The manufacturers are sending out just as many orders as they can conveniently fill. In few cases are the orders filled completely.

The shipping is being done on the whole a little earlier than usual. This is indeed satisfactory as the manufacturers are anxious to avoid congestion as far as possible. Only by getting out a lot of orders now can congestion be avoided.

Gas Stoves.—The cooler weather has brought about a partial resumption of activity in the gas stove trade. The best of the trade has been done, however, and only sorting orders are being filled now. In fact, most of the stoves shipped out were to supply dealers who had already sold them. It has been a splendid gas stove year.

Oil Stoves.—Demand has been revived considerably. This is probably due to the fact that campers and summer cottagers have been feeling the need of something to heat up their quarters in the evenings. There has been a pretty general call for oil stoves from all sections.

Coal Ranges. — Fall shipments in ranges are fairly heavy. Booking is proceeding rapidly and it is becoming apparent that the fall trade is going to be extremely heavy. The western demand has been particularly heavy for ranges and big shipments are being sent beyond the Great Lakes. Northern Ontario is also showing a steady demand.

Furnaces.—The rapid advance of the building season is bringing about a corresponding advance in the call for furnaces. A Toronto furnaceman stated today that he saw more contracts ahead than in any previous season. "I'll soon be rushing you for shipments," he told a manufacturer. "You won't be able to keep me going this fall." It certainly begins to look as though the demand would keep the manufacturers "hustling."

Accessories.—There is a big demand for stove pipe, plates and other stove accessories.

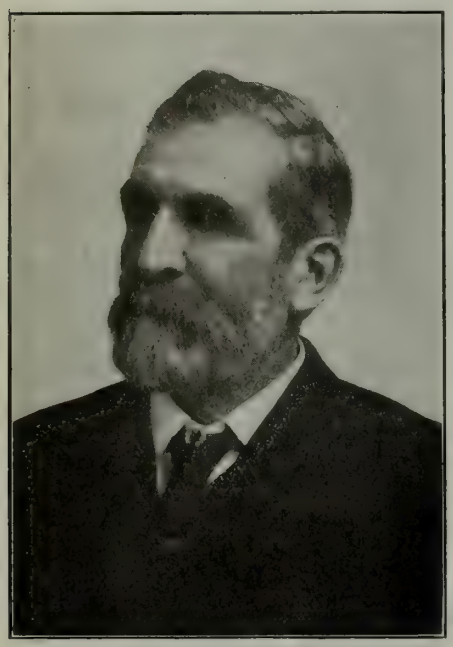
WINNIPEG.

Winnipeg, July 22.—There is nothing new to report in the heating and cooking apparatus lines. There is a fair business doing and no more need be expected till the advent of cold weather stirs up the community to the fact that heating apparatus is a prime necessity.

Installation of heating plants for larger buildings is much in evidence, and there is much to do in this line.

FIFTY YEARS IN BUSINESS.

Kingston, July 24.—Congratulations are being extended to the two veteran hadwaremen of Kingston, Messrs. John M. McKelvey and Samuel Birch, of the firm of McKelvey & Birch. They have just celebrated their 50th year in business. In referring to the veteran hardware men, the British Whig had this reference: "Messrs. McKelvey & Birch



John McKelvey.

are numbered amongst Kingston's substantial citizens. Their business career has been a striking example of what may



Samuel Birch.

be attained by progressive enterprising men whose energy equals their ambition."

McKelvey & Birch have purchased the George property on Gore Street, and will use it as a store house. They have been forced to give up the old quarters on Johnson Street to allow the convent school to be built on that property.

Editor's Note.—Sketches of the careers of both members of the firm have appeared in recent issues of Hardware and Metal. They are undoubtedly among the most widely known men in the hardware trade in Canada.

Picnic of the B.C. Hardware Dealers

A Splendid Time Spent on the Ranch of Fred Cunningham—Baseball and Boxing Prove Features of the Day's Sport—About Thirty Were in Attendance.

Vancouver, July 18.—Members of the B.C. Hardware Dealers' Association held their annual picnic, and from all reports they had the time of their lives. Many impromptu and novel features were introduced, with the result that everyone enjoyed themselves.

There were about thirty in the party that went to Fred Cunningham's ranch on the north arm of the inlet, the mode of transportation being by three launches, owned by G. Parsons, Jack Paine and Fred Cunningham. After the first getaway, the crowd went to Belcarra and played a baseball game. This was only a preliminary, and after the return to the ranch (according to Mr. Cunningham this is pronounced rawnch) the party retired to the basement. Retire is used advisedly, for the boxing gloves were put on, and with thirty present, everyone taking part, there were fifteen goes of three rounds each. As said before, the party retired to the basement, and later some were retired in the basement. Anyway, those who survived the bloody noses and bruised cheeks, declared it the most laughable time they ever had.

To quote an apt phrase this was the piece de resistance of the afternoon, though many of the agressive hardwaremen did anything but put up an effective resistance.

Supper was served on the verandah of the summer cottage, and the tables were very tastefully arranged. The situation was magnificent. The water was close by with its wooded islands, while all around on either side of the inlet towered the mountains vast, where the play of color in the evening sun was something beyond description.

The beauty of the scenery, however, was forgotten in the beauty of phraseology of the effusive hardwaremen. Everyone was required to say something, and all were kept occupied either in talking or trying to get some of the bashful ones to utter some joyous phrase.

The home run down the inlet, between the banks of electric lights, in Vancouver on one side and North Vancouver on the other, was made about midnight.

STIMULATING TRADE IN MID-SUMMER SEASON.

(Concluded from page 34)

of whom featured the joys of camping in clearing their stock of tents. They also advertised campers' cots, flies, poles, etc., along with the tents. As tenting along the rivers and lakes of New Brunswick is decidedly popular, the returns from the scheme were encouraging. T. McAvity & Sons also featured lawn mowers for a few days now and again, emphasizing the fact that "a well kept lawn is a thing of beauty, and it cannot be made perfect with a poor mower—ours is strong, durable, and light running, designed to lead anything on the market."

Colwell & Jennings of Fredericton, are boosting a clearance of their lines of kitchen hardware, granite, enamel, pots and pans, and other bargains calculated to excite interest on the part of the housewife, and cause her to think of replenishing her pantry and kitchen supplies and fixtures.

Benefited From Fly Campaign.

W. H. Thorne & Co., St. John, and R. Chestnut & Sons, Fredericton, struck similar ideas, and, taking advantage of the active campaign being waged by the press and health protective bodies, increased their receipts from the sale of various lines of insect powders, bug death, fly killers, etc. The former concern not only spoke of the need of protection in the home from the house-fly, but also of the need of caring for live stock, horses, and cattles and preventing their being pestered with lice and flies during the hot season, emphasizing the fact that "in fly time it is positively necessary to use some preparation for the protection of animals for flies and this fly-killer is most satisfactory."

From what has been written it will readily be seen that there is a wide range of ideas regarding the featuring of seasonable goods during the summer months but, that extra efforts must be made to keep trade in the right channels, is easily recognized. As one dealer in speaking of the matter said this week, "when the trade is not coming our way, we've got to turn the tide as it were and make it come, and our endeavors to do this thus far have been quite promising."

Methods of Retailing Paints and Varnishes

A Traveler in the Retailer's Place

One Explains What He Would Do to Secure a Good Paint Business if He Had a Store of His Own, in a Place Where There Was a Good Farm Trade — He Would go in for Outside Salesmanship, He Declares.

"What would you do if you were selling paint as a retailer sells it?" was asked of an experienced traveler for a well-known paint house.

"Well, now," replied the traveler, "you have asked me a hard one. I'm so accustomed to sell to the dealer and not for him, that I am in a little the position of a novice. However, I have watched the methods of others. I have seen some real retail paint salesman, and I have seen some of the other kind — those who believe that salesmanship consists in handing out a can when it is asked for. I've been interested in this retail way of selling, for I have held that it is part of a traveler's work to help the retailer sell his goods. I wish I had a chance to sell retail."

After the Farmers.

"Well," was asked again, "if you had the chance what would you do?"

The traveler scratched his head for a moment, and then gave his ideas about as follows:

"You know it is impossible to say all I would do right at once, but one or two things are certain. One is that I would make a dead set for the farmers, and another is that I would start making that dead set in time. I would make him know there is such a thing as rural mail delivery. I would send him some of the picture work that the manufacturing houses send out. That would be looked at carefully, and the letter accompanying it would be read too. I know the farmers, and they don't throw any letters away unread. A farmer is just naturally curious to see what is inside every envelope, and what is said in the next paragraph.

"I think I would go after the farmer to paint his barn, and I would prepare for the campaign now. The actual work I would not begin much before September but the plans would have to be under way well before that time.

Would Limit Campaign.

"What would my plans be? That's what I'm trying to tell you, though I'll admit I haven't them well defined.

"We'll take it for granted though that I know a good many farmers through the country. You can bet I would if I had been carrying on a hardware business there for even six months or a year. Well I would know a good many intimate facts about some of these farmers. For instance I would know in a general way the amount of money these men were worth. I would pick out the ones with money to be the recipients of my attention. There is no use trying to get a man without money to buy. It is like trying to get a one-legged man to jump.

"I wouldn't go after all the men with money either—at least only in a general way. I believe better results could be secured from specializing. Some men who have money in luscious rolls are harder to convince that they should spend some, than are others with only a moderate amount. The very "close" I would leave for a time. They could come later. For the time I would pick the well to do, and the fairly ready spenders, whom I knew should use some paint. If I didn't know which of these had barns in need of painting I would make inquiries and take drives to see.

What to Say in a Letter.

"Then I think I would draw up some letters. As I figure it there is no use telling a man he should buy some paint; that this would preserve his wood and would cost him little. That's too general for any man, and especially for the farmer. The farmer wants to be shown. All farmers seem to have come from Missouri. That old idea of the boys doing up Reuben when he came to town is all wrong now. It is the other way around.

"I would, both by letter and by personal canvass, tell the farmer that he might well paint his barn. That this would preserve the structure and would cost little. But I would say more. I would point out just what the cost of painting the barn would be. I would find the size of his barn and explaining that one gallon would cover so many square feet, I would show how many gallons would be needed, and therefore what the expense of material would be. I would also point out that the work upon the barn could be done by the



A display of paint arranged by Ray Best of Campbell & Best, Peterboro.

farmer himself, which would not mean any real loss of time, since the quiet season on the farm had come.

A Near Home Example.

"If I did not know the exact size of the barn—this in the case of a letter, where the information could not be asked—I would approximate; explaining the square feet a gallon would cover; quoting the price of this; and estimating from this what the cost of the whole work would be.

"Then I would say something about protection. I would send out some of the information the manufacturers publish; and better still I would—if possible—cite one specific instance. If I could tell Bill Jones, that Silas Smith had painted his barn six years ago, and that it was as good as ever still, this would bring home to Bill Jones the value of painting his barn in which cracks were beginning to appear. Of course the information would have to be absolutely correct, for the barn used as an example would be known to the receiver of your letter.

This is where it is of real benefit to keep a list of those to whom you sell paint. I know a farmer near Sherbrooke, Quebec, who painted his barn with our paint three years ago. He watches that like a cat, to see if it does give the protection that we said it would. Now he has begun to agree that it does, and he is quite ready to express his opinion. The faith which has grown in him has meant many sales for the local dealer in handling our line.

Probably there is nothing so forceful to a farmer as to mention that a neighbor has benefited by painting, as you are urging him to paint. In a city that might not work so well, for in many cases people don't know their immediate neighbors well. But it is of great value among farmers. It leads to their talking over this question of painting, and that leads to more people being interested in your campaign. Why a few letters of the right sort would stir up real interest.

"Of course I would dress a window with paint too, and I would keep paint well displayed inside the store. But, especially I would go out after the business. It is an age of outside salesmanship, and the retailer might as well adopt those methods too. I know a number of the most successful who are doing this."

Master Painters in Annual Convention

Big Gathering at Gananoque Featured by Addresses of a Practical Nature on Paints and Specialties—Social Events Were Unusually Pleasurable—Paint Displays in Local Hardware Store.

Gananoque, Ontario.—The ninth annual convention of the Master House Painters and Decorators Association of Canada was held here from July 16 to 19. The sessions, which were held at the Gananoque Canoe and Motor Boat club house, were very well attended. It was found that no better place could be selected for the holding of conventions than here in the very heart of the Thousand Islands. The pleasant surroundings added to the interest of the event. In addition, there was every facility for pleasure jaunts, and the social side of the convention was carried out as never before.

Firms Represented.

A feature of the convention was the large number of manufacturing and jobbing companies represented. Included in the list were the following: Brandram-Henderson, Ltd.; International Varnish Co.; Consolidated Plate Glass Co.; Sanderson Pearcy Co.; Canada Paint Co.; Stauntons Ltd.; Stewart & Wood Co.; A. Ramsay & Son Co.; Imperial Varnish Co.; Boeckle Bros. Co.; Berry Bros. Co.; The Toronto Plate Glass Importing Co.; James Langmuir Co.; Benjamin Moore & Co.; A. Muirhead Co.; Sherwin-Williams Co., of Canada; Pinchin-Johnson Co.; Glidden Varnish Co.

The Opening Session.

The first session was held on Tuesday at 10 a.m. with president Wm. Barrett, of Hamilton, in the chair. Mayor Donevan, of Gananoque, gave an address of welcome, after which the business of the convention was taken up. The reading of the president's address was first in order, followed by the appointment of committees on credentials, resolutions, auditing and the president's address. The reports of the other officers and the standing committees followed.

Addresses Given.

An address by James Kitchener, of Toronto, was given on "the best finish for exterior hardwood and hardwood floors." Some practical pointers were given.

Mr. Clucas, of the Canada Paint Co., followed with a valuable paper on "paste dryers vs. liquid dryers," in which he discussed the relative merits fully and comprehensively.

Mr. Faircloth, of Toronto, gave a paper on "the best method of covering plastered surfaces with lining papers or cotton and their subsequent treatment."

An illustrated lecture on paint analysis was given by Professor Gardner of the Institute of Industrial Research. Professor Gardner has attended other conventions, and his lectures have become a feature to which all look forward.

"Lithophone and its use in the paint and kalsomine trade" was the subject of an address by Fred. Moore, of Benjamin Moore & Co., Toronto. Lithophone is a comparatively new preparation, and is used to replace white lead. Mr. Moore's address was followed closely, and a discussion ensued on the qualities and possibilities of the substance.

W. A. Poole, of Brandram-Henderson Limited, gave an interesting demonstration of lead corroding by the old Dutch process, showing by means of miniature apparatus exactly how the corroding is carried out. The demonstration was followed with close attention.

Addresses were also given by Wm. Wall, of Somerville, Mass., and John Dewar, of Pittsburg.

A new feature of the convention was a question box session when a number of live topics were introduced and discussed.

The entertainment features were many and varied. On Tuesday a baseball game was played between the master painters and the associate members (i.e., the travelers), and a reception and musical was given at the Canoe Club pavilion. On Wednesday a trip was taken on the "Thousand Islands," leaving at 3.15. Dinner was served at the Thousand Island Hotel, Alexander Bay, at 5.30 p.m. The return was made about 9 o'clock. This trip was provided by the associate members.

On Thursday, a programme of sports was run off, in which the indefatigable travelers took a prominent and useful part. A baseball game was played and many races were run off.

In the evening a moonlight excursion through the Thousand Islands was the order. Special steamers had been secured.

On Friday, fishing trips were held, many of the members displaying great prowess with rod and tackle.

Window Displays.

An interesting feature was the displays made in the store windows of Bennett & Son, local hardware dealers. Two front windows were used, one for a display of paints and the other for a brush display. Both trims were eminently creditable, and the delegates displayed considerable interest in them.

AN ORIGINAL DISPLAY.

On the previous page, a display is shown which appeared in the window of Campbell and Best, Peterboro. Ray Best who arranged the window has a well deserved reputation as a window trimmer, and his success in this instance is noteworthy.

Fall in Step With Our Maple Leaf Fall Painting Campaign!!

We want dealers to help us, and in turn help our M-L Dealers, to do Fall Painting Business. It helps trade. It helps the paint. Whatever helps the paint, helps the dealer's own business. Satisfactory paint results in bigger sales for the paint departments of local retailers. Fall painting is best.



How This Campaign Will Help Our Dealers—

By our newspaper advertising campaign to consumers, all inquiries are directed to local dealers who carry Maple Leaf Paints, M-L Floglaze and M-L Elastilite Varnish or M-L Flat Wall Color. The retailer does every cent of retail business. We help him sell. See that your stocks are full this Fall with our Maple Leaf Line.

OUR LINE Consists of **M-L Ready-Mixed Paints**, ready for the local painter to use. In addition, **M-L Floglaze** can be used outdoors and in, not merely on floors and wainscotings, but on garden furniture, tools, implements, buggies, autos, wagons, etc. Besides these, **M-L Flat Wall Colors** decorate interior plaster most beautifully—a field almost impossible for the dealer heretofore? Lastly, **M-L Elastilite** is a perfect easy-to-use varnish for indoors or out, except floors. Carry these profit-bearing lines, advertised by us, and ready to sell direct to the local user.

Send for Prices, Color Cards and Samples.

Imperial Varnish & Color Company, Ltd.
TORONTO

TORONTO: 6-24 Morse Street
WINNIPEG: 108 Princess Street
VANCOUVER: 365 Water Street.

True paint economy isn't how little you spend—
it's how much value you get for what you spend.

The Acid Test of Paint is Service

"What's in a paint?" is of subordinate importance to "What will it do?"

The essential thing to know about paint is what results will it give?—not so much how quality is arrived at—but is it there?—

—uniform covering power, spreading capacity, beauty, wearing quality.

Those are the vital points for the hardware man to consider when choosing paint—because they add to value in satisfaction and economy to the consumer.

Therefore, as paint is made to use, that paint which renders the most efficient service is the best paint.

Any way you figure it, Lowe Brothers' "High Standard" Liquid Paint is always better—all ways best.

There is no argument, we admit it.

Lyon-Monkhouse Limited
171 James Street
Winnipeg, Man.

Lowe Brothers LIMITED

TORONTO
Dayton New York
Kansas City
Boston Chicago

Weekly Market Report --- Paints

BUSINESS CONTINUES BIG

It is reported from all sections that manufacturers of paint are extremely busy, despite the fact that the mid-summer season is generally accounted dull.

Gasoline and benzine have gone up in price.

White lead is very scarce, particularly in Toronto, where a famine has developed.

MONTREAL.

Montreal, July 25.—This is the time of year when the manufacturers usually are easing off—when orders have been filled, and when only supplementary orders are demanding immediate atention. It is a different state of affairs which the paint men face now. On all hands it is reported that they are away behind. "It has been simply impossible to give prompt delivery," stated one Manager. "We can not turn out the paint fast enough, and our reserve was eaten up long ago. We are sending along enough to each customer to keep him going, but that is the best we have been able to do. I hope that by the end of next month we will be straightened away, but if orders continue to come in as they have been doing lately even this will be impossible."

No Going Up in Price.

Aside from the heavy demand there are no features of great interest this week—no price changes, and no promise of immediate price changes. Linseed, while scarce, still continues reasonably low. All the other materials are steady. Even glass, though it promised to cause some excitement later on, is quiet for the time.

Linseed Oil:—Some news is coming through with reference to the Canadian crop. A larger acreage is being used this year for flax than last year, and from present appearances the crop will be fully as good—probably somewhat better. Last season was ideal up to a certain point, then the cold wet weather spoiled the crops somewhat. If no such untoward setback is experienced this year a fine Canadian crop may be expected—though of course even the size of the crop does not altogether indicate its oil giving properties.

Shipment to States.

It is worth noting that a 60,000 bushel cargo of Canadian flax has just been shipped to Duluth. This is but one of several such cargoes which have been sent over there.

Prices here remain at .97 and $1.00, with paint manufacturers very loath to sell.

White Lead:—The pig is still scarce, and the manufacturers are having rather a hard time to get all the raw material they require. No further talk of price changes have taken place. This does not mean, however, that another advance will not come. If the pig does not become more plentiful a further advance is quite likely. However, this is the holiday season, and nothing is being done for the time. It is hardly likely any change in price will occur within a month.

Paris Green:—The demand for this continues large though hardly as large as it was a week or two ago. Still there is difficulty in shipping the product in the shape that many are ordering it. The bulk Paris green is fairly plentiful, however, and dealers have been supplied with this.

Mixed Paints:—Barn paints are coming to the fore now. That is the dealers are ordering these as well as sending sorting orders for interior and exterior house paints. The harvest once in the farmers will have time for painting. The dealers are preparing for this call well in advance.

Glass:—Nothing definite can be said about the future of this material. It depends largely upon the situation in Belgium, and while little is appearing about this in the daily papers, it is learned that the country is not at rest. If trouble comes, up goes the price of glass.

TORONTO.

Toronto, July 25.—While at this time of year a let-up in business is the general rule, dealers still continue to give out rosy reports regarding trade. "Much busier than usual at this time," is a sample of the reports this week.

A further upward movement in price of gasoline is among the market changes this week. Another outstanding feature is marked scarcity of white lead, temporarily amounting almost to a faminine. Recent reports regarding glass are by no means encouraging.

White Lead Famine.

White Lead.—A temporary famine or next thing to it exists in white lead on this market. Demand is particularly strong and dealers are far from able to fill orders. One house reported they are at moment 120 tons behind in orders while another dealer says: "We could use 125 tons easily right away but have only a couple of tons on hand." There is hope of some relief to acute situation in week or so, that is as far as supplies are concerned, but it will be none too soon.

Linseed Oil.—There has been no further change since last week's big reduction, prices ruling at $1 and $1.03. Absence of consumptive demand and liberal shipments from India combined to depress English market considerably. When weakness set in, holders got scared and began to unload. Certain of local trade are inclined to believe that prices have been lowered more than market warrants.

Turpentine.—Fair demand is reported in turpentine with price unchanged at 67 cents.

Glass.—The probability of social disturbances in Belgium is looming up large in glass situation as that country is chief source of our supply. Predictions of strength in this market are not lacking. If an upheaval in Belgium should occurr it is certain to have no little effect on the Canadian glass market.

Prepared Paints.—July is not generally regarded as a busy month in paints but demand is very satisfactory for season.

Gasoline Higher.

Gasoline.—Another addition has been made to the price of gasoline making a total advance of 5½ cents per gallon since last winter. Gradually little by little, prices have been climbing upward until motor gasoline in barrels has now reached 22 cents per gallon. Tremendous demand for this article is offered as one reason for advance while it is also put forward that price has been too low for some time as price of crude petroleum has been steadily advancing while gasoline has not been keeping pace.

Benzine has also been moving upward in past six months, on one occasion a jump of 2 cents being registered. It is quoted at 20½ cents in barrels.

WINNIPEG.

Winnipeg, July 22.—There is a good sorting demand for paints and oils and everything points to a continuation of the present business activity.

As regards prices in accord with the strength of the lead market, both white lead and red lead have advanced in price. Orders for window glass are coming in in good volume, and business in these lines will doubtless greatly increase during the next month or three weeks.

Linseed oil and turpentine continue steady. Flax is reported as a good average crop, and with a steadily declining price a reduction in the manufactured article is not improbable.



Exterior view of Shea's Theatre, Toronto
Decorated by Rambusch & Co., New York.



Interior view of Shea's Theatre, Toronto
Decorated by Rambusch & Co., New York.

CANADA'S THEATRES

THEATRE	CITY	DECORATORS
Auditorium	Quebec	B. Leonard, Quebec
Princess	Montreal	Wm. Eckardt, Chicago
Orpheum	Montreal	Wm. Eckardt, Chicago
Shea's	Toronto	Rambusch & Co., New York
Star	Toronto	Wm. Eckardt, Chicago
Walker's	Winnipeg	Mitchell & Halbach, Chicago
Dominion	Winnipeg	Mitchell & Halbach, Chicago
Gayety	Toronto	Lee Lash Studios, New York.

Decorated with materials made by the only corroders and grinders of White Lead in Canada.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb..8 60 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1. 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 20	2 20
Heads, per 100 lb.	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ in.	9 50	9 00
" " 2 "	8 25	8 50
" " 2½ "	10 50	10 00
" " 3 "	12 00	12 10
" " 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge... 0 26
Rods, base ½ to 1 inch, round.. 0 22
Tubing, seamless base, per lb.. 0 25
Tubing, iron pipe size , 1 inch base 0 25
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot	$19 00
Cut lengths, round bars, ⅛ to 2 in.	26 00
Plain sheets, 14 oz., 14x48 inches, 14x60 inches	28 00
Copper sheet, tinned, 14x60, 14 oz.	29 00
Copper sheet, planished, 14x60, base	36 00
Brazier', insheets, 6x4	28 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto
Canadian foundry, No. 1 .		19 50
Canadian foundry, No. 2..		19 00
Middlesboro, No. 3 pig iron	18 00	19 00
Summerlee, No. 2 pig iron	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles $ base	2 50	2 50
Common bar, per 100 lb.	1 90	2 05
Forged iron, per 100 lb.	2 05	2 20
Refined iron, per 100 lb..	2 15	2 30
Horseshoe iron, per 100 lb..	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)..	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel..	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

Cold Rolled Shafting.

3-16 to 11-16 inch		0 06
⅝ to 1 7-16 inch		0 06½
1 7-16 to 3 inch		0 65

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal.	Toronto
10 gauge	2 30	2 50
12 gauge	2 30	2 55
14 gauge	2 20	2 35
17 gauge	2 20	2 45
18 gauge	2 20	2 45
20 gauge	2 20	2 45
22 gauge	2 25	2 55
24 gauge	2 25	2 55
26 gauge	2 35	2 65
28 gauge	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90		2 90
All bright, 52 sheets	3 70		4 00
Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
20x28x80	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 gauge, per square	5 00
26 gauge, per square	3 85
28 gauge, per square	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 gauge, American	3 85	3 50
28 gauge, (26 English)	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜-inch	$ 5 50	66 p.c.	51 p.c.
½-inch	8 50	71 p.c.	60 p.c.
¾-inch	11 50	75 p.c.	65 p.c.
1-inch	16 50	75 p.c.	65 p.c.
1¼-inch	22 50	75 p.c.	65 p.c.
1½-inch	27 00	75 p.c.	65 p.c.
2-inch	36 00	76½p.c.	66½p.c.
2½-inch	57 50	76½p.c.	66½p.c.
3-inch	75 50	76½p.c.	66½p.c.
3½-inch	95 00	75 p.c.	65 p.c.
4-inch	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 65 p.c., 7 and 8 in. pipe, 50 p.c.
Light pipe, 60, fittings, 70 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00.

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15x24, $2; 18x30, $2.35; 18x36, $3.50.

HEATING APPARATUS

Hot Water Boilers—47 and 15 p.c.
Hot Water Radiators—45 and 15 p.c.
Steam Radiators—46 and 15 per cent.
Wall Radiators—40 and 15 per cent.
Specials—25 p.c.

OLD MATERIAL

Dealers' buying prices:	Montreal	Toronto
Heavy ocpper and wire, lb.	0 11	0 11¼
Light copper bottoms..	0 09	0 09¾
Heavy red brass	0 10	0 10½
Heavy yellow brass	0 08	0 08¼
Light brass	0 06	0 06½
Tea lead	0 02½	0 02¾
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	0 02	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal
Domestic (Trail) pig, 110 lbs.	5 50
Imported pig, per 100 lb.	5 50
Bar pig, per 100 lbs.	5 75
Sheets, 2½ lb. sq. ft., by roll	5 75
Sheets, 3 to 6 lb., ft.	6 00

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE.

Lead Pipe and Waste, 15 per cent.
Caulking lead, 4¾c. per pound.
Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal.	Toronto
Bar, half-and-half, guarant'd	0 27½	0 27½
Wiping	0 24½	0 25

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks	8 50	8 50

SPELTER.

Foreign, per 100 lb.	7 50	7 25

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lb...$52 00 $50 00
Redipped Charcoal Plates—Tinned
M L S, Famous (equal Bradley)

	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I. X., 14x20 base	5 50
I. X. X., 14x20 base	6 50

Bright Cokes
Bessemer Steel—

I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne
Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.
Cookley Grade—

XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 00
XX, 14x65, 50 sheet bxs.)	

Tinned Sheets.

72x30 up to 24 gauge, case lots	8 00	7 35
72x30 up to 26 gauge, case lots		7 85

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90.
F. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.
High Carbon, No. 9, $2.00 in cars.
Fine Steel Wire.
Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c.; oiling, 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

Hay Wire in Coils.
$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

Galvanized Wire.
From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

Poultry Netting.
2-in. mesh, 19 w.g., 60 and 2½ p.c. off.
Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.
Smooth Steel Wire.
No. 0-9 gauge, $2.25 base; No. 10 gauge, 5c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c, spring wire $1.25, bright soft drawn 15c, charcoal (extra quality) $1.25, packed in casks or cases 15c, bagging and paperings 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks, 50c, in ½-lb. hanks, 75c., in ¼-lb. hanks, $1.

Wire Cloth.
Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

Wire Fencing.

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

Wire Rope.
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5, 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized	2 80
Plain	2 50

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

Beeswax.

Per lb.	0 40

Chemicals.

In casks per lb.	
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05¼
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

Colors in Oil.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb. irons	0 05

Enamels.
Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.

	Per lb.
French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" solder sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c, ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

Paris Green.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18¼	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20¾
" ½-lb. "	0 22½	0 22¾
Tins, 1-lb., 100 in case	0 21½	0 21¾

Paris White.

In bbls.	0 90

Pigments.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

Prepared Paints.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 70
Ramsay's paints, Thistle	1 40
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	
Jamieson's Crown and Anchor brand	1 60

Plaster of Paris.

Per barrel	0 30

Pine Tar.

Half-pint tins, per dozen	0 60

Putty.

	Standard
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders, in bbls.	2 75

Red Dry Lead.

Genuine, 560 lb. casks, per cwt	4 75	5 75
Genuine, 100 lb. kegs "	5 25	6 50
No. 1 casks, per 100 lbs	4 25	4 25
No. 1 kegs, per 100 lbs	4 75	4 75

Shingle Stains.

In 5-gallon buckets	0 75

Turpentine and Oil.

	Montreal	Toronto
Can. Prime white petroleum. gal.	0 14	0 13
U.S. Water white "	0 15½	0 14½
U.S. Pratt's astral "	0 19	0 16½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 22
Benzine, per gal. single bbls		0 20½
Pure Turpentine, single bbls		0 67
Wood Turpentine		0 60
Turpentine, second run		0 60
Linseed Oil " Raw	0 97	1 00
" " boiled	1 00	1 03

Rosin, "G" grade, bbl. lots, 100 lbs. 3 25

Varnishes.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" Union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps, brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75

The fullest measure of profit in your paint department can only accrue from a clean-cut quality stock, backed by forceful, attractive selling help on the part of the manufacturers.

Minerva Paints and Paint Specialties

The Famous British Brand

are goods of known quality and established reputation.

They will surely lead the way to bigger business and better profit for every aggressive retailer.

Ask any MINERVA Agent. He will gladly tell you what the MINERVA line has meant to him.

Put up in cans containing Full Imperial Measure.

PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.

377-387 Carlaw Ave., TORONTO **128 Princess St., WINNIPEG**

Established in England in 1834.

Peart Bros. Hardware Co., Ltd., Regina. Distributors for Southern Saskatchewan.

The Saskatoon Hardware Co., Ltd., Saskatoon. Distributors for Northern Saskatchewan.

The Western Supply & Equipment Co., Limited, Calgary. Distributors for Southern Alberta.

The Western Supply & Equipment Co., Limited, Edmonton. Distributors for Northern Alberta.

Wm. N. O'Neil Co., Ltd., Vancouver. Distributors for British Columbia.

(M-92)

Steel Tanks and Self-Measuring Pumps for Paint Oils

They avoid all the loss and inconvenience sustained under the old method. The steel tanks are air-tight and will not permit the oil to gum or stick. The pumps measure the oil according to the Imperial Standard, directly into the customer's can. They count the gallons pumped and compute the charge for fractional gallons.

THE BOWSER PAINT OIL SYSTEM

will put every cent of profit into your pocket, where it belongs. With a Bowser your paint oil department will be as clean and inviting as your shelf hardware department. It draws trade.

Why not investigate now and increase your paint oil profits. Your fellow merchants are using them. They'll help you. Ask for book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

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For Twenty-seven Years Manufacturers of Self-measuring Pumps, Tanks, Gasoline and Oil Storage Systems, Dry Cleaning Systems, etc.

Do you know any of these Bowser users?

Samuel Hobbs,
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Geo. Ecclestone,
Bracebridge, Ont.

Manville Hardware Company,
Prince Albert, Sask.

J. H. Ashdown,
Calgary, Alta.

Arthur Latham,
Moose Jaw, Sask.

Cochrane Hardware Company
Toronto

Peart Bros.
Regina, Sask.

Crystal Damar 2 50
No. 1 " 2 25
Pure asphaltum 1 40
Oilcloth 1 50
Lightning dryer 0 85
Elastilite varnish 2 25
Copaline varnish 2 25
Granitine floor finish 2 25
Jamieson's floor enamel 1 75
Sherwin-Williams kopal varnish. 2 50
Canada Paint Co.'s sun varnish. 2 25
"Kyanize" Interior Finish 2 40
"Flint-Lac," coach 1 80
B.H. Ltd. "Gold Medal," in cases 2 25
Dependon Lt. H. Oil Finish.... 1 55
Everlastic Floor 2 65
Flattine floor finish 3 00
Elastica exterior finish 4 25
Stovepipe varnish, ½ pints, per gross 8 00
Pure white shellac varnish, in barrels 1 75
Pure orange shellac varnish, in barrels 1 60
No. 1 orange shellac varnish, in barrels 1 30

Window Glass.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 25 p.c.
Montreal prices, no discount.

Size United Inches	Star
Under 26	$ 3 05
26 to 40	3 25
41 to 50	3 65
51 to 60	3 90
61 to 70	4 15

White Lead Ground in Oil.

	Montreal Per 100 lb.	Toronto
"Anchor," pure	7 65	7 80
Brandram's B.B. Genuine..	8 65	8 80
C.P.C. decorators, pure ...	7 65	7 65
Crown and Anchor, pure..	7 65	7 80
Elephant Genuine	7 90	8 05
Essex Genuine (Windsor)..	....	7 40
Island City Decorators' pure	7 65	7 80
Lily Pure	7 65	7 80
Moore's Pure White Lead.	....	7 80
Monarch (Windsor)	....	7 90
Munro's Select Flake White	7 90	8 05
Purity, C.O. Co.'s Ltd.....	....	7 50
Ramsay's Pure Lead	7 65	7 80
Ramsay's Exterior	7 40	7 55
Sterling Pure	....	7 80
Tiger Pure	7 65	7 80

Western Schedule.
Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

White Zinc (Dry)
Extra Red Seal, V.M. 0 07½

White Zinc in Oil.
Pure, in 25-lb. irons 0 10
No. 1 " " 0 07
No. 2 " " 0 06¾

Whiting.
Plain, in bbls 0 70
Gilders bolted in barrels 1 00

HARDWARE.

Adzes.
Carpenters', per doz. 12 50 14 00
Plain ship " 18 00 22 00

Axles and Hatchets.
Single bit, per doz. 8 00 9 00
Double bit " 10 00 12 00
Bench Axes 6 75 10 00
Broad Axes 22 75 25 00
Hunters' Axes 5 00 6 00
"Boys" Axes 5 75 6 50
Lathing hatchets 4 70 10 00
Shingle hatchets 1 45 6 75
Claw hatchets 1 70 5 00
Barrell hatchets 5 50 6 85

Anvils.
Buckworth, per lb. 0 10¼

Ammunition.
"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.
"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.
Ordinary drop shot, AAA to dust, $7.50 per 100 lbs., net list.; cash discount, 2 per cent. 30 days; net extra as follows, subject to cash discount only; Chilled, 40c; buck and seal, 80c; no. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

Augers and Bits.
Ford's auger bits ..... 30 and 10
Irwin's auger 47½
Gilmour's auger 60
Rockford auger ..... 50 and 10
Gilmour's car 47½
Clark's expansive 40
Jennings' Gen. auger, net list.
Tobin High Speed Bits, 50 and 10.
Tobin Never Choke, 60 and 10.

Barn Door Hangers.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, dozen sets	....	6 50
Standard jointed hangers, dozen sets	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25
Chicago Friction, Oscillating and Twin Hangers, 5 per cent.		Big
Steel, track, 1 x 3-16 in. (100 ft.).		3 25

Barn Door Latches.
Challenge, dozen 2 25
Defiance, dozen 2 75
Gem, dozen 7 50

Bells.
Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

Belting.
Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 80c; cut laces, 85c.

Bird Cages.
Brass and Japanned, 40 p.c.

Bolts and Nuts. Per cent.
Carriage Bolts, common, new, $1 list.
Carriage Bolts, ⅜ and smaller 70
Carriage Bolts, 7-16 and up
Carriage Bolts, Norway Iron ($3 list) 60
Machine Bolts, ⅜ and less.. 60, 10 & 10
Machine Bolts, 7-16 and up.. 60
Plough Bolts ..... 55, 5 & 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, ⅜ and less ..... 60 and 10
Sleigh Shoe Bolts, 7-16 and larger ..... 55 and 05
Coach Screw, new list 7
Nuts, square, all sizes, 4¼c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts, 80.

Building Paper, etc.
Tarred Slater's paper, per roll.... 0 70
O. K. paper, No. 1, per roll 0 75
O. K. paper, No. 2, per roll 0 70
Plain Fibre, No. 1, per 400 ft. roll 0 45
Plain Fibre, No. 2, " 0 27
Tarred Fibre, No. 1, per 400 ft. roll 0 55
Tarred Fibre, No. 2 " .. 0 35
Tarred Fibre Cyclone, 25 lb., per roll 0 55
Dry Cyclone, 15 lbs. 0 45
Plain Surprise, per roll 0 40
Resin sized Fibre, per roll 0 40
Asbestos building paper, per 100 lbs. 4 00
Heavy straw, plain and tarred, per ton 37 50
Carpet Felt, per 100 lbs. 2 50
Tarred wool roofing felt, per 100 lb 1 80
Pitch, Boston or Sydney, per 100 lbs. 0 70
Pitch, Scotch, per 100 lbs. 0 65
Heavy Fibre, 32' & 60', per 100 lb. 3 00
2 Ply Ready Roofing, per sq..... 0 70
3 Ply Ready Roofing, per sq. 0 95
2 Ply complete, per roll 1 15
3 Ply complete, per roll 1 35
Liquid Roofing Cement, brls., per gal. 0 15
Liquid tins Cement 0 20
Crude Coal Tar, per barrel 3 50
Refined Coal Tar, tins, per doz... 1 25
Refined Coal Tar, per barrel 4 50
Shingle varnish, per barrel 4 50
Caps, per lb. 0 06
Nails, per lb. 0 05
Mop cotton, per lb. 0 15

Butts.
Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent.

Cement and Firebrick.
Canadian Portland, bags, per bbl. 1 55 1 70
White Bros. English 2 00 2 05
"Lafarge" cement, in wood. 3 40
Fire brick, Scotch, per 1,000 23 00 28 00
" English 17 00 21 00
" American, low.... 23 00 25 00
" " high.... 27 50 35 00
Fire clay (Scotch), net ton.. .... 5 50

Chalk and Pencils.
Carpenters Colored, per gross 0 65 0 80
" lead pencils, p. gr 2 40 6 75

Chisels.
Cold chisels, 5 x 6 in., doz..... 2 20
Bevel edge, 1 inch, doz. 2 50

Chain.
Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.
Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

Churns.
No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

Clamps.
Malleable swivel head, 4 in. 2 50
" adjustable, 4 in. 7 60
Carpenters, 3 feet 3 60

Conductor Pipe.
2 inch, in 10 foot lengths 3 30
3 " " " 4 00
4 " " " 5 28
5 " " " 7 28
6 " " " 8 80

Cotter Pins.
Cotter pins, 90 p.c. Montreal.

Copper and Nickel Ware.
Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 & 5 p.c.
Copper pitts, 30 and 5 p.c.
Foundry goods, hollow ware, 45 p.c.

Door Knobs.
Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

Door Sets.
Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

Door Hangers (Parlor)
Single sets, each (Easy brand) 1 80
Double sets, each 3 25
Unbreakable rail, 100 feet 5 00

Door Springs.
Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

Draw Knives.
Carpenters 6 inch, doz. 5 25
Folding handles, 8 inch, doz. 1 80

Drills.
Bit stock drills, 2-32 in., doz. 0 67

Escutcheon Pins.
Steel, discount 50 per cent.
Brass, 55 per cent.

Eavetroughs.
8 inch in 100 foot lengths 2 90
10 " " " 3 15
12 " " " 3 68
15 " " " 5 25
Add extra 10c per 100 ft. O.G. Round Bead Trough.

Factory Milk Cans.
Milk cans and pails, 35 p.c.
Hand delivery and creamery cans, 40 p.c.
Railways cans, 45 p.c.
Cream cans, 40 p.c.
Creamery trimmings, 75 and 12½ p.c.

Faucets.
Common, cork-lined, 35 per cent

Farrier Knives.
Buckworth, 50 p.c.

Files and Rasps. Per cent.
Disston's ..... 70 and 10
Great Western, American .... 70 and 10
Kearney & Foot, Arcade .... 70 and 10
J. Barton Smith, Eagle .... 70 and 10
McClellan, Globe ..... 70 and 10
Black Diamond ..... 60 and 10
Delta Files 60
Nicholson 62 2-3
Jowett's (English list) 27½
Spear & Jackson (English list) 35

Forges.
Blacksmiths portable, 135 lbs. 9 85

Galvanized Ware.
Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

Grindstones.
Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

Hammers.
Tack, iron, doz. 0 35
Ladies claw, handled, doz. 0 60
Adze eye nail hammer, 10 oz., doz. 1 25
" hickory handle, 1 lb., doz. 6 25
" straight claw, 1 lb., doz. 7 00
Farriers hammers, 10 oz., doz.... 5 60
Tinners setting, ½ lb., doz. 4 50
Machinists, ½ lb., doz. 3 20
Sledge, Canadian, 5 lbs. and over. 0 06
Sledge, Masons, 5 lbs. and over. 0 08
Sledge, Napping, up to 2 lbs..... 0 09

Harvest Tools.
50 and 5 per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

Halters (Snap and Ring).
Jute Rope, ⅜-inch, per gross..... 8 00
" " ½-inch, per gross 10 50
" " ⅝-inch, per gross 13 50
Leather, 1-inch, per doz. 4 00
Leather, 1¼-inch, per doz. 5 20
Web 2 45

Sisal Halters (Snap and Ring).
⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

Hinges.
Blind, discount 50 per cent.
Heavy T and strap, 4-in., 100 lb. net 7 25
Heavy T and strap, 5-in., 100 lb. net 7 00
Heavy T and strap, 6-in., 100 lb. net 6 75
Heavy T and strap, 8-in., 100 lb. net 6 50
Heavy T and strap, 10-in. and larger 6 25
Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in., per 100 lb. 4 00
over 12 in., per 100 lb. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

Hinges (Spring)
Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro., $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

Hooks.
Wrought iron hooks and staples—
¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 & 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

Horse Nails.
M.R.M. cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2⅛	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

Horseshoes.
Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.
Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

Horse Weights.
Taylor-Forbes, 4¼c.

Ice Cream Freezers.
White Mountain, 5c per lb.

Knives.
Hay knives, net list.
Clauss, 50 and 25 per cent.

Kitchen Enameled Ware.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial, and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 40 per cent.

Kitchen Sundries.
Asbestos mats, 50 p.c.
Can openers, per doz. 0 60 0 75
Mincing knives, per doz. ... 0 50 0 90
Potato mashers, wire, per doz. 0 60 0 70
" wood, per doz. 0 50 0 80
Vegetable slicers, per doz. 2 25
Universal meat chopper, No. 1 .... 1 15
Enterprise chopper, each 1 30
Spiders and fry pans, 50 and 5 per cent.
Star A1 chopper, 5 to 32 ... 1 35 4 10
" " 100 to 103.... 1 35 2 00
Kitchen hooks, bright 0 60
Toasters, 50 per cent.
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

Ladders.
3 to 6 feet, 12c per foot; 7 to 1 ft., 15c. Extension ladders, 15c per foot up.

Lanterns.
Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast, per doz. 8 75
Lift Tubular and Hinge Plain, per doz. 5 00
Japanning, 50c per dozen extra.
Prism globes, per dozen, $1.20.
Lamp wick, 50 per cent.

Lawn Hose.
Competition grade lawn hose, 70 and 5.

Lawn Mowers.
D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25; 9-inch wheel, 3 knives, 12 in. sizes, $5.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

Locks and Keys.
Canadian, 45 and 10 per cent.

BLACK DIAMOND
ALEX·McARTHUR & CO·
LIMITED
MONTREAL.
REGISTERED TRADE MARK

WRITE US AT ONCE

Black Diamond TARRED FELT

is a necessary for every up-to-date house, because it keeps the house warm in winter and cool in summer. It is made of the highest-grade material and guaranteed to last as long as the house on which it is used. We also make a full line of wrapping papers.

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GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

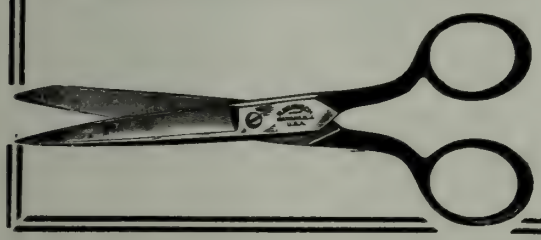
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when it is applied to Tailor Shears, Tinners' Snips, Shears or Scissors that are manufactured by us.

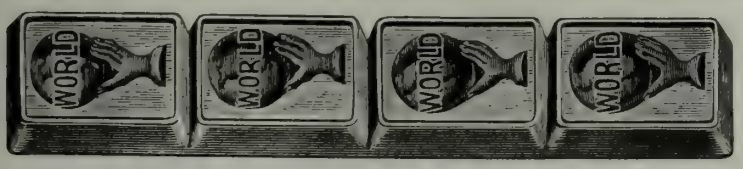
85 years of practical experience in their manufacture accounts for their superiority over other makes.



If you want to stock a trade builder for 1912 here's your chance. Every article is absolutely guaranteed. Ask your jobber for them and see you get them.



R. Heinisch's Sons Company
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"WORLD" BABBITT METAL

FOR GENERAL MACHINE SHOP, MILL OR FOUNDRY USE
or any place where a good metal is required.

25c. net per lb. Freight paid on 100 lb lots to your nearest railway station.

We know "World" Brand to be a good Babbitt and will give you satisfaction, even if you are paying a higher price.

T. McAVITY & SONS, Limited
ST. JOHN, N. B. and WINNIPEG

HARDWARE AND METAL

Lumbermen's Supplies.

Cant hooks, dozen, from 12 00
Axes, dozen, from 6 50
Axe handles, dozen, from 1 15
Cross cut saws, per foot 0 25 0 43
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

Mallets.

Tinsmiths', 2½x5½ in., per doz.. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

Mats.

Wire door mats, standard, 16x24, doz. 9 00

Metal Polish.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

Miners Supplies.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lb., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

Mops and Ironing Boards.

Mops, per doz. 1 20 1 60
Folding ironing boards 16 25 18 00

Nails.

	Wire
1—1¼ inch	3 35
1¼ inch	3 00
1½—1¾ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

Oakum.

Plumbers....per 100 lb. 4 50

Oilers.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
¼inc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

Plated Goods.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

Pieced Ware.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

Planes.

Wood bench, Canadian, 40, American, 25 per cent.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

Pliers and Nippers.

Button's genuine, 37½ to 40 per cent.

Plough Lines.

Russian snap .....per gross 30 00
Indian snap ..... " 25 00

Pumps.

Berg's wing pump, 75 per cent.

Razors.

	per doz.
Boker's	7 50 11 00
Boker's King Cutter	15 00
Henckel's	7 50 20 00
Gillette Safety, each	3 75

Star Safety Razor, 33 1-3 p.c.

Rope and Twine.

Sisal rope	0 18¾
Pure Manila Rope	0 11¼
"British" Manila	0 09¼
Cotton, 3-16 inch and larger.....	0 24

Russia Deep Sea line, ¼ in. diam. and over, 17; under ¼ in., 18.
Jute, ⅜ and upwards, 10c; under ⅜, 10½c.

Lath yarn, single	0 08
Lath yarn, double	0 08½
Sisel bed cord, 48 feet, per doz..	0 65
Sisel bed cord, 60 feet, per doz.	0 80
Sisel bed cord, 72 feet, per doz.	0 95

Cotton clothes line, 18 per cent. off.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine...	0 26
" " 4-ply twine...	0 30
Mattress twine, per lb.	0 45
Staging " "	0 35

Refrigerators.

Sanderson-Harold, 40 per cent.
Galvanized, 45 per cent.

Rivets and Burrs.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.
Copper Burrs only, 22½ per cent.
Extras on Coppered Rivets, ½-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned Rivets, net extra, 3c per lb.
Coppered Rivets, net extra, 2½c per lb.

Rivet Sets.

Canadian, 35 to 37½ per cent.

Rules.

Boxwood, No. 68, 2 foot, doz.....	1 15
Ivory, No. 1282, 2 foot, each	3 50

Sad Irons.

Mrs. Potts, No. 55, polished, per set 0 80
Mrs. Potts, No. 50, nickel-plated, per set 0 85
Mrs. Potts, handles, japanned, per gross 8 40
Common, plain 4 25
" plated 5 50
Asbestos, per set 1 50

Sand and Emery Paper.

Sand and emery paper, 40 per cent.

Sash Weights.

Sectional, 1 lb. each, per 100 lb... 2 25
Sectional, ½ lb., each, per 100 lbs 2 40
Solid, 3 to 30 lbs. 1 55

Sash Cord.

No. 8, per lb. 0 33

Saws.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

Saw Sets.

Canadian discount, 40 per cent.

Screen Doors and Windows

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

Scales.

Gurney Standard, 35; Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45, Weigh Beams, 30.

Scythe Snaths.

Canadian, 40 per cent.

Screws.

	Per cent.
Wood F.H., bright and steel	85 10 15 2½
" R.H., bright	80 10 15 2½
" F.H., brass	75 10 15 2½
" R.H., brass	70 10 15 2½
" F.H., bronze	70 10 15 2½
" R.H., bronze	65 10 15 2½
Drive screws	85 10 15 2½
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

Screws (Machine).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

Screw Drivers.

Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per doz. 16 80

Scissors and Shears.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

Shelf Brackets.

No. 140, 65 and 10 per cent.

Skates and Hockey Sticks.

Starr skates, 37½ per cent.
Boker, hockey, 30c upwards; spring
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

Shovels and Spades.

Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.

Scoops.

Grade 1, 2, 3, 50 and 5 per cent. off.
Grade 4, 50 per cent. off.

Squares.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

Snaps.

Harness, 25 per cent.

Soldering Irons.

Base, per lb., 28 cents.

Stamped Ware.

Plain, 75 and 12½ per cent.
Retinned, 75 and 5 per cent.
Tinners' trimmings, 75 and 5 p.c.

Sap Spouts.

Bronzed iron with hooks, per 1,000 7 50
Eureka tinned steel, hooks, per 1,000 ..... 8 00

Staples.

Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 0 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

Stable Fittings.

Dennis Wire & Iron Co., 33 1-3 p.c.

Stove Boards.

Lithographed, 60 and 10.

Stovepipes.

5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

Stovepipe Elbows.

6 and 6-inch, common, per doz... 1 22
7-inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, 70 per cent.

Stocks and Dies.

No. 20 Beaver Die Stock 18 75

Stones—Oil and Scythe.

Washita .....per lb.	0 25	0 37
Hindostan ..... "	0 06	0 10
" slip ..... "	0 18	0 20
" Axe ..... "	....	0 10
Deer Creek ..... "	....	0 10
Deerlick ..... "	....	0 25
" Axe ..... "	....	0 15
Lily white ..... "	....	0 42
Arkansas ..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe .....per gross	3 50	5 00

Tacks, Brads, Etc.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¾ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

Tape Lines.

Universal, ass skin, No. 714, 66 ft., doz. 3 60
Lufkins, linen, No. 404, 66 ft., ea. 0 94
" steel, No. 264, 66 ft., each 3 50
Chesterman's linen, No. 1822, 66 ft. each 1 10
Chesterman's Metallic, No. 1821.. 1 95
" Steel, No. 1849, 50 ft.. ....

Trowels.

Disston's, 10 per cent.

Thermometers.

Tin ease and dairy, 75 to 75 and 10 p.c.

Tinners' Snips.

Discount 35 per cent.

Tinners' Trimmings.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

Traps (Steel Game).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

Traps (Rat and Mouse)

	Doz.
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

Vises.

Per pound	0 12 0 12¾
Hinged pipe vise, 25 lbs....	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

Washing Machines.

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer...	180 00

20 per cent.

Wringers.

Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

Wheelbarrows.

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

Whiffletrees.

Tubular steel whiffletrees, 25 in...	0 70
" " " 34 in...	1 00
" " " 36 in...	1 25
" " neckyokes, 36 in....	1 05
" " doubletrees, 40 in..	0 95
" " lumbermens, 44 in..	1 15

Wood Handles.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent.

Wrenches.

Agricultural, 67½ per cent.

Wrought Iron Washers.

Canadian, 50 per cent.

WINNIPEG HARDWARE QUOTATIONS.

Ax Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

Augur Bits—"Irwin" bits, 47½; other lines, 70 and 10 per cent.

Barb Wire—Lyman 4 pt., $1.86 f.o.b. Fort William; $2.26 per spool of 80 rods f.o.b. Winnipeg; Guidden 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool of 80 rods f.o.b. Winnipeg; Baker 2 pt., $1.73 f.o.b. Winnipeg; Waukegan 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool f.o.b. Winnipeg; Alberta 2 pt., $1.73 f.o.b. Fort William, $2.05 per spool f.o.b. Winnipeg; American special, 2 pt., $1.45 f.o.b. Fort William; $1.73 per spool f.o.b. Winnipeg; plain twist, $2.80 f.o.b. Fort William, $3.20 per 100 lb., f.o.b. Winnipeg; coil spring wire, No. 9, $2.07 per 100 lbs., Fort William; $2.50 at Winnipeg.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3 small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—$3.15 per keg base. Wire nails, base, $2.80 Winnipeg; $2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates—Half-polish, 6 and 7-inch, $3.40; 8-inch, $3.60; full polish, 6 and 7-inch, $4.25; 8-inch, $4.50.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware—37½ per cent.
Grindstones—Per 100 lb., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

Harvest Tools—50, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, $8.75; grass, $8.70.

Iron Washers—Full box, 49 per cent.; smaller lots, 35 per cent.

Iron Pipe, Black—¼, $2.25; ⅜, $2.30; ½, $3.10; ¾, $3.55; 1, $5.30; 1¼, $8.60; 2, $10.90; 2½, $17.40; 3, $22.85; 3½, $30; 4, $34.35; 4½, $38.80; 5, $43.30; 6, $56.10.

Galvanized—¼, $3.10; ⅜, $3.20; ½, $4.10; ¾, $4.90; 1, $7.05; 1¼, $9.60; 1½, $11.50; 2, $14.80.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$6. Lead Pipe—Full coil, $7.00 per cwt.; cut coil, $8.00 per cwt.

Lead Waste—$7.00.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8¾c; Pure Manila, 11¼c; British Manila, 9c; lath yarn, 9c.

Staples—Bright wire, $2.50 f.o.b. Fort William; $2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 6 per cent.; all other grades, 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $32 per cwt.

Screws—Bright iron round head, 82½ and 10 p.c.; flat head, 87½ and 10 per cent.; round head, brass, 72½ and 10 per cent.; flat head, brass, 77½ and 10 per cent.; coach, 65 per cent.

Staples—Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

Linseed Oil—Raw, per gal., $1.05; boiled, per gal., $1.08.

Turpentine—Per gal., barrel lots, 80c.

Dry Colors—White lead in ton lots, decorators' pure $7.75; decorators' special, $7.25; in small lots advance price 25 cents per cwt.; red lead, kegs, $6.50; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 2½c; English purple oxides, in casks, 3½c; less quantities, 4c per lb.

Putty—Casks, $2.90 per cwt.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

Paris Green—22 cents per 112-lb.
Paris Green—21½ cents per 112-lb.

Something Good for Your Customers

The modern finish for hardwood floors is wax. But waxing a floor with the old-fashioned paste beeswax preparation is a tiresome job at best.

Give your customers

JAMIESON'S LIQUID FLOOR WAX

Its convenience appeals to everyone.

Made from Hard Vegetable Wax, applied with an ordinary brush, and then polished when dry, it produces a finish that in appearance and durability can not be approached by any beeswax preparation.

Your customers would appreciate it.

R. C. Jamieson & Co., Limited

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co., Limited

Montreal and Vancouver

MURESCO

30,000,000 POUNDS SOLD IN 1911

WHY?

BECAUSE

It covers more surface and covers it better with one coat than any other similar material on the market.

Of the nature of its ingredients it is highly sanitary.

It does not rub off, crack, peel, blister or show laps when properly applied.

It is so easily applied.

Every lot manufactured is carefully tested before shipping.

Send for Color Cards and Literature

Benjamin Moore & Co., Limited

TORONTO NEW YORK CLEVELAND CHICAGO

YOU CAN INCREASE YOUR Paint Trade

By Selling

Stephens

SHINGLE STAINS



Their **BEAUTY** and **UNFADING QUALITIES** assure complete satisfaction wherever sold. **The Western Climate changes cannot affect them.** They have become extremely popular.

Stephens' agents make big money.
Why not be one?

Write for our proposition. It will interest you.

G. F. STEPHENS & CO.

LIMITED

WINNIPEG, - - - - - - CANADA

Branch at Calgary, Alta.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance:—
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FIRST-CLASS HARDWARE BUSINESS FOR sale—on C.P.R. main line, Eastern Alberta. Stock $8,000.00. Yearly profits $6,000.00 to $7,000.00. Apply Box 1661, Saskatoon, Sask. (35)

FIRST-CLASS CASH BUSINESS AND stand for sale, at once, as owner is retiring from business on account of ill-health. Would reduce stock, and terms to suit buyer. A snap. Apply at once. Location, Oxford County. Jas. Mower, Merchant, Thamesford, Ont. (30)

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

FOR SALE—HARDWARE AND ELECTRIC business in western Ontario city. Stock and fixtures about $4,000.00; no large stock necessary. Store rent $20.00 per month, dwelling above. Doing almost a cash business and quick turnover. Good reasons for selling. Splendid opportunity to secure a good paying business. Apply Box 691, Hardware and Metal. (52tf)

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AMBITIOUS YOUNG MAN WISHES POSITION as travelling salesman; has both languages and can give best references. Write Box 24, Crysler, Ont.

TRAVELLER HAVING PROVED HIS ABILity by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668. Hardware and Metal, Toronto. 18—21t

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WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED — FIRST-CLASS HARDWARE clerk for retail hardware store; must be good salesman, good stock keeper, one well up on builders' hardware. State experience, wages expected, married or single. Steady job to the right man. Address in own handwriting, J. B. Kernaghan, Prince Albert, Sask. (32)

HARDWARE CLERK WANTED — MUST be good wndow dresser and able to speak both English and French. Applicants please state salary required, and experience, with references. The George Taylor Hardware Co., Limited, Cochrane, Ontario. (31)

WANTED—HARDWARE CLERK — 3 OR 4 years' experience, for New Ontario town. Must be acquainted with stove trade. Good, clean store. Good chance for advancement. Apply, stating salary expected and when could come, to Box 690, Hardware & Metal, Toronto. (30)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 15 cents postpaid, or two sets for 25c while they last. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white card marked 25c, 50c, 75c, $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set 25 cents postpaid. Technical Book Dept., 143 University Avenue, Toronto. (tf)

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ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

When writing advertisers kindly mention having seen the advertisement in Hardware and Metal.

Interested?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches All These Men

RATES:
(PAYABLE IN ADVANCE)
2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal
MONTREAL TORONTO WINNIPEG

ONE of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

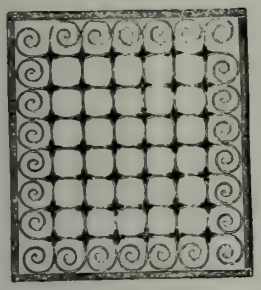
Malleable Iron Castings

for Carriages and Special Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.



METAL GRILLS WICKETS and RAILINGS

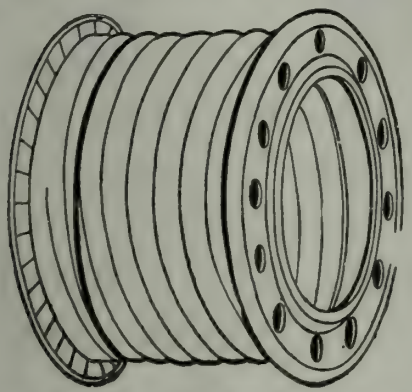
in Iron, Brass and Bronze

Suitable for all requirements.

Send for Catalogue.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

FOR SALE BY JOBBERS OR BY THE MANUFACTURERS.

High Quality Screen Goods

Wabash Screen Doors and Windows are acknowledged to be the Highest Quality Screen Goods made.

Their construction is of the strongest.

Only well seasoned and kiln-dried lumber is used.

The durable black wire cloth is stretched by machinery:—Drumhead Fight.

We carry a large stock and can ship promptly. Write for illustrated circular and price list.



WINNIPEG EDMONTON

There's no Experiment Selling "New Era" House Paint

It is so well advertised, known and used that dealers who do not handle it soon realize they are neglecting their own interest as well as that of their customers.

NEW ERA PAINT will hold its color better, last much longer, give a better finish, cover more surface and withstand the weather better than many higher-priced brands. New Era is perfectly pure and is sold at a moderate price.

Write for New Catalogue and Trade Discounts.

Standard Paint & Varnish Co.

WINDSOR, ONT. LIMITED

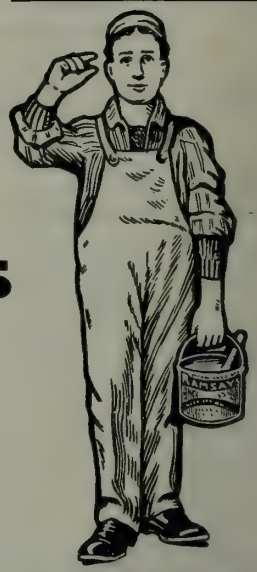
Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

Quality Shingle Stains

The selling of shingle stains has been overlooked (and thus neglected) by many paint dealers with the result that when their regular customers want a shingle stain they cannot supply them, which sends them to another store. Investigate



Ramsay's Creosote Stains

which are domestic made and better than most importations and equal to the best. They will hold your trade by their quality, which is their best argument,—and yours.

Color cards and prices wait for your inquiry.
Why not join our ranks of enthusiastic agents?

A. Ramsay & Son Co., Montreal

Paint Makers Since '42

Western Distributors—Revillon Wholesale, Limited, Edmonton. A. McBride & Co., Limited, Calgary, F. R. Begg & Co., Limited, Vancouver.

14

GLASS

of Every Description for Buildings

Our Leaded Art Glass is of the highest grade manufactured. Being the largest manufacturers of this line in Canada we can also give you the lowest price consistent with high quality

If you have not already received a copy of our 132 page catalogue, we would be pleased to send one.

HOBBS MANUFACTURING CO. LIMITED

OFFICES AND FACTORIES

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COLORS

For many years the Canada Paint Company has given particular attention to the manufacture of colors. This includes dry colors, colors in oil for master painters, colors in japan, or varnish for the carriage or auto painter.

Because of the attention that we have given to our processes of manufacture, from the selection of the raw materials, to the manufacturing of the dry color, and the grinding in special oils and japans, we have built up a splendid reputation for quality and satisfaction.

We have always aimed to make goods that do their work well and yet can be sold at a moderate price. Every dealer can handle The Canada Paint Company's Colors to advantage. They will please his customers, will sell readily and net him a handsome profit.

The Canada Paint Co. LIMITED

Paint, Varnish and Dry Color Makers, Linseed Oil Crushers

FACTORIES AND OFFICES—MONTREAL TORONTO WINNIPEG
OXIDE MINES—RED MILL, P.Q.

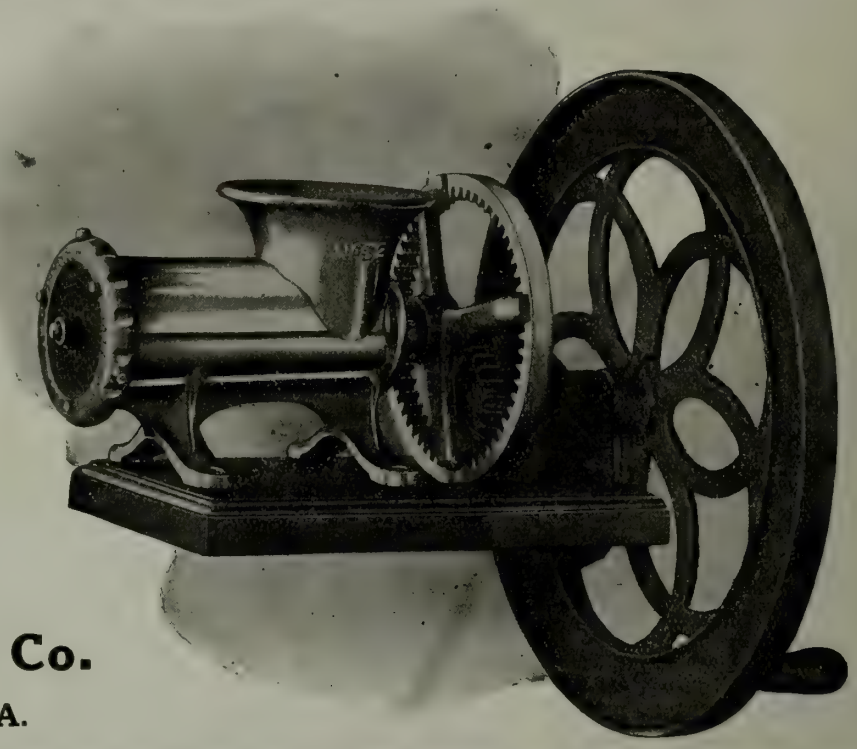
Add This MEAT CHOPPER To Your Stock

You Will Get Splendid RESULTS

Our Eclipse Double Gear Attachment has proved a great improvement on food choppers. It requires about one-third as much power as an ordinary hand chopper, and being more compact and durable should last an age, with proper attention. Can be placed in a convenient position for operating, is easy to adjust and separate for cleaning. Constructed of the very best material by expert mechanics. Display this chopper in your window and you will soon procure excellent results.

Write to-day for catalogue and prices.

We also manufacture **Refrigerator Door Fasteners, Refrigerator Hinges,** and various other articles that are a necessity to the butcher.



Bernard Gloekler Co.

PITTSBURGH, PA., U. S. A.

Get After the Farm Trade

And Procure A Profit Worth While



Heavy Galvanized Steel Hog Feeding Troughs

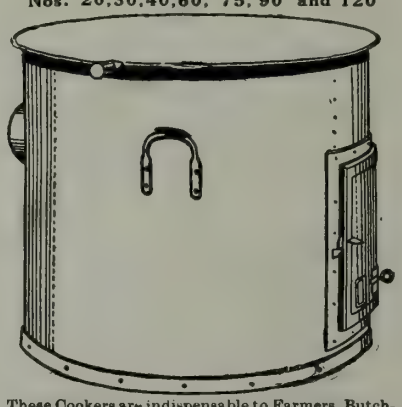
Clean, Sanitary
Easily Handled
Strong, Durable

Ledge each side to prevent pushing or pulling of food to the floor. Cast Iron ends secured by our patented device.

Stock Lengths—4, 5, 6, 7, 8, 9, 10, 12 ft. Odd lengths made to order.

STEEL JACKET FEED COOKER HEAVY CAST IRON CALDRONS

MADE IN 7 SIZES
Nos. 20,30,40,60, 75, 90 and 120



These Cookers are indispensable to Farmers, Butchers or Stock Men. Grains that are useless for other purposes, by the use of these cookers are made as valuable as the best marketable products.



Heavy Galvanized Steel Stock Watering Troughs

Standard size holds about 10 imperial gallons to foot. Other sizes made to order.

Regular Stock Lengths, 6, 7, 8, 10 and 12 ft.

Made without rivets. Heavy Cast Iron end fastened by our patented device.

These are articles that appeal to every farmer, as they assure real value for money invested. Let us have your inquiry at once. Our proposition means money to you.
We guarantee absolute satisfaction. Hot, dry weather does not injure them; no leak, no rusting.

Erie Iron Works, Limited, MAKERS St. Thomas, Ont.

The P's and Q's of the Paint Store Man

P P Q Q

"If you would succeed you must mind your Ps and Qs." "Quality" and "Profit" trip up too many business men. They get profit too high, quality too low, and wonder what was wrong when the crash comes.



MARTIN-SENOUR PAINT 100% PURE

is a real business insurance. Its quality and a reasonable profit will make your business boom. The dealers who know say so. Write today for the proof and our proposition to insure your business the same way.

THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paints

MONTREAL CHICAGO WINNIPEG LINCOLN

Don't Wait Till Your Customers are Dissatisfied

If you are not selling **DOUGALL VARNISH** you are not giving them the best. Some varnishes are good; some are passable, and some are bad. If you value the good-will of your customers you will sell them the varnish which is a little better than the best of the rest.

DOUGALL VARNISH

is pure, it is first quality right down to the last drop, and is fully guaranteed. It will not crack or peel, and will stand any extremes of heat or cold. Furthermore it is cheaper to use than any other, for it goes further. A gallon of **DOUGALL VARNISH** will cover more surface than a gallon and a half of cheap quality varnish.

Our proposition to the dealer is a good one, and we want every dealer to handle Dougall Varnish, because it has the merit.

THE VARNISH THAT LASTS LONGEST

The Dougall Varnish Company, Limited

305 Manufacturers Street, Montreal, Canada

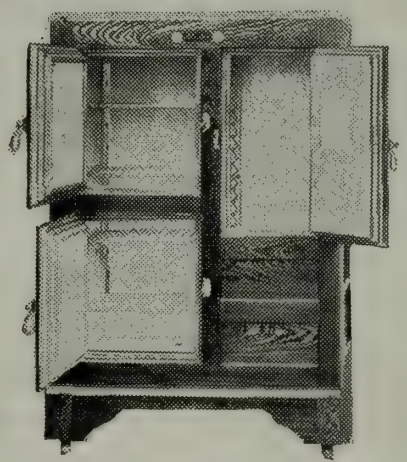
J. S. N. DOUGALL, President **Associated with MURPHY VARNISH CO., U.S.A.**

NOW Is The Time

that every progressive dealer should stock refrigerators. But when doing so he has to select a trade-winner that produces a reliable profit.

You cannot get better results than those produced by the

"BARNET" Refrigerator



Contains Many Good Selling Points

This is a refrigerator that has strictly up-to-date features — a refrigerator that has been endorsed by experts. It has been subjected to every practical test, and we know that it is the choice of those who want the best.

Other dealers are reaping splendid profits—why don't you? Investigate at once.

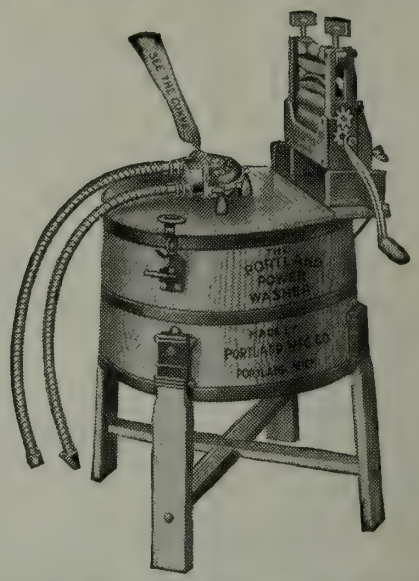
Write us to-day for catalogue. Study it. Then you will realize **"BARNET" superiority.**

The Barnet Manufacturing Co.

LIMITED

Renfrew, Ont.

FROM STOCK



Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

The Portland is a trouble-less washer—it relieves all washer worries.

Made complete in our own factories—washer, motor, and furniture finished tub.

If you're looking for a quality washer that's really worth while get after your hardware jobber, or write direct to us.

HENDERSON & RICHARDSON

Formerly J. A. HENDERSON

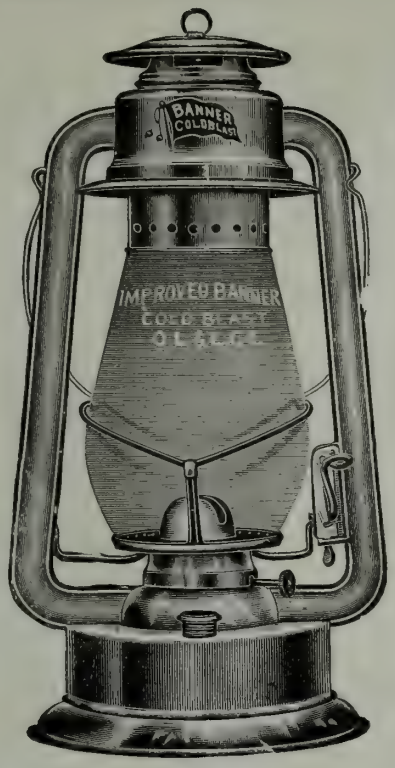
Board of Trade Building, MONTREAL

SOLE CANADIAN AGENTS FOR

PORTLAND MFG. CO., - Portland, Mich.

The Largest Manufacturers of Washing Machines in the World

BANNER
TRADE MARK.



Have You Made Provision

For Your Requirements in

"BANNER" COLD BLAST LANTERNS

FOR THE COMING SEASON?

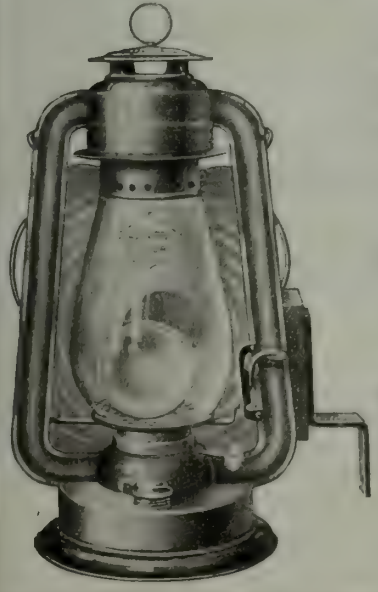
Your jobber is prepared to fill your order at once.

Their superiority is acknowledged—and they cost no more than inferior lanterns.

"BANNER BUGGY" LANTERN

The only satisfactory driving lantern made.

Finished in hard baked black enamel.



Ruby warning lense in reflector — Clear bulls-eye lense in front of flame. Half dozen to case.

Ontario Lantern & Lamp Co.
LIMITED

Hamilton - - Ontario

Branches:
30 St. Dizier Street
MONTREAL, P.Q.

56 Albert Street
WINNIPEG, MAN.

INTERNATIONAL

Cater to the Women's Custom

A conservative estimate places the Canadian housewife's purchasing at 80% of the total amount earned. Why not cultivate this trade? Tell your customers about

LACQUERET
HOUSEHOLD LACQUER

the wonderful transparent lacquer, that gives new life and renewed good looks to the soiled woodwork and dingy furniture.

"LACQUERET" is so easy to apply, is very durable, dries rapidly, and is very sanitary.

Send along a trial order. "LACQUERET" has meant a profitable increase in business for hundreds of dealers.

Sold only in cans containing Full Imperial Measure.

INTERNATIONAL VARNISH CO.
LIMITED

Toronto - Winnipeg

Canadian Factory of Standard Varnish Works

New York, Chicago, London Berlin, Brussels, Melbourne

Largest in the world and first to establish definite standards of quality.

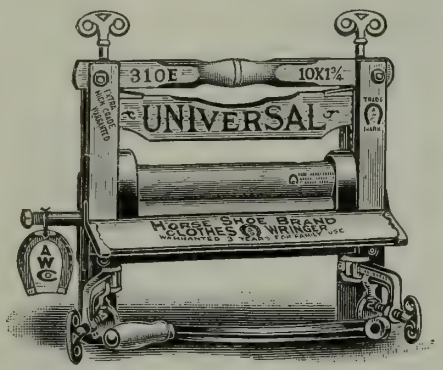
VARNISHES

NEW LINE

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs Enclosed Cog Wheels



Packed 3 in a case

PLAIN BEARINGS

No. 310E— - - - - Rolls, 10 x 1¾ inches
No. 311E— - - - - Rolls, 11 x 1¾ inches

STEEL BALL BEARINGS

No. 317E— - - - - Rolls, 10 x 1¾ inches
No. 318E— - - - - Rolls, 11 x 1¾ inches

SAME STYLE MADE IN FOLDING BENCH

SEND FOR CATALOGUE "F"

THE AMERICAN WRINGER COMPANY

99 CHAMBERS STREET, NEW YORK

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

MAPLE CITY OILERS



No. 600 A A
Wide Mouth

We manufacture the most complete line of oilers made in America, including Pump, Engineers', Machinists', Mowing Machine and Railroad Oilers, Tallow Pots, Engineer Sets, Torches, Lamps, etc.

MAPLE CITY MFG. CO.

MONMOUTH, ILLINOIS, U.S.A.

HEADQUARTERS

LAMP BLACKS

Sixty-two Years In Business

LAMP BLACKS

Sixty-two years' experience, enabling us by dint of superior quality in building up the largest business of bulk and package Blacks, not only in England and America, but in the world.

In order to be sure of the best and most economical, look for the Red Seal on every package.

Manufacturers of Old Standard, Eagle, Globe and Pyramid Germantown Brands.

WHY BUY THE NEAR BRAND WHEN THE BEST IS PROCURABLE?

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Original Patentees and Manufacturers of

CARTLAND'S PATENT HELICAL, CLIMAX, AND RELIABLE DOOR SPRINGS

DOUBLE ACTION

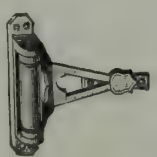


5753 IRON

3 in..... 4/3
4 " 6/-
5 " 8/6

5754 BRASS

3 in..... 6/9
4 " 10/-
5 " 14/-
per pair.

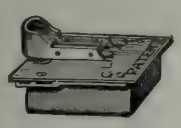


5355 IRON

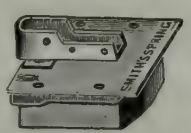
4 in..... 23/6
5 " 32/-
6 " 40/-

5356 BRASS

4 in..... 40/-
5 " 53/-
6 " 65/-
per dozen.



2401
With 2 in. Shoe,
18/- each.



2860
With 2 in Shoe,
26/- each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to Wholesale Hardware Merchants.



INCREASED OUTPUT

is the best sign of progress. That has been our record month after month since we started making batteries. Now, we couldn't increase output unless sales showed a corresponding increase, and an increase in sales means satisfaction to consumers.

X CELL Dry Batteries

(Made in Winnipeg)

have captured the whole field in the West. Dealer and consumer alike have learned to expect and rely upon getting fresh, live cells of high initial amperage and strong recuperative powers, when buying X CELLS.

Write us and we'll put you in touch with the nearest jobber

Canadian Carbon Company

OF WINNIPEG, LIMITED

Bury and Irish Ave., - - - Winnipeg

E. W. HANNA, President and Managing Director

"Kangaroo" Brand



TRADE MARK.

Yes, my boy, glad to see you!

I have used and sold Sorby's Kangaroo brand tools for 35 years.

This is the style of welcome given to our representative from St. John to Victoria.

Robert Sorby & Sons, Ltd.
Sheffield

Canadian Representative:
Geo. H. Saywell, 61-3 Albert St., Winnipeg

Local Agents at
Toronto, Calgary, Vancouver and Saskatoon.

Enthusiasm

To sell goods and make profit you must develop this quality. Home made goods always did make you feel that way. That is why so many hardwaremen throughout Western Canada are selling our

METAL CEILINGS, SHINGLES, SIDINGS AND CORRUGATED IRON

and making nice profits.
They have seen them made. They know they are right. They can get them in a hurry.
All these things will be at your service when you hook up with us.

WRITE TO-DAY.

Winnipeg Ceiling and Roofing Co.
P.O. Box 2186 H. Winnipeg, Man.

Up-to-date Urns



that introduce "Real Economy" to the user. High Class Hotels, Restaurants and Cafes buy them on sight and are always satisfied with the results.

Our Urns are attractively designed and made from the finest material. They are easy to clean, absolutely sanitary and rustproof.

We solicit your inquiry for fuller information—write at once.

THE BUFFALO MFG. CO., Buffalo, N.Y.

Canadian Representatives
H. F. McIntosh & Co.,
28 Toronto St., Toronto

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal—hand fitted valve—air-tight—strong—lasting.

The big catalogue tells you exactly what the line is—get it for the asking.



Write

The
R. McDougall Co., Limited
GALT, CANADA

LONDON
HIGH GRADE

Never Varies in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

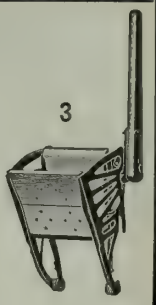
Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

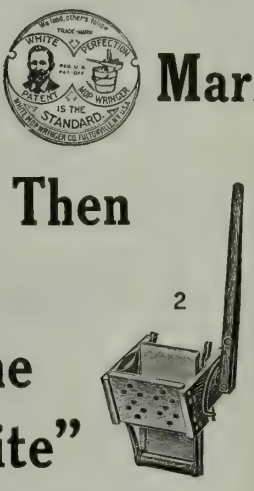
London Rolling Mill Co., Ltd.,
LONDON - - CANADA

Sales Agents, Ontario, Baines & Peckover, Toronto. Manitoba, Bissett & Loucks, Ltd., Winnipeg.

BAR IRON

Look For This Trade Mark Then Buy The "White" Mop Wringer



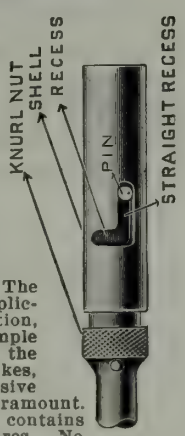






WHITE MOP WRINGER CO.
FULTONVILLE, N.Y.

Show your Customers This Up-to-Date Bit Extension



The Ford Bit Extension is not to be classed with the ordinary Extension — Clumsy, hard to work and in general unsatisfactory. The Ford is a model of simplicity—simple in construction, simple to adjust and simple to use. It embodies the best points of other makes, and has several exclusive features that make it paramount. No other Bit Extension contains so many practical features. No other can do the work so easily nor as well as the Ford and

No other is as easy for you to sell

For the Ford has more selling points than any other Extension and each Ford feature affords a convincing selling argument. You can hand a man a Ford and tell him positively and convincingly that no other extension equals the Ford in simplicity of construction, number of practical advantages, facility of operation, time and labor saving features, convenience, wearing qualities, and in the ultimate satisfaction desired through better results. The Ford comes to you highly recommended, fully guaranteed, and with a steadily increasing demand. We have an excellent proposition. Will you write for circulars, prices, etc?



FORD AUGER BIT CO.
Holyoke, Mass.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

STEEL BLADE

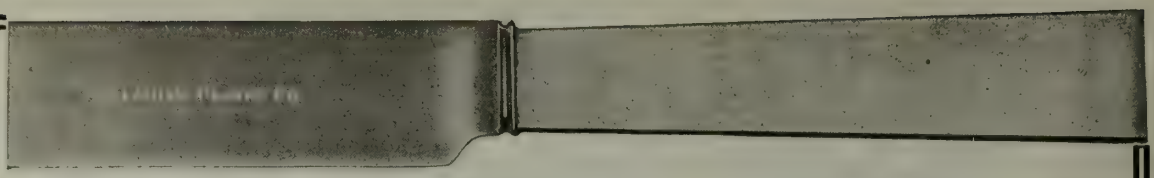


TABLE CUTLERY THAT SELLS QUICKLY

The blade of our No. 949 knife is made from a special High Carbon Sheffield Steel. The handle from the best English Grained Celluloid. This knife is the "King" of table cutlery, as it is unsurpassed in every respect. Give it a trial and increase your profits—we guarantee satisfaction.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Ont.

AGENTS:—J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. GUNDY. 61 Albert St., Toronto, Ont.
David Philip, 291 Portage Ave., Winnipeg, Man Benj. Rogers, Charlottetown, P.E.I.

Dealers!

HERE'S YOUR CHANCE TO MAKE A SPLASH.

This Mantel or any of our "70" different designs, fitted with our Electric Grate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

Write for the "dope"—Your contractors will fall for it.
Don't forget—We have the best line of Gas and Coal Grates in the country.



The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"

"THERMO"

The Washer

Easy to Sell

That makes the Washday Bright



Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON, CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Montreal, Dec. 4th, 1905.
J. W. Harris Mfg. Co., Ltd.,
Montreal, Que.

Gentlemen:—
It pleases me to be in a position to state that the "Zephyr" Ventilator placed on my chimney is giving me the greatest satisfaction.
The smoke which we used to have in the house has completely disappeared, owing to the good work of your "Zephyr" Ventilator.
I remain, gentlemen,
Yours truly,
T. A. GAUTHIER,
128 St. Elizabeth St.

Made by

The J. W. Harris Mfg. Co., Ltd.

Contractors

Montreal

D. PERES' Barrel Brand RAZORS



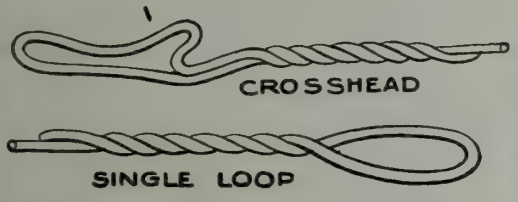
BARBERS KING

Are favored by Barbers and Gentlemen who look for quality. Best line for dealers to handle with a big profit.

BIG STOCK ON HAND **ORDER NOW**

Canadian Agents: GREEFF-BREDT & CO., TORONTO Western Office: Feilman, Gibson & Jardine, 222 Portage Ave., Winnipeg. Montreal Office: H. J. Stafford, 426 King's Hall

WIRE BALE TIES



Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

This is the line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

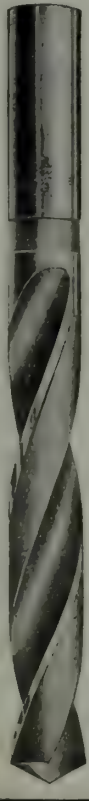
Get our prices and send us a trial order—we guarantee to satisfy.

We also recommend our WIRE NAILS and STAPLES as inferior to none.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

"Diamond" High Speed Drills



WILL produce quality results and at the same time materially reduce your drilling costs.

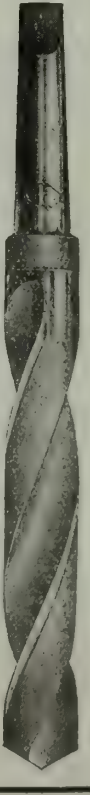
After experimenting with various high speed steels for years, results prove conclusively that the steel we use is superior to all others.

Hardened and tempered by men of experience, "Diamond" High Speed Drills retain the exquisite amount of toughness which reduces breakage to a minimum.

As every operation receives the careful attention of skilled mechanics, not alone quality but absolute accuracy is guaranteed.

Send for our Catalogue 74A and learn more about them.

Jobbers in all large cities will supply or write us.



The Whitman & Barnes Mfg.Co.

Trade W B Mark

Established 1854 **St. Catharines, Ont.**

Stocks Carried at Winnipeg and Montreal

Trade W&B Mark

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

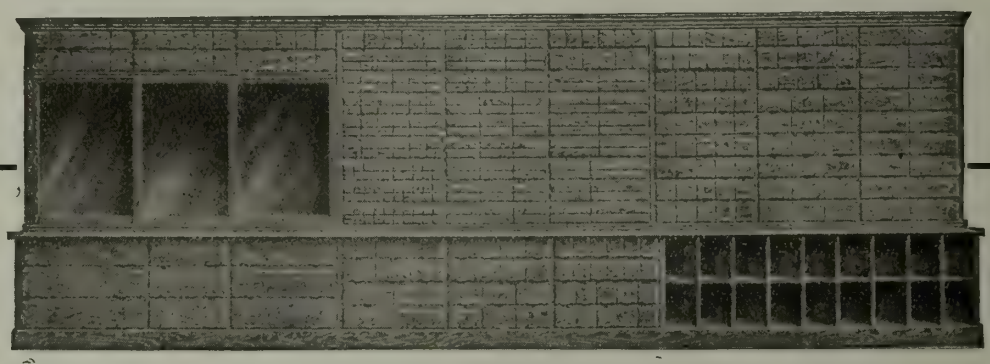


INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.
Advise us space you have available for shelf boxes and shelving, and we will sketch out plan and give you our best price for same.
Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto



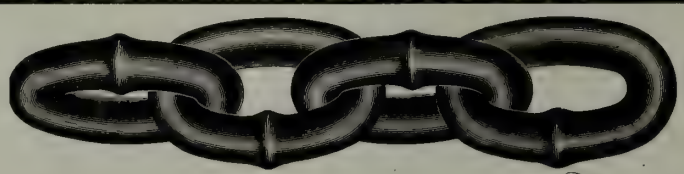
The Easiest-Running High Speed Washer
IS

MAXWELL'S "CHAMPION"

Operated by the hand lever or by crank on the balance wheel shaft. Tub is of Red Cypress, that will last a lifetime. Wringer board stands clear, allowing almost the whole top to open. Basket Rack supplied extra if desired. The "Champion" has proven a great seller. Write for prices and particulars.

DAVID MAXWELL & SONS ST. MARY'S, ONT.

McKinnon Electric-Welded Coil Chain



McKinnon Swell-Weld Coil Chain

25% More Weld = 25% More Strength = 25% More Wear

MADE IN CANADA

Perfect Stock + Perfect Welding = Perfect Product



See The Swell?

MADE BY

Sales Office: BUFFALO, N.Y.

McKINNON CHAIN COMPANY

Factory: ST. CATHARINES, ONT.

For Increased Business
Sell the

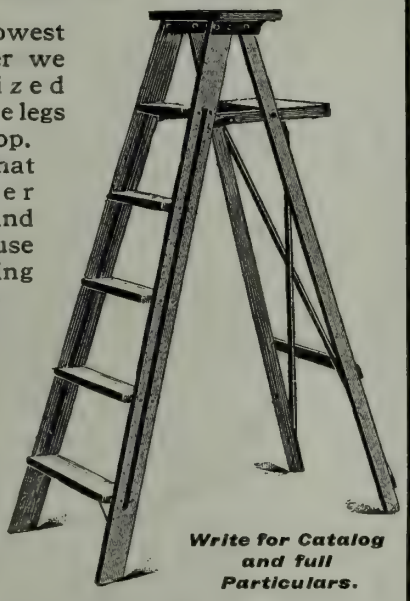
SHELF LOCK STEP LADDER

This is the lowest priced step ladder we make. Galvanized steel ears fasten the legs and risers to the top.

The lock that holds the ladder from opening and closing when in use is made by using strips of steel to form a hinge with the arms that support the shelf.

The shelf is always up when the ladder is closed and horizontal when in use. This is a very convenient and practical house ladder where short lengths are used and it is certain to appeal to the puplic.

Made regularly 4 to 10ft.



Write for Catalog and full Particulars.

The Stratford Mfg. Co., Limited

Stratford ***Ontario*** ***Canada***

Guaranteed as to Work and Efficiency

MILLERS FALLS BORING MACHINE

The boring crank is turned in one direction only, whether boring or drawing auger out of hole. Fully perfected. Bores at any desired angle and is truly

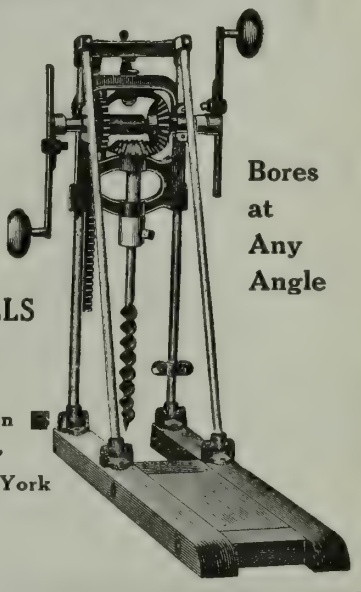
The Workman's Favorite

Adjustable Stop for Depth of Hole and Quick Reverse.

Adjustable Cranks Regulate Speed and Power.

Boring frame hangs itself up and is dropped to work by releasing thumb latch. Regularly supplied to bore 11¼ inches deep, deeper if desired.

Fully described in catalog, as are many other Millers Falls Efficiency Tools. Send for FREE copy of catalog and our book "Tool Practice."



Bores at Any Angle

MILLERS FALLS COMPANY

28 Warren Street, New York



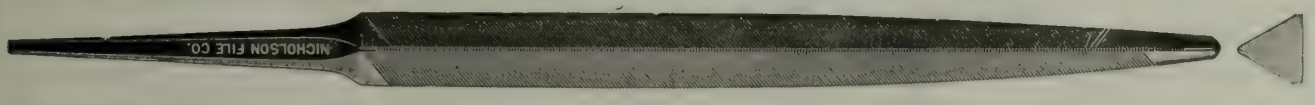
Best Files for Every Purpose

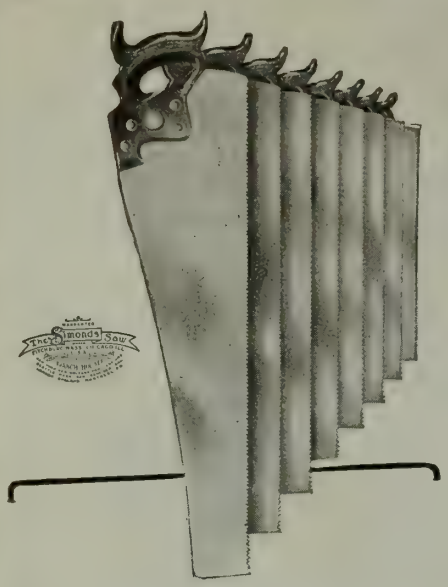
are Nicholson-made Files. We have the machinery, the methods and the steel that a specialized file-making experience of nearly fifty years proves to be the best. Nicholson-made Files have come to be the standard of file quality all the world over. These are the well-known factory brands made by the Nicholson File Co. in Canada:

"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McCLELLAN" "KEARNEY & FOOT" "J. C. SMITH"

Live Hardwaremen throughout Canada find it very profitable to push some or all of these lines as their specialties in files. Try it. Your jobber can supply you.

Nicholson File Co., - - Port Hope, Ont.





"I Tell You It's A Great Saw"

SIMONDS SAWS

A good line of **Simonds Saws** will be appreciated by your Carpenter customers. The goods give satisfaction and make for you a clear profit. Order a few from our catalog.

Simonds Canada Saw Co., Limited

Montreal, P.Q. St. John, N.B. Vancouver, B.C.

In the U.S.—The Simonds Mfg. Co.

"Try Us for Service and Quality"

We carry a large stock of **Wholesale Plumbers' Supplies,** from which we can make immediate shipments.

Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.

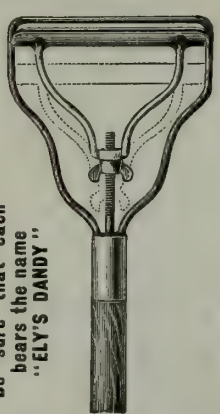
WINNIPEG.

ELY'S JANITOR MOP

No. 8 for men

No. 21 for women

Others are not just as good



Be sure that each bears the name "ELY'S DANDY"

ELY'S DANDY

Mop Wringer and Bucket COMBINED

Others are not just as good.

Be sure that each bears the name ELY'S DANDY

Made in three sizes, 10 qt., 14 qt. and 22 qt.; guides, posts and step of malleable iron; lever of wrought iron, finished in black enamel; cedar buckets, three hardwood rolls. The most popular mop wringer on the market.



THE O. J. ELY MFG. CO.

ERIE, PA.

Get our catalogue of Mop Sticks, Mop Wringers, Brush Holders, Carpet Beaters, Broom Holders, Etc.



YOUR sales will be materially increased by handling the Aylmer Metallic Ring Sprayer, the best hand pump made in Canada. No soft packing to give you trouble, a pump that gives perfect satisfaction to your customer in every instance.

Write for Prices and Discounts.

The Aylmer Pump & Scale Co., Limited

AYLMER, :: ONTARIO

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE 

MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

Copper Sheets

M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

TORONTO

This Mark is the Ensurance Of
LAMPBLACK QUALITY

Consistent High Quality has so increased the demand for our Lampblacks that we have been forced repeatedly to increase the size of our plant. We are now the World's Largest

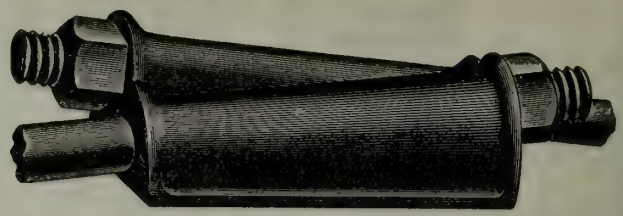
Manufacturers of Pure Lampblacks, and aim to retain the same good quality as before.

Before placing your next order, write for OUR lowest prices. After this we are confident of your trade. BETTER WRITE NOW.

1 Lb Germantown Lamp Black

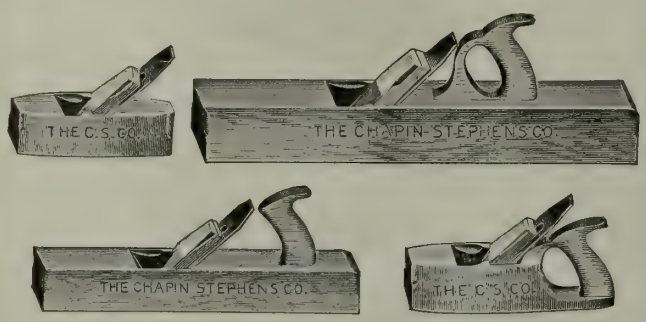
Wilckes Martin Wilckes Co., New York, N.Y., U.S.A.
Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.

TANK LUGS



For Round Rods, also Flat Bands on Silos, Tanks, Penstocks, etc. **Malleable Iron,** best quality, all sizes.

OTTERVILLE MANUFACTURING CO., LIMITED
OTTERVILLE, ONTARIO



All kinds of WOOD **Planes**

THE CHAPIN-STEPHENS CO., UNION FACTORY
PINE MEADOW, CONN., U.S.A.

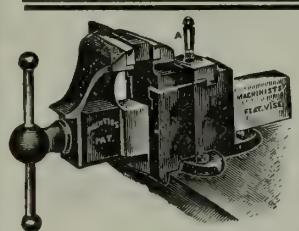
Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company
LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

Do Not Be Misled by Inferior Imitations.



There is but one

PRENTISS VISE

Made by

Prentiss Vise Company

Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

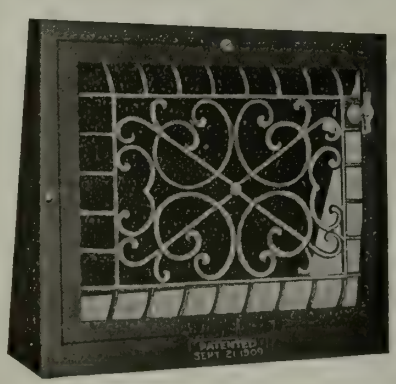
Sole Agents for Canada: A. Macfarlane & Co., Corlstine Bldg., Montreal.
Sole Agents for Great Britain: Chas. Neat & Co., 112 Queen Victoria St., London, E. C.

BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

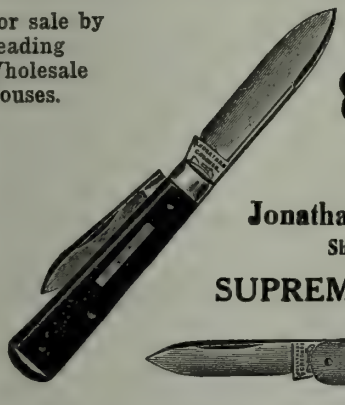
The Jas. Stewart Manufacturing Co., Ltd.
Woodstock, Ontario

SMITH HARDWARE CO. LIMITED

240 LEMOINE STREET MONTREAL

SEND FOR OUR NEW GREEN BOOK OF HARDWARE SPECIALTIES

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son

Sheffield, England

SUPREME CUTLERY



SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

NUTS

We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



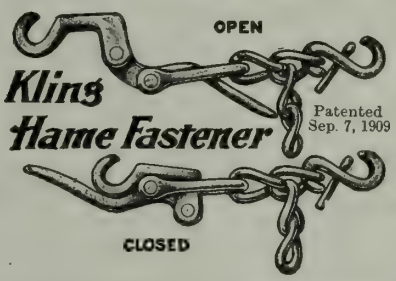
LONDON, CANADA

BIG

RESULTS

from small investments. Read Hardware & Metal's Want Ad. Page.

LET CUSTOMERS TRY IT 30 DAYS



They are bound to keep this fastener because it is better than words can tell; but if, by chance, one should not give satisfaction, take it back. We'll see that you don't lose. The Kling works easily and instantly. Always exerts the same pressure. Lasts longer than the harness. Retails for 25c. Gives you 50 per cent. profit. Order a dozen from your jobber. $2.00. Name "Kling" on the handle. Descriptive circular on request.

The National Safety Snap Co., Incorporated, Dept. 33, Wilmington, O., U.S.A.

D. C. Ross & Co., 56 Colborne St., Toronto, Ont.

Canadian Distributing Agents



MAGNOLIA

UNIVERSALLY SPOKEN OF AS THE "OLD RELIABLE"

SOLD BY LEADING DEALERS EVERYWHERE OR BY



MAGNOLIA METAL CO.

Office and Factory 225 St. Ambroise Street Montreal



DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BABBITT METAL.

SPOONER'S No HOT BOXES
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, - QUEBEC

CHAPLETS.



ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.

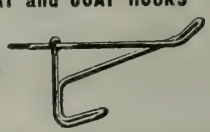
PRIEST'S CLIPPERS
BALL BEARINGS
THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street

COAT HOOKS.

Ask your Jobber for
GOLD COIN WIRE HAT and COAT HOOKS
Made by
JAMES & REID
Perth, Ont.



EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

IRON.

PIG IRON
STEEL PLATES, BARS and ANGLES
BAR IRON
David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

MANUFACTURERS' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
St. Nicholas Bldg., Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

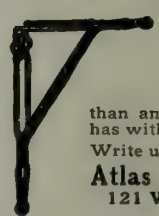
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates,

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution

BRACKETS.



The Atlas Bracket

This bracket brings you a larger profit and is better than any on the market. Our 5 x 7 has withstood a test of 500 lbs.
Write us for samples and prices to-day.
Atlas Manufacturing Company
121 Water St., New Haven, Conn.

A want ad. in this paper will bring replies from all parts of Canada.

When writing advertisers kindly mention having seen the advertisement in this paper

Send For Our New Catalog
Most complete line of
SCREW DRIVERS AND SMALL TOOLS
PIONEER TOOLS
The Southington Mfg. Co., - Southington, Conn.

TOOL HOLDERS



AN ARMSTRONG BORING TOOL is always ready for use. Should be on every lathe. Saves all forging 70% Grinding; 90 % tool steel. Write for Catalog.

ARMSTRONG BROS. TOOL CO. 106 N. Francisco Ave. CHICAGO, U. S. A.

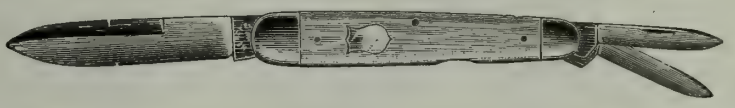


Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.
Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York

J. A. HENCKELS
TWINWORKS CUTLERY



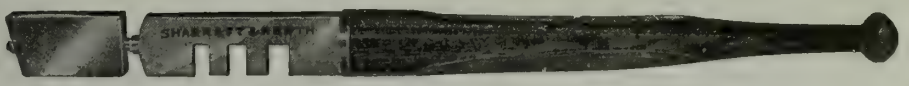
Pocket Knives, Scissors, Razors, Butchers' and Cooks' Knives, etc.
SOLE AGENTS F.W. Lamplough & Co., 9 DeBresoles St. MONTREAL

The INFALLIBLE GLAZIER'S DIAMOND
Just the Tool for Inexperienced Glass Cutters



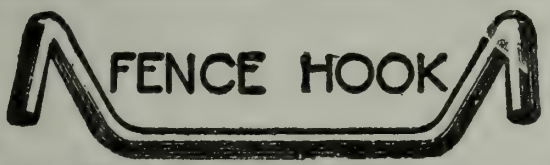
Made by
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Sharratt & Newth's Glaziers' Diamonds
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE. OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"ACME" are the strongest and sharpest low-priced Shears and Scissors on the market.

Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?
Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.
Special Representatives, Wiebusch & Hilger, Ltd., New York City.
MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high-priced shears with "Acme" shears and scissors and watch the gratifying results.
Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.

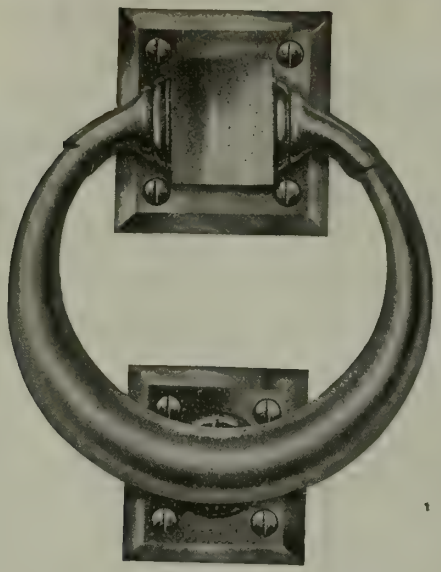


The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

THE ACME SHEAR CO., (125-195 Knowlton St.,) BRIDGEPORT, CONN., U.S.A.

Pease Economy Furnaces
WRITE FOR CATALOGUE AND PRICES
PEASE WALDON CO., LIMITED WINNIPEG . PEASE FOUNDRY COMPANY LIMITED TORONTO . PEASE PACIFIC FOUNDRY LIMITED VANCOUVER

Peterboro Hardware



Door Knockers add greatly to the appearance of a door. They are rapidly coming into vogue. Peterborough Door Knockers supplied to match any of our designs. A sample on your show cases will interest .customers

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH, ONT.

SHEET COPPER

Prompt Shipment

Stock or Import

B. & S. H. Thompson & Co.
LIMITED
MONTREAL, QUE.

Why not make 1912 the most profitable saw year in your history?



ATKINS STERLING SAWS
MADE IN CANADA

THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

E. C. ATKINS & CO.,
MAKERS OF STERLING SAWS
HAMILTON, ONTARIO

Vancouver Branch, 109 Powell St.
U.S. Factory, Indianapolis, Ind.

MYERS
PUMPS

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARNDOOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MYERS."

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER . . . ONTARIO



FOR SALE.—Hardware and Furniture Business in the Town of Harris, on the Goose Lake line of the C.N.R., about 50 miles from Saskatoon, Sask. Stock of about $5,000, also Store Building and a 10-Roomed Dwelling. Very anxious to sell on account of ill-health. Don't miss this snap.
T. K. HOPPER, Harris, Sask.

The Michaelmas-Fair

AT LEIPZIG (GERMANY) FOR THE WHOLESALE AND RETAIL TRADE WILL COMMENCE ON

Sunday, August 25, 1912

AND CLOSES SUNDAY, SEPTEMBER 15th.

THE SAMPLE FAIR

(For CERAMIC, METAL-WARE, LUXURY & SPORTING ARTICLES, ETC.) to occupy the FIRST WEEK ONLY.

THE LEATHER FAIR

will open

Wednesday, September 11th

and the FAIR EXCHANGE for the LEATHER INDUSTRY will be held ON THE SAME DAY from 2 to 4 o'clock P. M. in the large hall of the New Exchange on the Bluecherplatz. LODGINGS may be secured through the "Verkehrsverein, Handelshof, Naschmarkt."

Leipzig, June 3, 1912.
THE COUNCIL OF THE CITY OF LEIPZIG (GERMANY).

Not To-morrow But To-day

is the time to lay in your stock of "ERMALINE" cooking bags.

Since their introduction some months ago the Ermaline system of cooking with paper bags has made many friends, because it means

NO WASTE
NO SMELL
NO HEAT
NO DIRT.

Its other advantages are

MORE FOOD
BETTER FLAVOR
LESS WORK
NO WORRY

If you have not got a stock of "ERMALINE" Bags, someone else in your district is getting the business which by right should be yours.

Drop us a card to-day and we will send you without charge, samples for your own use and for distribution.

EDWARD LLOYD Limited
508 EASTERN TOWNSHIPS BANK BLDG.
MONTREAL

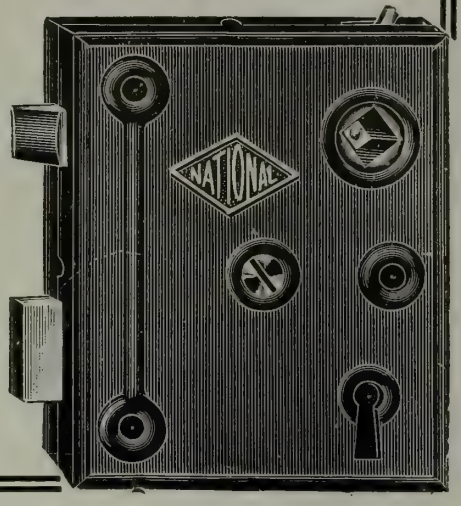
When writing advertisers kindly mention this paper.



National Steel Rim Locks

STRONGEST AND SAFEST

Made of the highest quality steel, the "National" is the most durable rim lock made, and is the lock which perfectly satisfies modern requirements.



Write us for particulars and prices.

NATIONAL HARDWARE CO., Limited

ORILLIA, ONT., CANADA

THE 4 CARDINAL VIRTUES OF THE FOX FLOOR SCRAPING MACHINE

1. Simple of Construction.
2. Easy to Operate.
3. Leaves a Perfect Finish.
4. Inexpensive.

Every Fox Scraper is guaranteed to do perfect work.

Manufactured by

FOX SUPPLY CO.

112 King Street
BROOKLYN, WIS.



THE FOX FLOOR SCRAPER IS SOLD BY:—

The E. Cavanagh Co., Ltd. Montreal

The James Walker Hardware Co., Ltd. Montreal

Durand Hardware Co. Montreal

Frothingham & Workman, Ltd. Montreal

Prompt deliveries will be made.
Write for Catalogue and Prices.



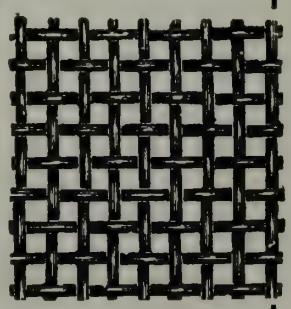
GOODS THAT LAST

WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

Perforated Sheet Metals
General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.



Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

Canada Wire and Iron Goods Company
HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

"ATLAS" BRAND

BLUE BACK EMERY CLOTH
SAND OR FLINT PAPER
GARNET PAPER in Reams or Rolls
EMERY in ten pound packages
"FLORA" KNIFE POLISH all size packages

The leaders in this line.
Already introduced and known to the trade.
Good Goods and Good Profits.
Samples for the asking.

The London Emery Works Co.
LONDON, ENG.

Canadian Representative:-

W. FRANK MURPHY

55 St. Francois Xavier St. - Montreal, Can.



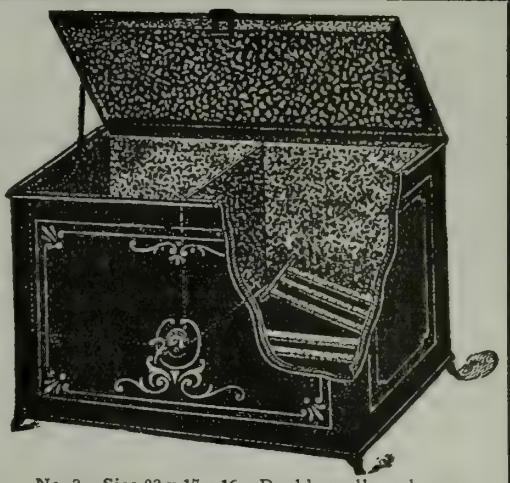
No. 1.—Large, size, 28¾ x 16¾ x 16¼. Double Cover.

Three Months More

before the iceman hunts another job. The warm weather hung|off for a long time, but it's here now, and means to stay right up to the end.

People who have delayed purchasing large Refrigerators are now looking for inexpensive substitutes.

Our Galvanized Ice Boxes and Refrigerators are just the thing for small households, picnics, tenting parties, summer excursions, etc.



No. 3.—Size 23 x 17 x 16, Double walls and cover. Nickel-plated faucet.

Both made of heavy galvanized iron, japanned and oak grained. Each Ice Box packed in a wooden crate.

E. T. WRIGHT & CO. - - HAMILTON, CANADA
H. G. WRIGHT

Steel Rules, Gauges, Etc.

CHESTERMAN'S

MEASURING TAPES

Linen and Steel

TRADE J C *MARKS*

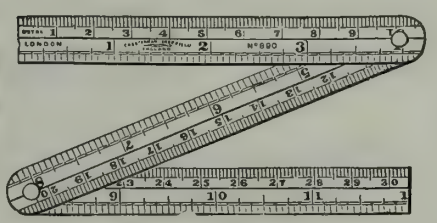
CONSTANTIA J C

TRE𝄞BLE



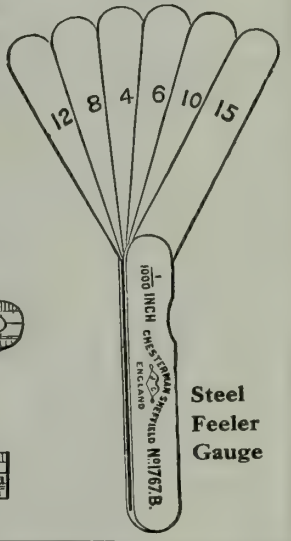
For Prices, Catalogues, etc., apply to

F. H. SCOTT, 133 Coristine Bldg., Montreal



Steel Pocket Rule

Engineers' Small Tools



Steel Feeler Gauge

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet Brand"

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

St. Nicholas Bldg. - Montreal

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

Glass

and

Emery

Paper

and

Cloth

For nearly 100 years the products of

Peter Orr & Sons
280 Cathedral St.
GLASGOW

have been used in all parts of the world. They are famed for their excellence and hard wearing qualities.

You will find Orr's Glass and Emery Cloths and Papers a good line to stock.

Samples and prices from

Agents—
George Peatt & Co.
Box 1651, Winnipeg, Man.

PRICES QUOTED IN DOLLARS & CENTS.

The Automobile and the Ox-Cart

Both get there—but what a difference in satisfaction.

Likewise, there is a vast difference in Door Hanger satisfaction.

The space here is too small to tell the many advantages of the R-W line—so write to-day for our catalogue, telling the whole story.

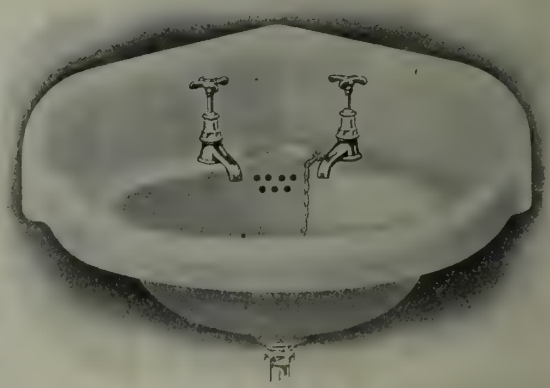


Our No. 20 R-W Gem Roller Bearing Trolley Door Hanger.

A Hanger for Every Door That Slides

Richards-Wilcox
MANUFACTURING CO.
AURORA, ILL. U.S.A.

Plumbing Goods
AND
ENGINEERS' SUPPLIES





J.M.T. VALVE

"Absolutely Guaranteed"

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If you are not handling our goods you do not realize the amount of satisfaction that they give. They are the **best insurance against dissatisfied customers,** and always pay a splendid profit.

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INJECTOR

WRITE FOR CATALOG AND PRICES.

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West .:. .:. TORONTO

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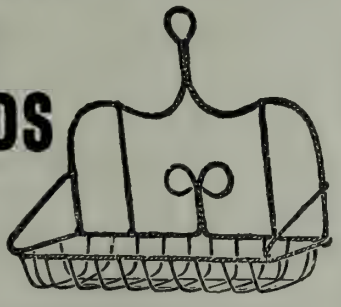
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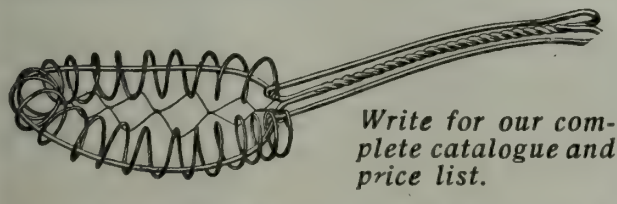
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Canadian Hart Wheels, Hamilton.

Aluminum Ware
Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
Ware Mfg. Co., Toronto.
Wondershine Limited, Toronto.

Ammunition
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York.

Animal Traps
Oneida Community Ltd., Oneida, N.Y.

Anchors
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.

Auger Bits
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
Tobin Arms Mfg. Co., Woodstock.

Babbitt Metal
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
Tallman Brass & Metal Co., Hamilton.

Bar Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Bale-Ties
Laidlaw Bale-Tie Co., Hamilton, Ont.

Bar Urns
Buffalo Mfg. Co., Buffalo, N. Y.

Bath Room Fittings
Buffalo Mfg. Co., Buffalo, N.Y.
S. Sternau & Co., Brooklyn, N.Y.

Belting
Dominion Belting Co., Ltd., Hamilton
Sadler & Haworth, Montreal.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bird Cages
E. T. Wright & Co., Hamilton.

Binder Twine
Plymouth Cordage Co., N. Plymouth, Mass.

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London Bolt and Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
National Acme Mfg. Co., Montreal.

Boilers and Radiators
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.

Bolts—Expansion
Star Expansion Bolt Co., New York.

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Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton
Stover Mfg. Co., Freeport, Ill.

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Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton

Brushes.
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.

Bridle Rings—Galvanized, Brass and Plain.
Star Expansion Bolt Co., New York.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lufkin Rule Co., Saginaw, Mich.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., N. Britain

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Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough.

Butts.
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, C.

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Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

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Hamilton Brass Mfg. Co., Hamilton.

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Bissell Carpet Sweeper Company, Grand Rapids, Mich.

Carriage Heaters
Chicago Flexible Shaft Co., Chicago.

Carriage Springs and Axles
Guelph Spring and Axle Co., Guelph.

Cartridges
Dominion Cartridge Co., Montreal.

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National Cash Register Co., Toronto.

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Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

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Canada Cement Co., Montreal, P.Q.
Alf. Rogers, Ltd., Toronto.
B. & S. H. Thompson & Co., Montreal

Churns
Connor, J. H., & Sons, Ottawa, Ont.
Cummer--Dowswell Ltd., Hamilton, Ont
Maxwell, David, & Sons, St. Mary's, Ont

Chafing Dishes
Buffalo Mfg. Co., Buffalo.
S. Sternau & Co., Brooklyn, N.Y.

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S. Cheney & Son, Manlius, N.Y.

Chicken Coops.
Triangle Mfg. Co., Freeport, Ill.

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American Shearer Mfg. Co., Nashua, NH
Chicago Flexible Shaft Co., Chicago.
Coates Clipper Mfg. Co., Worcester, Mass.

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Cummer--Dowswell Ltd., Hamilton, Ont
Hamilton Cotton Co., Hamilton.

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Cummer--Dowswell Ltd., Hamilton, Ont
American Wringer Co., New York City
Lovell Mfg. Co., Erie, Pa.

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The Morris & Bailey Steel Co., Pittsburg, Pa.

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Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

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Greening, B., Wire Co., Hamilton.
McKinnon Dash and Metal Co., St. Catharines.
Oneida Community, Ltd., Niagara Falls

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Buffalo Mfg. Co., Buffalo, N.Y.
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Dorken Bros. & Co., Montreal.
Greeff, Bredt Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.

Door Bolts.
Montreal Hdwe. Mfg. Co., Montreal.

Door Checks.
Wm. Keating, Toronto.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.

Door Hangers.
F. E. Myers & Bro., Ashland, O.
Richard Wilcox Mfg. Co., Aurora, Ill.

Door Springs.
Stover Mfg. Co., Freeport, Ill.

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P. & F. Corbin, New Britain, C.
Stover Mfg. Co., Freeport, Ill.

Drills, Brick and Stone.
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.

Drills—High Speed
Alexander Gibb, Montreal.

Drinking Cups
Hero Mfg. Co., Philadelphia.

Dry Batteries
Canadian Carbon Co., Winnipeg.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.

Emery or Corundum Wheels
The Carborundum Co., Niagara Falls, N.Y.
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London Emery Works, London, Eng.

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Jas. Morrison Brass Mfg. Co., Toronto.

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Jno. Oakey & Sons, Ltd., London, Eng.

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Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
McClary's, London, Ont.

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Steel Co. of Canada, Ltd., Hamilton.

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Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor, Banwell & Co., Walkerville.

Files and Rasps
Barnett Co., G. & H., Philadelphia, Pa
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.

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Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
Tobin Arms Mfg. Co., Woodstock.

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Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.

Fire Grates.
Ohio Foundry & Mfg. Co., Steubenville, O.

Fine Irons
Stover Mfg. Co., Freeport, Ill.

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont.

Flint Paper
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

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Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.

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Chicago Flexible Shaft Co., Chicago.

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Steel Co. of Canada, Limited, Hamilton.

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd, Hamilton.

Galvanized Iron
W. Gilbertson & Co., Ltd., Alex. Gibb, Montreal, Agent.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Glass
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
B. & S. H. Thompson & Co., Montreal.

Glass, Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass Paper
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

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Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto

Glaziers' Diamonds
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.

Grinding Machinery.
London Emery Works, London, Eng.

Grindstones
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.

Guns
Harrington & Richardson Arms Co. Worchester, Mass.
Tobin Arms Mfg. Co., Woodstock, Ont.
C. J. Hamilton & Son, Plymouth, Mich.

Hammers
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles
Still, J. H., Mfg. Co., St. Thomas.
W. C. Crawford Co., Tilbury.

Hardware, Metal Window.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.

Hay Unloading Tools
F. E. Myers & Bro., Ashland, Ohio.

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.

Hinges, Spring
Chicago Spring Butt Co., Chicago.
Standard Mfg. Co., Shelby, Ohio.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
St. Marys Wood Specialty Co., St. Marys.

Hooks
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.

Hoop Iron
The Steel Co. of Canada, Ltd., Hamilton.

Hoops—Steel and Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails
Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools
North Bros. Mfg Co., Philadelphia, Pa

Iron and Steel Bars
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton
London Rolling Mill Co., London.

Iron Pipe
Steel Co. of Canada, Ltd., Hamilton.
Canada Tube & Iron Co., Montreal.

Iron Pumps.
Aylmer Pump & Seals Co., Aylmer.
R. McDougall Co., Galt.
Red Jacket Mfg. Co., Davenport, Iowa
F. E. Myers & Bro., Ashland, Ohio.

Knife Polish
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf
Hamilton Brass Mfg. Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Lamps, Acetylene
Maple City Mfg. Co., Monmouth, Ill.

Lampblack
The L. Martin Co., New York.
Wilckes Martin Wilckes Co., New York

Lanterns
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.

Lawn Fencing
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville
Banwell Hoxie Wire Fence Co., Hamilton.

Lawn Mowers
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia
Clipper Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Swings
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lightning Rods
Hamilton Brass Mfg. Co., Hamilton, Ont.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools
Pink, Thos., & Co., Pembroke, Ont

Manufacturers' Agents
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes
Stover Mfg. Co., Freeport, Ill.

Metals
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
McKechnie Bros., Birmingham, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co.,Montreal

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.
John C. Wilson, Ottawa.

Metal Stove Fronts
Canada Foundry Co., Ltd., Toronto.

Mop Holder
Theo. J. Ely Mfg. Co., Erie, Pa.

Mop Wringers
Theo J. Ely Mfg. Co., Girard, Pa.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.

Nails, Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. C., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton.

Oilers
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T. & Co., Hamilton, Ont.

Oil Stones
Canadian Hart Wheels, Hamilton, Ont
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont

Packing
Garlock Packing Co., Hamilton, Ont.

Paints, Oils, Varnishes
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover
Chadeloid Chemical Co., New York.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.

Perforated Sheet Metals
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Samuel Benjamin & Co., Toronto.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pliers
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Poultry Netting
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pruning Knives
International Tool Co., Detroit.

Pumps
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg. Co., Davenport, Iowa.

Pumps, Power
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.

Razors
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.

Razor Blades.
Schramberger, Uhrfedernfabrik, Schramberg, Germany.

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton.
Carborundum Co., Niagara Falls, N.Y.

Razor Strops
J. R. Torrey & Co., Worcester, Mass.

Registers
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrosteel Co., Bridgeburg.

Rivets
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co. of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.

Rope
Independent Cordage Co., Toronto.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.

Saws
Atkins, E. C., & Co., Indianapolis, Ind.
Disston, Henry, & Sons, Philadelphia.
Drabble & Sanderson, Sheffield, Eng.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Ont.

Screen Door Sets
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Screws, Nuts, Bolts
National Acme Mfg. Co., Montreal.
Steel Co. of Canada, Limited, Hamilton.

Screws, Wood
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.

Scythe Stones
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.

Shelf Boxes
Cameron & Campbell, Toronto.

Shellacs
Berry Bros., Walkerville.

Shovels and Spades
Spear & Jackson, Sheffield, Eng.

Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silverware
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.

Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.
Spramotor Co., London.

Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

Spring Hinges, Etc.
Chicago Spring Butt Co., Chicago, Ill.
Standard Mfg. Co., Shelby, Ohio.

Stains, Shingle
Berry Bros., Walkerville.

Stains, Wood
Berry Bros., Walkerville.

Staples
B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton.

Steel—High Speed
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops
Steel Co. of Canada, Ltd., Hamilton.

Stencils
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont.
Herod Machine & Stamping Co., Brantford.

Store Ladders
Hamilton Brass Mfg. Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.
Holland Furnace Co., Holland, Mich.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.

Tacks
The Steel Co. of Canada, Ltd.,Hamilton.

Tapes
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Armstrong Bros. Tool Co,, Chicago.
Robt. Sorby & Sons, Sheffield.
Stanley Rule & Level Co., New Britain.
International Tool Co., Detroit.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.

Tool Grinders
American Grinder Mfg. Co., Milwaukee Wis.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Co.

Varnishes: See Paints
Berry Bros., Limited, Walkerville, Ont
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators
Harris, J. W., Co., Montreal.

Vises
Henderson & Richardson, Montreal.
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.

Wall Plaster
Manitoba Gypsum Co., Winnipeg.

Waffle Irons
Stover Mfg Co., Freeport, Ill.

Wagons—Children's
Wodstock Wagon Co., Woodstock.

Washers
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

White Lead
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Howland, H. S., Sons & Co., Toronto
Lewis Bros. & Co., Montreal.

Window Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery
Ed Brand, 472 Moss Lane., Manchester Eng.

Wire Products
Andrews Wire Works, Watford, Ont.

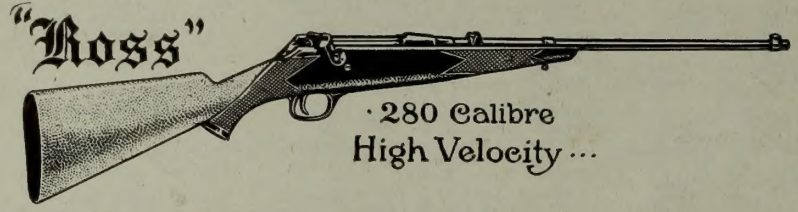
Wire Rope.
The B. Greening Wire Rope Co., Ltd. Hamilton.

Wire Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Jas. Steele Limited, Guelph, Ont.

Wood Finishes
Berry Bros., Walkerville.

Wrenches
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdwe. & Tool Co., Springfield, Mass.

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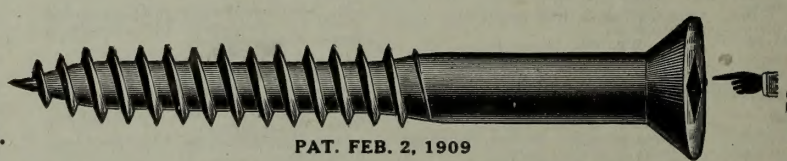
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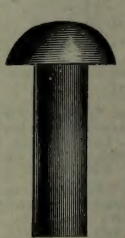
HAND DRIVERS, YANKEE BITS, BRACE BITS, RIVETS, BURRS, WASHERS, NAILS, WIRE.

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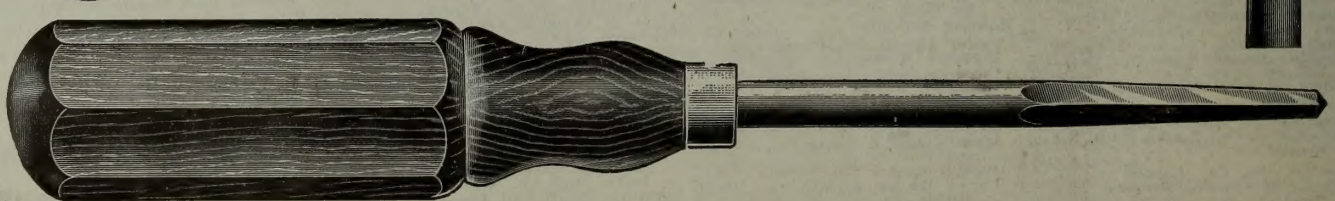
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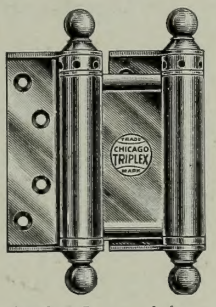
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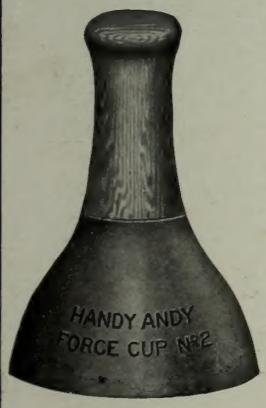
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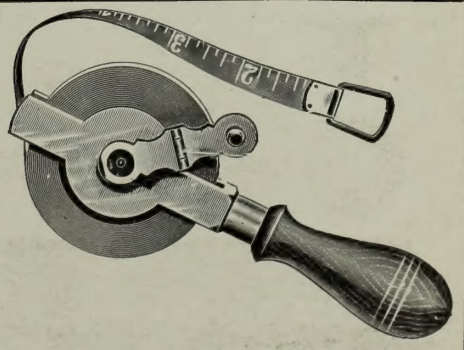
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AND that practically includes *every* woman customer who patronizes your store, so you scarcely need reminding what a profitable field this opens up for you.

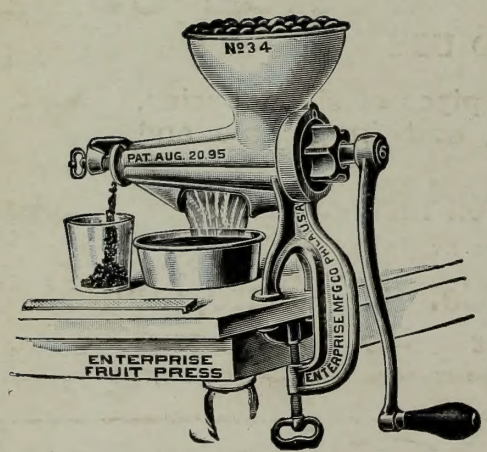
The Enterprise Fruit, Wine and Jelly Press is simple in construction, substantially built, easily operated and cleaned—features that every housewife appreciates.

For making wine, jellies and fruit-butters, from berries of all kinds, grapes, tomatoes, etc. The dryness of the pulp is easily regulated by a handy thumb-screw. In selling the

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